



The Wellos Difference

People-centric results that last

The ripple effect of obesity

Adult obesity rate:

37%

Fueling a higher rate of
metabolic comorbidities:

Diabetes

Hypertension

High Cholesterol

Cancer

Autoimmune Disorders

Musculoskeletal Conditions

Behavioral Health

Cost to the U.S. health care
system each year:

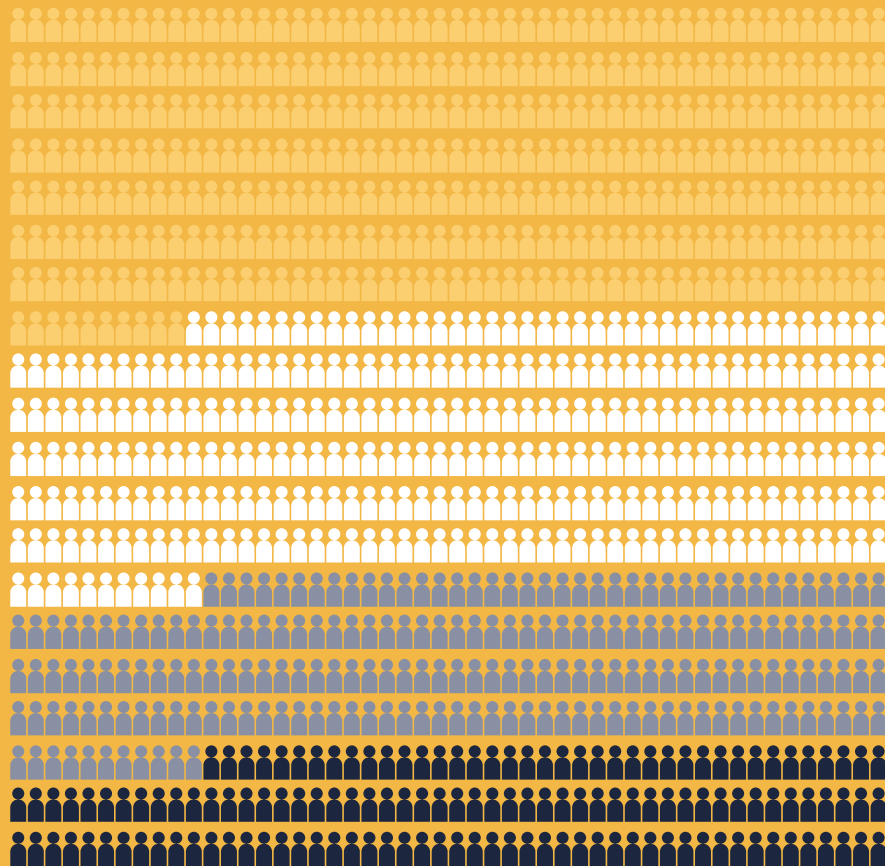
\$173B

Your bottom line is suffering from obesity

- In a company with 1,000 employees:
- 640 are overweight or obese
- 340 likely qualify for a GLP-1 prescription
- 90 likely have severe obesity: the highest risk for immediate high-cost claims

640 Overweight or obese employees
× \$6,472 Higher cost per year than a healthy-weight peer

\$4MM Incremental cost to the company





We address obesity as a complex condition

- Personalized, holistic weight health for every member
- Designed for long-term results
- Interdisciplinary care teams
- Modular solutions that fit seamlessly with your existing wellness and Rx benefits
- Free for employees
- Guaranteed ROI for employers



