

# A New Vision for Kidney Care

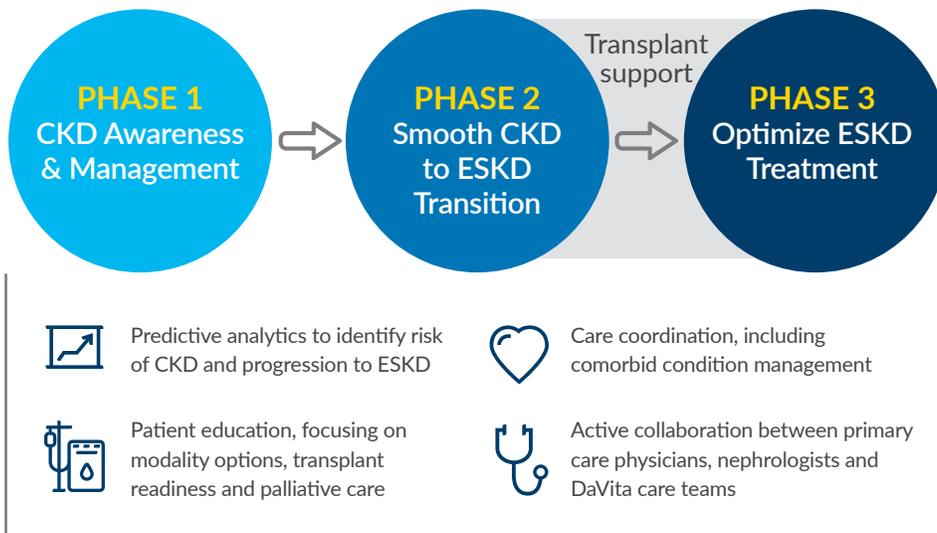


Becky, DaVita patient

Kidney patients are among the most vulnerable, medically complex and costly chronic populations. Together with our payor partners, we can differentially address patient needs through our value-based kidney care programs. Through a personalized approach, robust education and comorbid condition management, DaVita's vision is to provide comprehensive care that spans the kidney care continuum: from identifying kidney disease patients early and helping delay the progression of chronic kidney disease (CKD) to helping patients who transition to kidney failure in end stage kidney disease (ESKD) choose the right treatment for them.

## Our Model of Care

**DaVita Integrated Kidney Care<sup>3</sup>** (IKC) teams tailor and manage care plans that meet the comprehensive health needs of each patient. Patients receive coordinated primary care and comorbid condition management that can lead to positive clinical outcomes and enhanced patient experience, whether they have just learned they have kidney disease or need to seek life-sustaining treatment due to kidney failure.



## Kidney Disease Facts

**37M**

Number of U.S. adults estimated to have CKD<sup>1</sup>

**90%**

Percentage of people with kidney disease who don't know they have it<sup>1</sup>

**4**

Average number of comorbidities for ESKD patients<sup>2</sup>

**11**

Average number of days ESKD patients spend in the hospital every year<sup>2</sup>

