

Delivering Value Across the Kidney Care Continuum



>\$5.4B

Medical costs at risk,
and growing rapidly

2,700+

Nephrologists in
value-based partnerships

40-60%+

Initial engagement with
late-stage CKD patients¹

23%

Reduction in CKD
hospitalizations²



Comprehensive chronic kidney disease (CKD) care management

- 15+ years of integrated care management experience for 110K+ CKD patients.
- Multichannel engagement platform and award-winning patient education meet members in-person and virtually to proactively manage comorbidities and delay disease progression.
- Key activities: CKD medication management, modality and transplant support, optimal dialysis starts, care coordination, and transitions of care to avoid hospital/ED utilization.



Largest value-based care nephrologist network

- Offer a range of financial structures to partner with nephrologists, from clinical incentive programs to shared risk, allowing providers to evolve the level of risk sharing.
- Enable nephrologist success in value-based care through population health management tools, including a CKD-specific EHR platform, practice transformation support, and more.
- Embed DaVita team members at partner nephrologist offices which enables in-person CKD engagement – in high-density areas, patient engagement rates jump to 75%.



Predictive analytics driving superior outcomes

- Models informed by over 1 billion data points can identify undiagnosed CKD patients, patients with high risk of hospitalization or transition to ESKD, and more.
- Risk stratification informs personalized care plans, based on patient needs and risk scores, helping reduce transition costs, manage comorbidities, and lower inpatient utilization.
- Automated alerts through our CKD EHR allow providers to leverage insights to provide timely interventions. Nephrologists on CKD EHR utilize it for 1-3 hours per day.

1. Ongoing engagement rates increase to >90% based on patients active in DaVita CKD value-based program ≥ 4 months where DaVita has strong existing provider networks. "Late-stage" CKD includes CKD 4-5 patients. 2. Data based on partner's 18 month controlled statistical study measuring DaVita impact on CKD population vs. existing partner-led efforts