



**Changing lives and
businesses for good**

Agenda

- 1 Your wellbeing vision & goals
- 2 Virgin Pulse's approach & results
- 3 Live solution demo
- 4 Next steps



ACME®

Wellbeing at Acme today

- Seeking to boost participation in wellbeing programs and benefits overall
- Struggle to sustain program engagement
- Rising health care costs driven by chronic conditions (e.g., diabetes, COPD, obesity)

Success at Acme

- Ease administrative burden on HR
- Create a wellbeing committee
- Lower annual health care costs
- Lower incidence of safety accidents

The health of your workforce is at risk

6 in 10

adults in the US have
a chronic disease and
four in ten adults have
two or more



Stress



**Chronic Lung
Disease**



Stroke



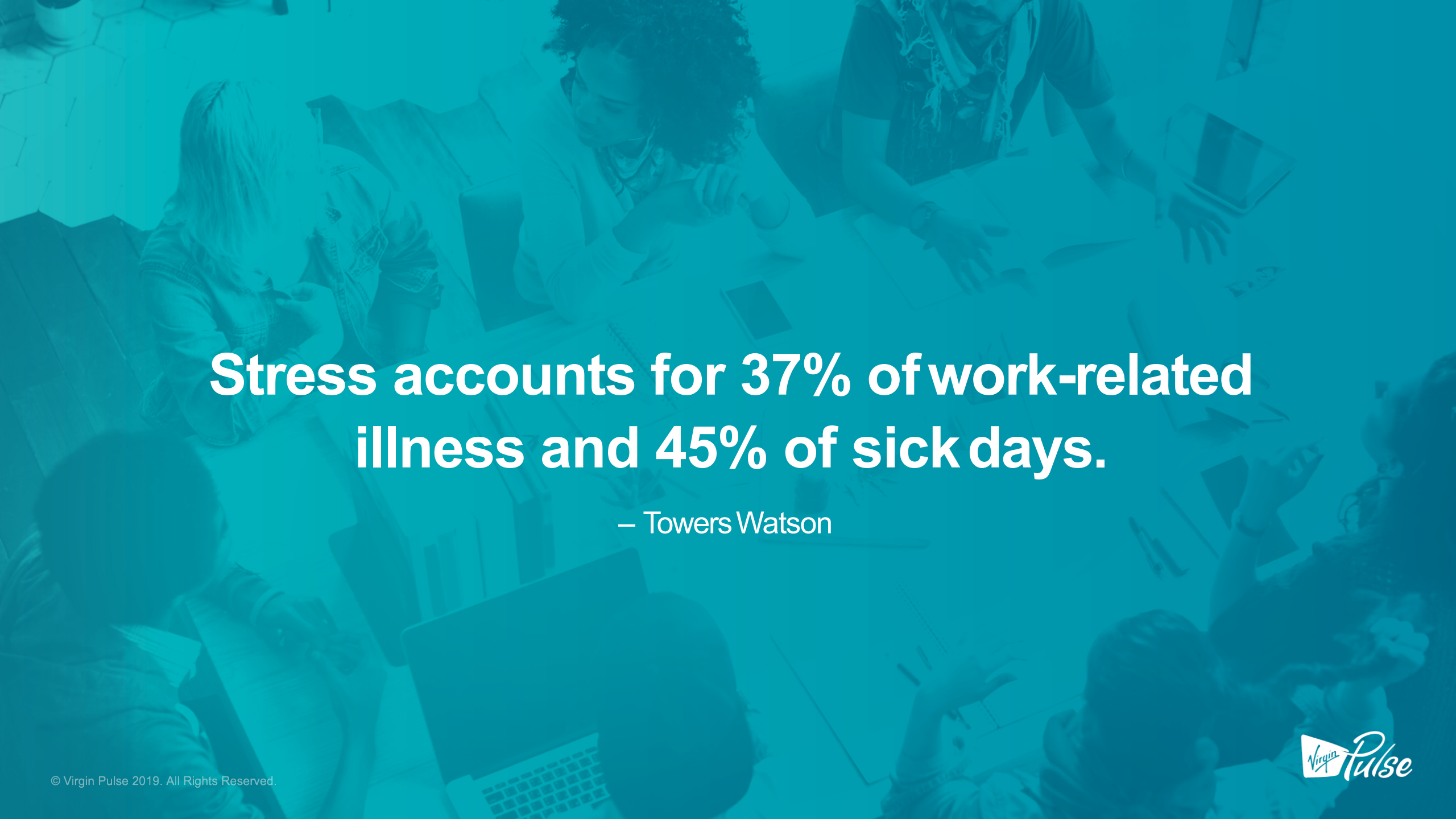
Alzheimer's Disease



Diabetes



**Chronic Kidney
Disease**



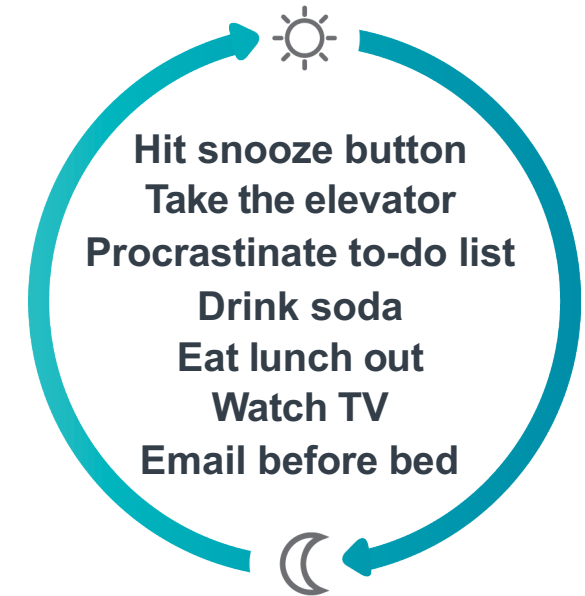
**Stress accounts for 37% of work-related
illness and 45% of sick days.**

— Towers Watson

Unhealthy lifestyles lead to unhealthy employees



Unhealthy Daily Routines

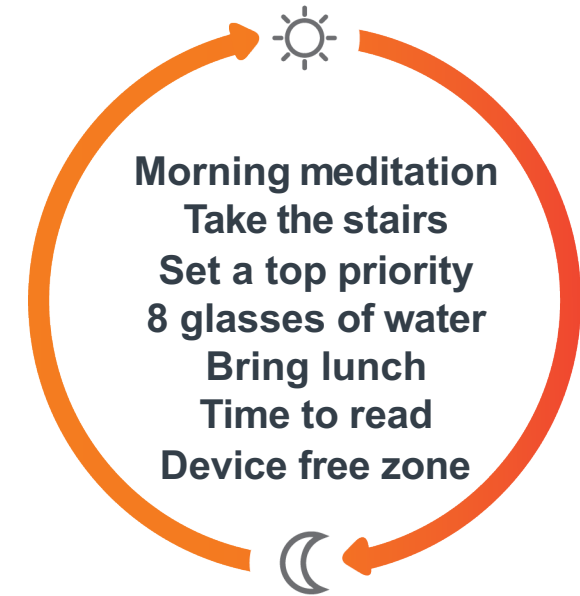


lead to 80% of chronic diseases

Healthy lifestyle as medicine

Healthy Daily Routines

The best way to positively influence health is to help people create healthy routines