Better outcomes for both your employees and your bottom line

80%

Lose weight during the program

Our coaching program has worked for millions

70%

Maintain weight loss at 2 years

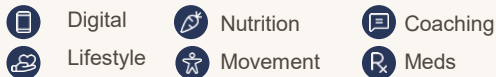
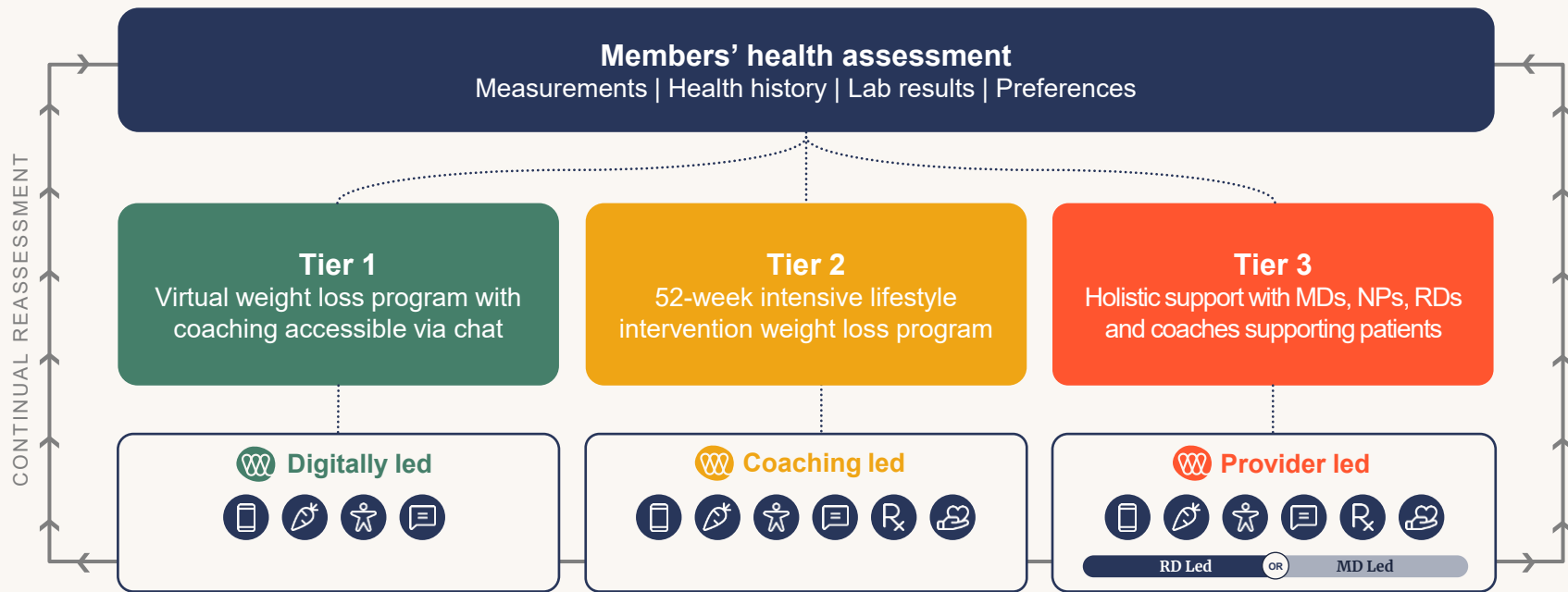
Compared to 40% with medication alone

\$1,200

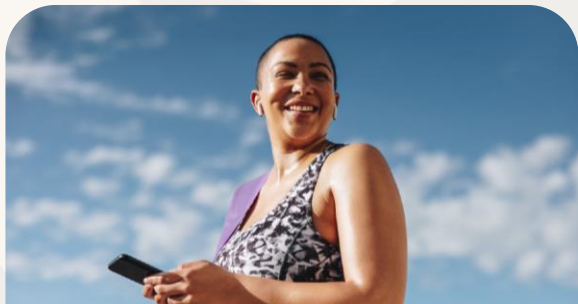
Lower annual cost per member

Year 2 savings when meds are paired with a program

Wellos supports members' individualized journeys



The personalized Wellos experience



Courtney is tier 1

Courtney's BMI of 26 is her signal to get moving! She's happily looking and feeling better with personalized virtual nutrition and exercise from Wellos.



James is tier 2

James has a high BMI and hypertension. He's improving his long-term health through a robust 52-week medication, coaching and lifestyle program.



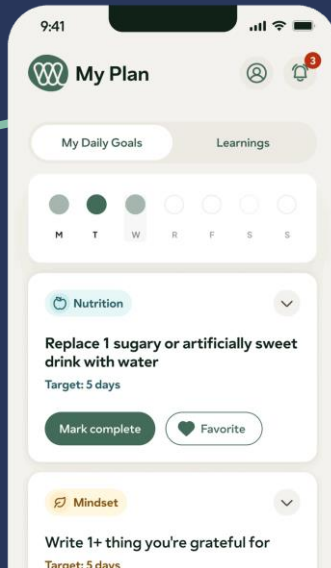
Michelle is tier 3

Michelle has heart disease and her weight is causing knee problems. She's working with her doctor and Wellos on a complete program to turn things around.

