

AMERICA'S  
PHYSICIAN  
GROUPS =



# ChenMed

**Gaurov Dayal, MD**

President, New Markets and Chief  
Growth Officer

**ChenMed** has been **transforming healthcare** for  
the

neediest populations for more than 30 YEARS

## A PHYSICIAN LED REVOLUTION

  
America's  
**SCALABLE  
HEALTHCARE  
SOLUTION**

  
Giving Physicians  
**A PURPOSE**

**DRIVING  
SOCIAL  
JUSTICE**

**LEADERS**  
in Physician  
**TRAINING &  
Development**

  
**MAKING  
VIP  
CARE**  
Affordable

  
**COMMITTED TO OWNING  
FULL RISK**



**ACCOUNTABILITY  
FOR OUTCOMES**

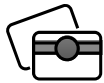
**Proven  
RESULTS**

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# What we do



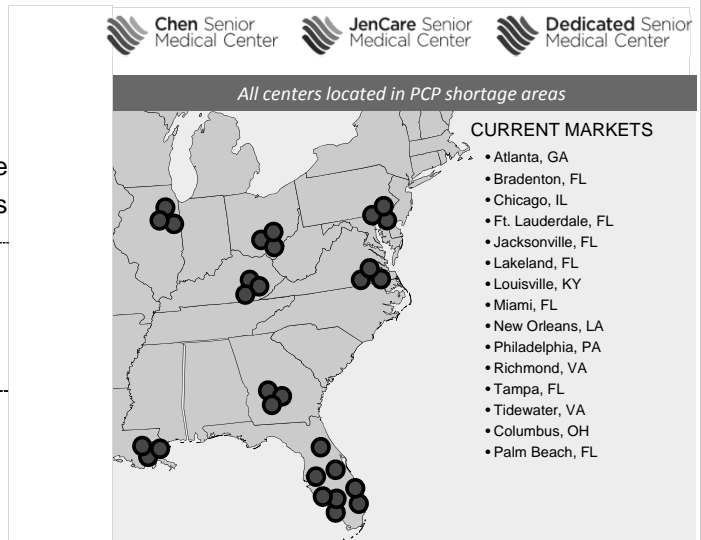
Operate 60+ highly efficient primary care clinics in high need, PCP shortage areas



Take global full risk for Medicare Advantage and Dual Eligible members



Provide a "concierge" solution, with superior outcomes, to lower-income, polychronic seniors – for no-fee

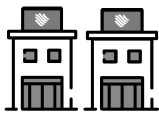


AMERICA'S PHYSICIAN GROUPS

# 30 Years of Growth



1 → 8 States in 8 years



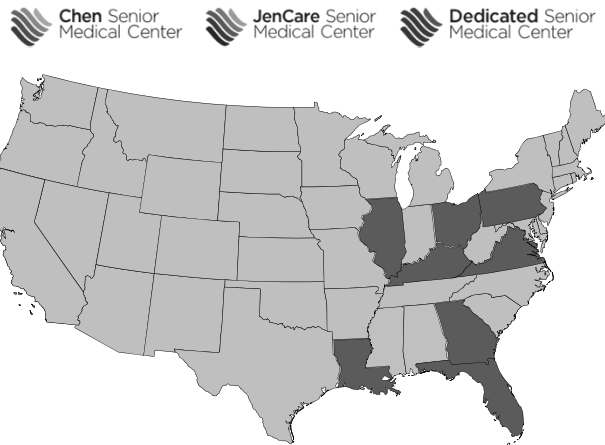
Doubled in size over the last 3 years, currently 60+ clinics



Approaching 100k patients under care



2020 → 4 new cities, 2 new states → 100+ clinics by 2021



AMERICA'S PHYSICIAN GROUPS

# The ChenMed Model



PCP-led care with 450:1 patient panels



Early Disease Detection & Comprehensive Disease Management



Easy and frequent access



Onsite services



**5x the attention\***  
450 patients per ChenMed PCP

- Standard footprint/design: accommodate ~2,500 patients
- Comprehensive care in one location with dedicated **specialists, medications, and testing on-site**
- Free door-to-doctor **transportation**
- **Coordination with care transitions**
- **Lifestyle & behavior support** with cooking programs, senior aerobics, Thai Chi, & acupuncture
- **Literacy-sensitive materials**
- **Financial Hardship Policy**
- **Proprietary EMR** with comprehensive & intuitive user interface

**Services designed for our demographic**

- Average age – 72
- 90% within 300% of FPL
- 4-5 chronic conditions on average

A medical home for clinical and social support

\* Based on ChenMed panel sizes under 450 patients versus primary care doctors in America who, on average have 2,300 patients.



# High-Touch Care Leads to Better Outcomes



Patient affordability



Better patient health

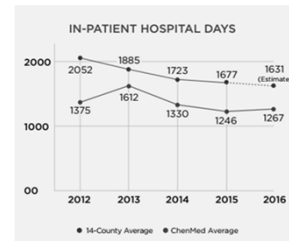
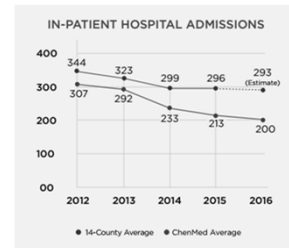


Physician leadership

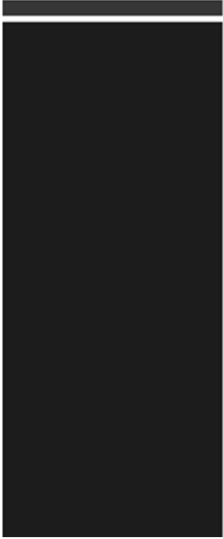


Health Plan quality, margins, and growth

|  |   |
|--|---|
| <p><b>50%</b><br/>FEWER hospitalizations</p> | <p><b>33%</b><br/>FEWER ER visits</p>                         |
| <p><b>28%</b><br/>LOWER cost</p>             | <p><b>41%</b><br/>INCREASE in preventative medication use</p> |
| <p>TOP DECILE patient satisfaction score</p> | <p>TOP DECILE clinical quality metrics</p>                    |



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**Questions?**