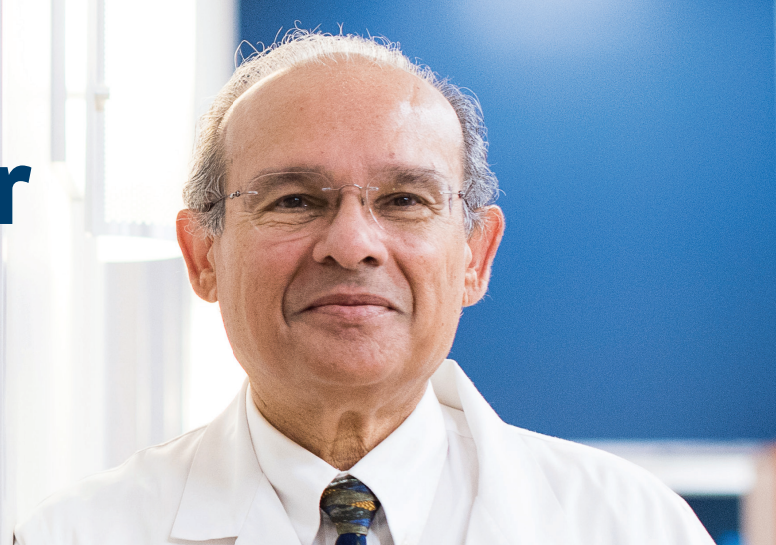


A New Vision for Kidney Care in Minnesota



Through personalized care, robust education, care coordination, benefits navigation and additional support, DaVita works with nephrologists to deliver holistic, integrated care to patients with chronic kidney disease (CKD) and end stage kidney disease (ESKD). Our goals are to help prevent and delay the progression to kidney failure and help patients choose and achieve preemptive transplant, planned outpatient or home start on dialysis or conservative therapy when appropriate.

In Minnesota, DaVita has 47 dialysis centers and 18 home programs, more than any other provider¹, offering patients access to the kidney care and resources they need.

Proven Results

DaVita has worked with Minnesota physicians—including 100+ nephrologists aligned with DaVita through Nephrology Care Alliance²—and hospitals to help promote better kidney care across the state:

- **330+** Kidney Smart[®] CKD education classes were held in MN throughout 2019.
- **78%** of MN facilities have patients under value-based care.
- Peritoneal dialysis has grown by more than **13%** in 2020.³
- DaVita patients are **3x** more likely to get a kidney transplant.⁴
- DaVita patients in MN who receive a transplant spend an average of **23 months** on the waitlist⁵, lower than the average of 3–5 years.⁶
- **4 MN health systems** have deployed our emergency department discharge program.

DaVita has also helped drive lower hospitalization rates and increased savings:

75%

outpatient transition to dialysis, avoiding hospitalization⁷

25%

lower hospitalization rate⁸

48%

lower readmission rate⁸

17%

gross savings on addressable costs⁹

Customized Partnership Models

Our partnership models range from full-risk arrangements to targeted pay-for-performance programs. To receive a customized analysis of your unique needs and better manage your kidney patient population, email us at partnerships@davita.com. Or visit [DaVita.com/HealthPlans](https://www.davita.com/HealthPlans).

1. September 2020 US Dialysis file 2. More than half of MN nephrologists are aligned with NCA; based on internal nephrologist data as of August 2020 3. 2020 DaVita Internal Analysis; PD growth in MN is higher than the national average growth rate. 4. National outcome, among DaVita patients who received kidney education through Kidney Smart[®], a no-cost community resource; DaVita Internal 2018 data 5. 2020 United Network for Organ Sharing (UNOS) data 6. 2020 National Kidney Foundation, The Kidney Transplant Waitlist—What You Need to Know <https://www.kidney.org/atoz/content/transplant-waitlist> 7. In specific markets, DaVita Internal Data 2018, 8. In specific markets; 2018 USRDS Annual Report for 2016 data; 2017 DaVita C-SNP data. 9. In specific markets, ending in 2018, DaVita Internal Data