The Wellos app creates a connected experience for every member

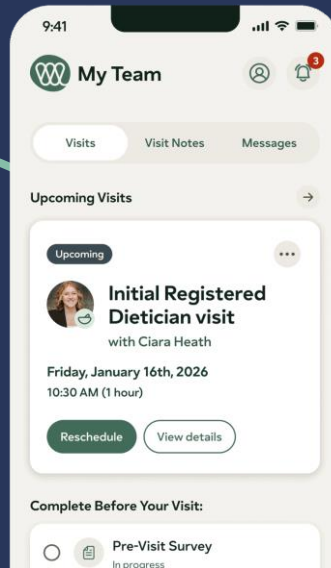
My plan

Build habits through easy steps and daily actions



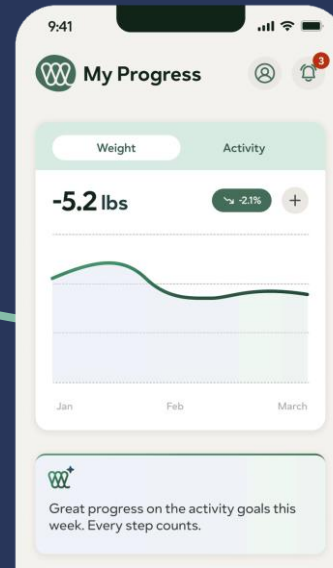
My team

Communicate with the full care team, all in one place



My progress

Track progress, reinforce habits, stay motivated



All-in or a la carte, Wellos has options that fit your needs

No matter what your organization needs, Wellos is flexible and modular enough to fit into your existing structure.

Manage your whole population

Tier 1

Tier 2

Tier 3

- Full population support from a single source (vs. point solutions)
- Personalized support for every member

Augment to reach more of your population

Tier 1

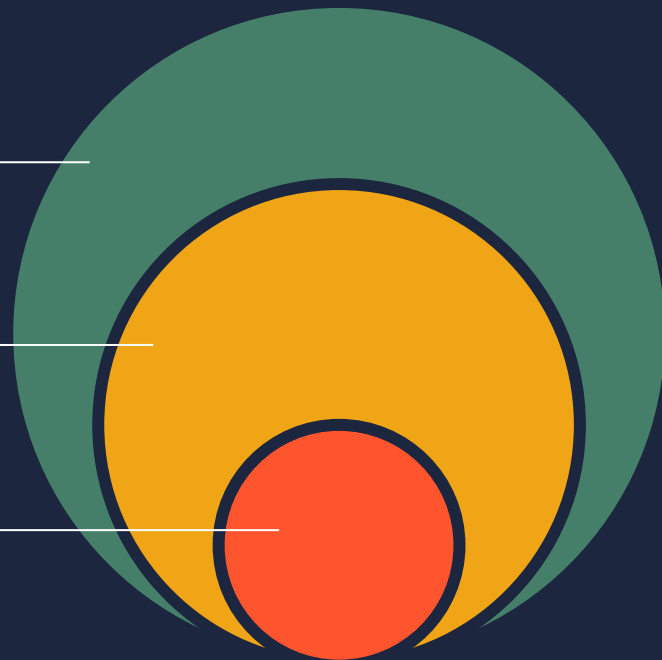
Tier 2

- Use Wellos tiers 1 and 2 to change behavior
- Avoid GLP-1s, control Rx spend

Target specific populations

Tier 3

- Use Wellos tier 3 to complement existing benefits
- Right-size GLP-1 coverage
- EHR providers integration



With 360° support, you make the most of Wellos

Implementation and ongoing service

Fully developed implementation playbook and team support

Dedicated client manager at every step of the way

Close partnership with Optum team to ensure seamless, integrated benefits delivery

Marketing

Broad and targeted tactical programs to efficiently reach and engage your population

Dynamic lifecycle marketing to help keep members engaged

Deep library of materials to empower you to build interest with your employees

Reporting

Robust reporting and analytics designed to track population engagement, progression and outcomes



Early Adopter pricing

Option 1: PEMPM

\$149*

Free Wellos companion app for everyone

- Includes tracking — activity, calories/macros, medication, mindset
- Members receive this whether they're on a GLP-1 or not

Free personalized recipes

- Tailored to support members with nutritional needs based on their lifestyle and weight loss goals

Free coach chats

- Connecting members to a behavior change coach between interventions

Option 2

First intake session

\$0

Subsequent visits

Full FFS price

*8/31/26 Contract Complete timing



The Wellos way

Treat patients holistically

- Supporting the whole person
- Interdisciplinary care
- Best-in-class coaching
- Full spectrum of weight care

Use tech to stay connected

- Personalized app experience
- EHR integration with providers
- Seamless fit with UHC/Optum

Do what works to drive lasting results

- Lifestyle and clinical
- Steady behavior change
- Appropriate medication use
- 2:1 ROI without GLP-1s
- 82 net promoter score

The first solution for lasting results



wellos

How Wellos stacks up

	B2B2C Clinical Solutions			Consumer Lifestyle Brands		
	 wellos	 virta	Calibrate.	 WEIGHT WATCHERS	 hims/hers	 wondr ^{HEALTH}
Full-spectrum weight health solution	✓			✓		
Holistic program	✓	✓		✓		
Individualized support	✓	✓		✓		✓
EHR integration	✓					
Elimination of incomplete point solutions	✓					
Integrated reporting with core UHC services	✓					
10+ years of experience	✓	✓		✓		