The Future of Kidney Care

Medicare Advantage Summit
Washington, DC
July 13, 2019

Arvind Rajan
Cofounder and CEO
https://linkedin.com/in/arvindrajan
arvind@crickethealth.com
Until the 1960s, kidney failure was a death sentence
BEAME DEFEATS BADILLO EASILY IN RUNOFF, WINNING ALL BOROUGHS EXCEPT MANHATTAN
Dean Says Nixon Misled Nation With Watergate Denials; White House Reaffirms Disavowal Made by President

A NEW CHALLENGE
Ex-Counsel Is Firm — Differs on Series of Explanations

By JAMES M. Naughton

WASHINGTON, June 26—John W. Dean 3d said today, in a new clash with the White House, that President Nixon had misled the nation in his public statements on the Watergate case, and he insisted that his charges of President complacency in a Watergate cover-up were factual.

The former White House counsel asserted, toward the end of a long cross-examination by the Senate Watergate Excerpts from testimony by Dean, Pages 50 and 51.

investigating committee, that Mr. Nixon had been “less than accurate” in a May 22 denial of involvement in the Watergate affair.

Cruel Conflict Seen
Further, in a long colloquy with Senator Joseph M. Mon- toya, Democrat of New Mexico, Mr. Dean dispensed each of a series of Presidential explanations of the Watergate burglary, labeling them as misleading, unfounded or overly broad.

Mr. Dean’s steadfast adherence today in the accusations contained in the 245-page statement that he read yesterday to the Senate Select Committee on Presidential Activities was posed as immediate—and publicly consistent with the August 1972 White House statement that the Watergate invasion took place under the personal direction of President Nixon.

Johnson Reportedly Told F.B.I. to Check on Agnew

By SEYMOUR M. HERSH

WASHINGTON, June 26—President Nixon ordered the Federal Bureau of Investigation to investigate Spiro T. Agnew shortly after Mr. Agnew was elected Vice President in November, 1968, reliable Government sources said today.

The sources said that Mr. Johnson made the request to Mr. Nixon that he order the Bureau to investigate Mr. Agnew.

STATEMENT CITED
Aide Refers Reporters to Rebult by the President May 22

By JOHN BURERS

WASHINGTON, June 26—The White House said today that President Nixon stood by his May 22 statement on the Watergate case, with sworn testimony of John W. Dean 3d that the President was involved in the cover-up.

“We stand behind that statement,” Gerald L. Warren, deputy White House press secretary, repeated several times during intense questioning by reportes as to how the President would respond to the White House testimony.

That testimony was the first to implicate the President directly in the White House conspiracy to cover up crimes of burglary and bugging and other acts of political espionage.

No Direct Comment

In the May statement, Mr. Nixon said that although there had apparently been wide-ranging efforts by members of his Administration to cover up the break-in, “I was not aware of any such efforts at the time.”

Neither, until after I began my own investigation, on March 31, was aware of any fund raising for defendants convicted at Democratic headquarters, much less authorized any such fund raising,” he said. “Nor did I authorize any...
>$114B
Spent Annually
(1% of Federal Budget on Dialysis Alone)

1,500,000
Patients with CKD 4 and 5

>500,000
Patients on Dialysis

Cost 8x average MA patient

MA exposure will double in 2021

>70%
Market share
A broken system

Inadequate CKD 4/5 Education & Support
- 66% of patients unaware of home or transplant options
- Little done to delay dialysis

Broken Transition
- 80% of patients transition to ESRD in hospital or with CVC

High Cost Dialysis
- Low home penetration
- High ongoing cost of care from dialysis and frequent hospitalizations
88 percent end up on in-center dialysis
It doesn’t need to be like this
Introducing Cricket Health

CKD
- Identification & Risk Stratification
- Delay Disease Progression

Transition
- Pre-emptive Transplant
- Conservative Care Where Appropriate

Dialysis
- Optimal Outpatient Start to ESRD
- Home Focused
- Kidney Health Centers Deliver Empowered Dialysis: Home & Self-Care HD

Technologically & Analytically Enabled
Self-Care Empowerment, Education & Engagement
Multidisciplinary Team (RN, SW, RD, Pharm.D) w/ Peer Mentor & Community Support
Risk-based Monitoring (e.g. BP, weight, fluid management, medication, depression)
Personalized, Proactive Care (Virtual, In-person, At-home)
We leverage technology & analytics
And deliver unprecedented results
These outcomes represent significant financial and clinical improvements

<table>
<thead>
<tr>
<th>Outcome</th>
<th>Cricket Health</th>
<th>Status Quo</th>
<th>Status Quo</th>
</tr>
</thead>
<tbody>
<tr>
<td>Home dialysis as first choice</td>
<td>71%</td>
<td>28%</td>
<td>2.5× Status Quo</td>
</tr>
<tr>
<td>Home dialysis initiation</td>
<td>43%</td>
<td>10%</td>
<td>4.3× Status Quo</td>
</tr>
<tr>
<td>Permanent access placed</td>
<td>64%</td>
<td>45%</td>
<td>1.4× Status Quo</td>
</tr>
<tr>
<td>Dialysis initiation in an outpatient setting</td>
<td>93%</td>
<td>36%</td>
<td>2.6× Status Quo</td>
</tr>
</tbody>
</table>

1 Lascon et al, Effects of a Nationwide Predialysis Educational Program on Modality Choice, Vascular Access, and Patient Outcomes
2 USRDS, Annual Data Report 2016
3 Wong et al, Healthcare Intensity at Initiation of Chronic Dialysis Among Older Adults
Our patients mirror national CKD/ESRD demographics, and are highly engaged

### Cricket members are highly engaged

<table>
<thead>
<tr>
<th>Percentage Engaged</th>
<th>Engagement</th>
</tr>
</thead>
<tbody>
<tr>
<td>87%</td>
<td>Users engage with educational content</td>
</tr>
<tr>
<td>91%</td>
<td>Users engage with chat features</td>
</tr>
</tbody>
</table>

### Demographics

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Patients enrolled</td>
<td>350+</td>
</tr>
<tr>
<td>Average age</td>
<td>67</td>
</tr>
<tr>
<td>Percentage non-white</td>
<td>52%</td>
</tr>
<tr>
<td>Number of states</td>
<td>29</td>
</tr>
<tr>
<td>% retired, unemployed, or on disability</td>
<td>77%</td>
</tr>
<tr>
<td>% with diabetes</td>
<td>57%</td>
</tr>
<tr>
<td>% with CHF</td>
<td>30%</td>
</tr>
</tbody>
</table>

**Note:** Demographics exclude users for which their demographic data was not made available.

### On average, each user

- Logs onto the platform one time each week
- Sends a message and reads multiple conversations each week with their care team and peers
- Watches 11 educational videos
- Reads 43 frequently asked questions
We are on the cusp of the most profound change in kidney care policy in almost 50 years
Advancing American Kidney Health Executive Order

- 30% reduction in incident ESRD patients by 2030
- 80% of incident ESRD patients at home or transplant by 2025
- 2x increase in kidneys available for transplant by 2030
Medicare Advantage plans will lead the way
Thank you