Our integrated experience drives health engagement

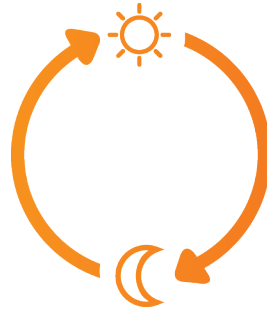


The path to healthy outcomes starts with daily usage

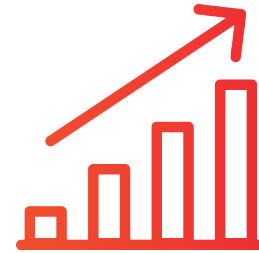
**Sustained
Daily Usage**



**Sustained Healthy
Daily Routines**



**Health & Wellbeing
Outcomes**

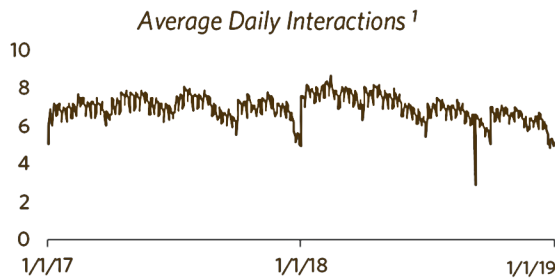


The path to healthy outcomes starts with daily usage

**Sustained
Daily Usage**

69%

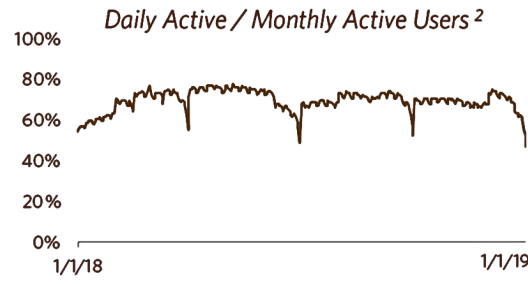
**Members
return daily**



**Sustained Healthy
Daily Routines**

7

**Interactions
per day**



**Health & Wellbeing
Outcomes**

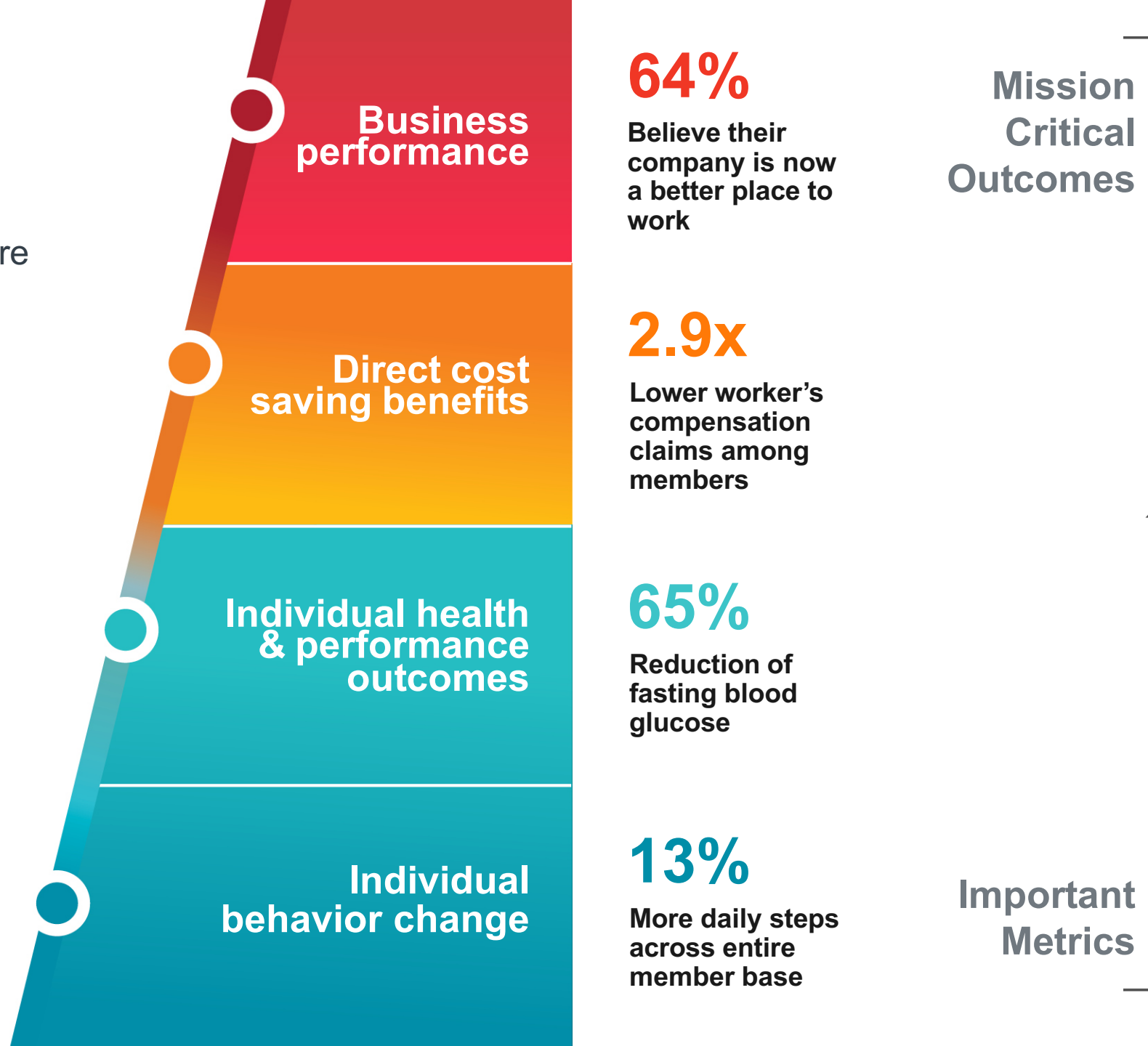
\$1,029

**In healthcare savings per
employee per year**

=

Research-backed ROI & VOI

Proving that health and wellbeing are the foundational drivers of culture, engagement and productivity.