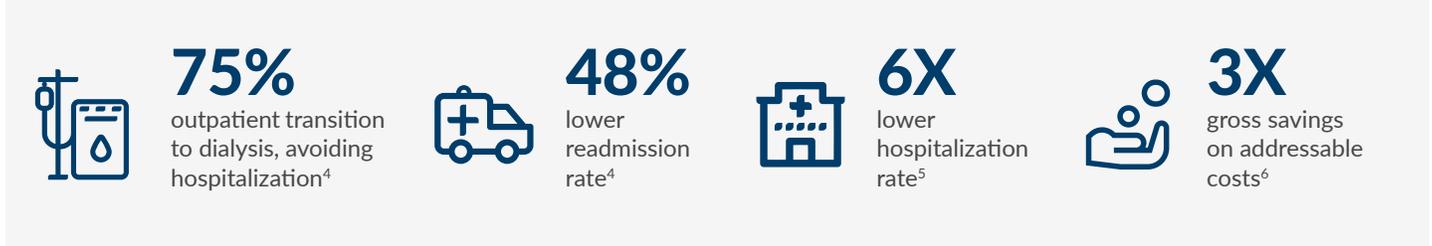
**7.2%**

Percentage of Medicare costs ESKD patients represent<sup>2</sup>

1. National Kidney Foundation 2019, <https://www.kidney.org/news/37-million-american-adults-now-estimated-to-have-chronic-kidney-disease>  
2. United States Renal Data System. 2018 USRDS annual data report: Epidemiology of kidney disease in the United States. National Institutes of Health, National Institute of Diabetes and Digestive and Kidney Diseases, Bethesda, MD, 2018  
3. DaVita Integrated Kidney Care ("DaVita IKC") is the integrated care division DaVita Kidney Care with programs operating under the DaVita® and VillageHealth® brands for Total Renal Care, Inc. and VillageHealth DM, LLC, respectively.

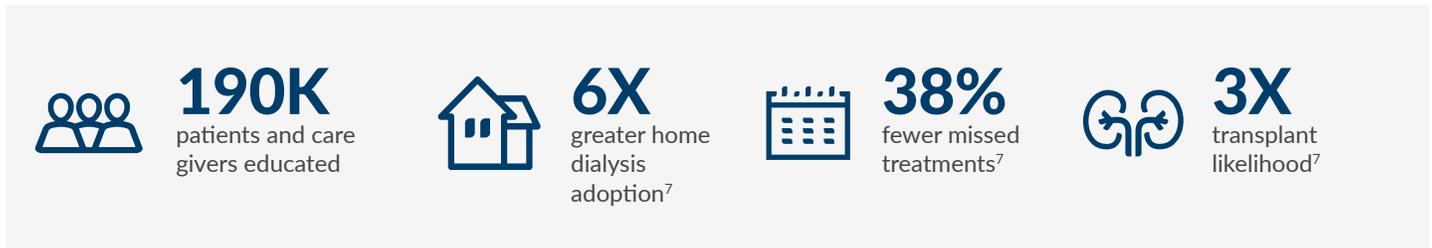
## Proven Results

Backed by more than 20 years of innovation, DaVita IKC's comprehensive support across the kidney care continuum has demonstrated industry-leading clinical results.



## Patient Education

DaVita also offers award-winning patient education through **Kidney Smart®** to help patients understand their kidney health and modality options, including home dialysis and transplant.



## Our Key Differentiators

With our experience and scale, DaVita IKC has positively influenced the lives of CKD and ESKD patients nationwide through value-based commercial and government partnerships.

### Robust Capabilities

- Award-winning patient education
- Advanced proprietary analytics powered by 1B+ data points
- Largest home dialysis program in U.S. with 27K+ patients
- Telehealth and home remote monitoring

### Value-Based Care Success

- 110K+ CKD and ESKD lives managed
- \$1.7B medical cost under management
- Industry-leading clinical results

### Long-Standing Partnerships

- Multiple national payor partnerships
- Longest-running participant in the Medicare Advantage C-SNPs over 15 years
- 900+ hospital partners

## Partnership Models

Our partnership models range from full-risk arrangements to targeted pay-for-performance programs. To receive a customized analysis or discuss options to better understand and manage your complex kidney population, email [IKCInquiries@davita.com](mailto:IKCInquiries@davita.com). Or visit [DaVita.com/HealthPlans](https://www.davita.com/HealthPlans).

4. In specific markets, DaVita Internal Data 2018.

5. 2018 USRDS Annual Report for 2016 data; 2017 DaVita C-SNP data in specific markets.

6. In specific markets, ending in 2018, DaVita Internal Data.

7. Among DaVita patients who received Kidney Smart® education, a no-cost community resource, compared with patients who did not receive Kidney Smart education. Source: DaVita Internal 2018 data.