Live Demo: let's bring this to life for you



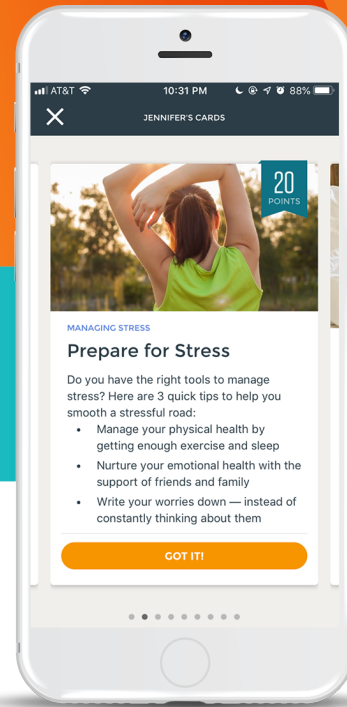
Harold, IT Director

- **Age:** 52-year-old
- **Risks:** stress, overweight, smoker
- **Condition:** prediabetic, blood glucose level 98 mg/dL
- **Motivators:** improve fitness, reduce stress

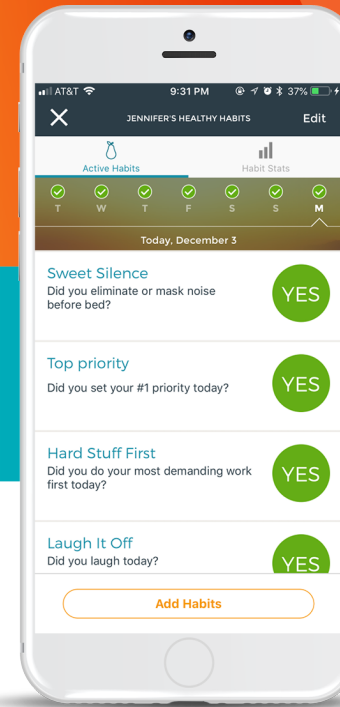


Live health coaching

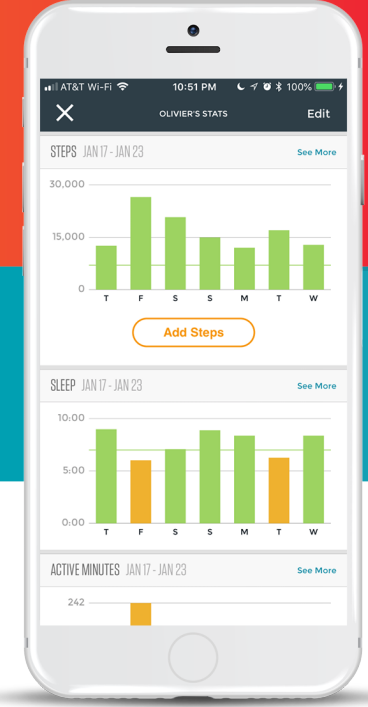
Health IQ



Daily Habits



Progress



Demo Recap: Harold's (unhealthy) daily routine

Before



Hit Snooze

Take the
Elevator

Eat Lunch
Out

Watch TV

Email
Before Bed

Wake up

Go to work

At work

Home

Sleep



Harold, IT Director

- **Age:** 52-year-old
- **Risks:** stress, overweight, smoker
- **Condition:** prediabetic, blood glucose level 120 mg/dL
- **Motivators:** improve fitness, reduce stress

Demo Recap: Harold's new, healthy daily routine

After

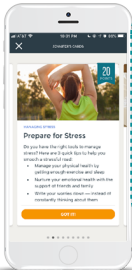


Harold, IT Director

✓ Blood glucose level drops to 98 mg/dL

Morning Meditation

Wake up



Health IQ

Daily tips help Harold learn how to reduce stress, eat healthy

Take the Stairs

Go to work



Daily Habits

Bring Lunch

At work



Progress

Over time Harold sees steady progress as he maintains a healthy lifestyle

Time to Learn

Home

Device Free Zone

Sleep



With a healthy routine established, Harold begins losing weight, lowers his blood glucose to normal and begins managing his stress



Help sustaining his routine when it's interrupted

After



Harold, *IT Director*

✓ Blood glucose level drops to 98 mg/dL

Morning Meditation

Wake up



Take the Stairs

Go to work

Bring Lunch

At work



Time to Learn

Home

Device Free Zone

Sleep



Live Coaching

Harold **tears ACL** playing tennis.

A coach **guides him to available resources** for treatment and helps him with a **plan to maintain his healthy routine** during recovery.

Why Virgin Pulse?



Client Success

- › Results-driven service commitment
- › Expertise from trusted advisors
- › Industry-leading client retention



Daily Engagement

- › Purpose-built to support daily routines
- › Unmatched daily engagement
- › Engaging, mobile-first experience



Solution Breadth & Flexibility

- › \$25M innovation investment
- › Flexible, customizable and easy to adopt solutions
- › Health, wellbeing & engagement thought leaders



Global Experience

- › 10+ years of global experience
- › Global solution, footprint & in-region operating model
- › GDPR-compliant & ISO 27001 certified



Insights & Analytics

- › Science-backed, data-driven solutions
- › Largest data science team & Science Advisory Board
- › Powerful analytics, actionable insights

Next steps

1

2

3



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