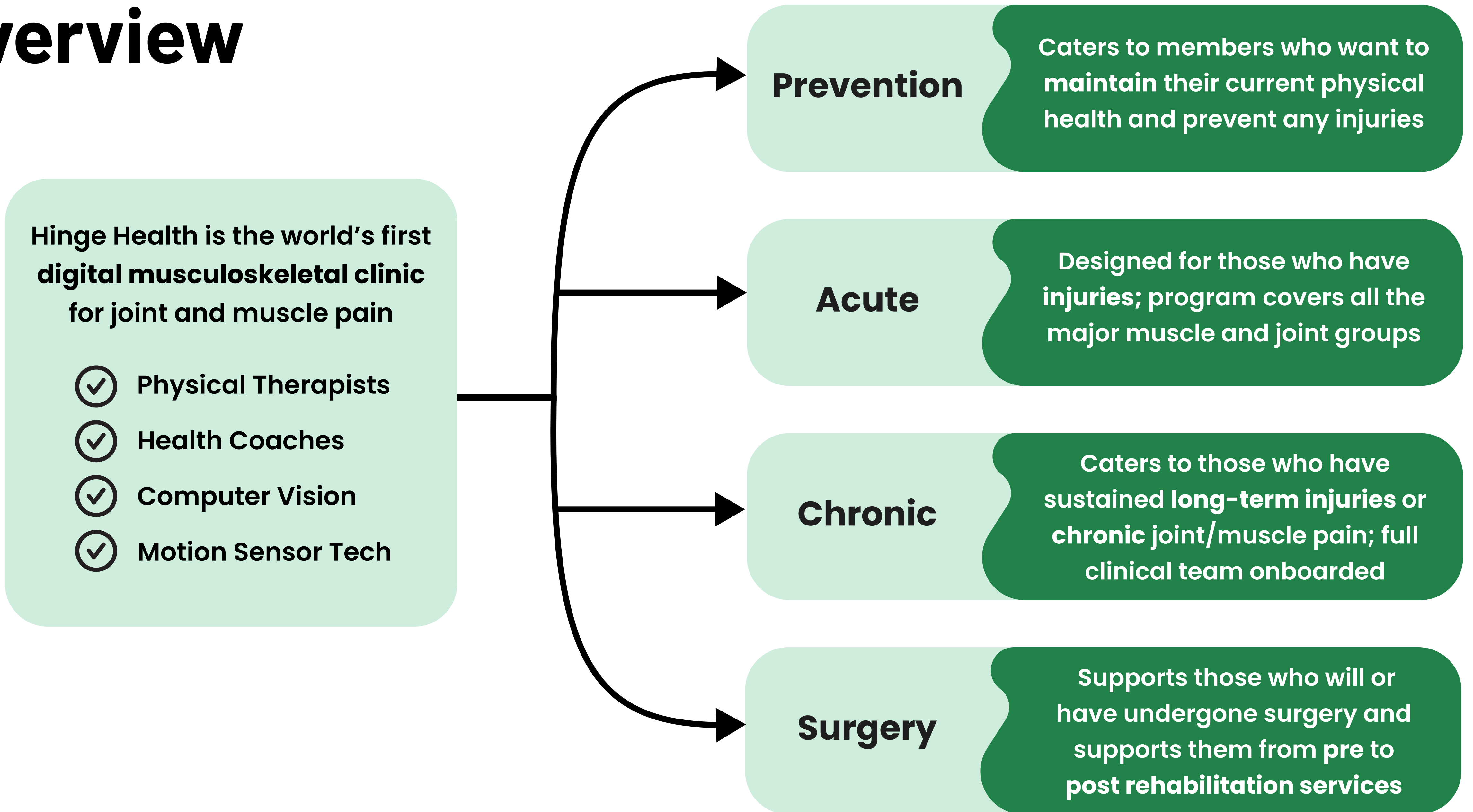




Overview



Meet The Team

- Background in **Medical Sciences**
- Worked Together for **8 Years**
- In the past, have had difficulty in **accessing** high-quality care for bone, joint, and muscle injuries



Daniel Perez
Co-Founder, CEO



Gabriel Mecklenberg
Co-Founder, Executive Chairman



Lex Annison
Chief Operating Officer



Ron Will
Chief Financial Officer

Pain Points + Solution

Access to Care

Pain Point #1: Many people have difficulty accessing traditional in-person physical therapy



Hinge Health allows patients to receive physical therapy treatment from anywhere, at any time, with the help of motion tech

Increasing Costs

Pain Point #2: MSK costs doubled from \$10B to \$20B between 2010 & 2019, with no improvement in outcomes



Hinge Health partners with employers who agree to cover the full cost of the program; 2.4x ROI for employers

Lack of In-Person Care

Pain Point #3: Many people still prefer to complement a digital experience with in-person visits



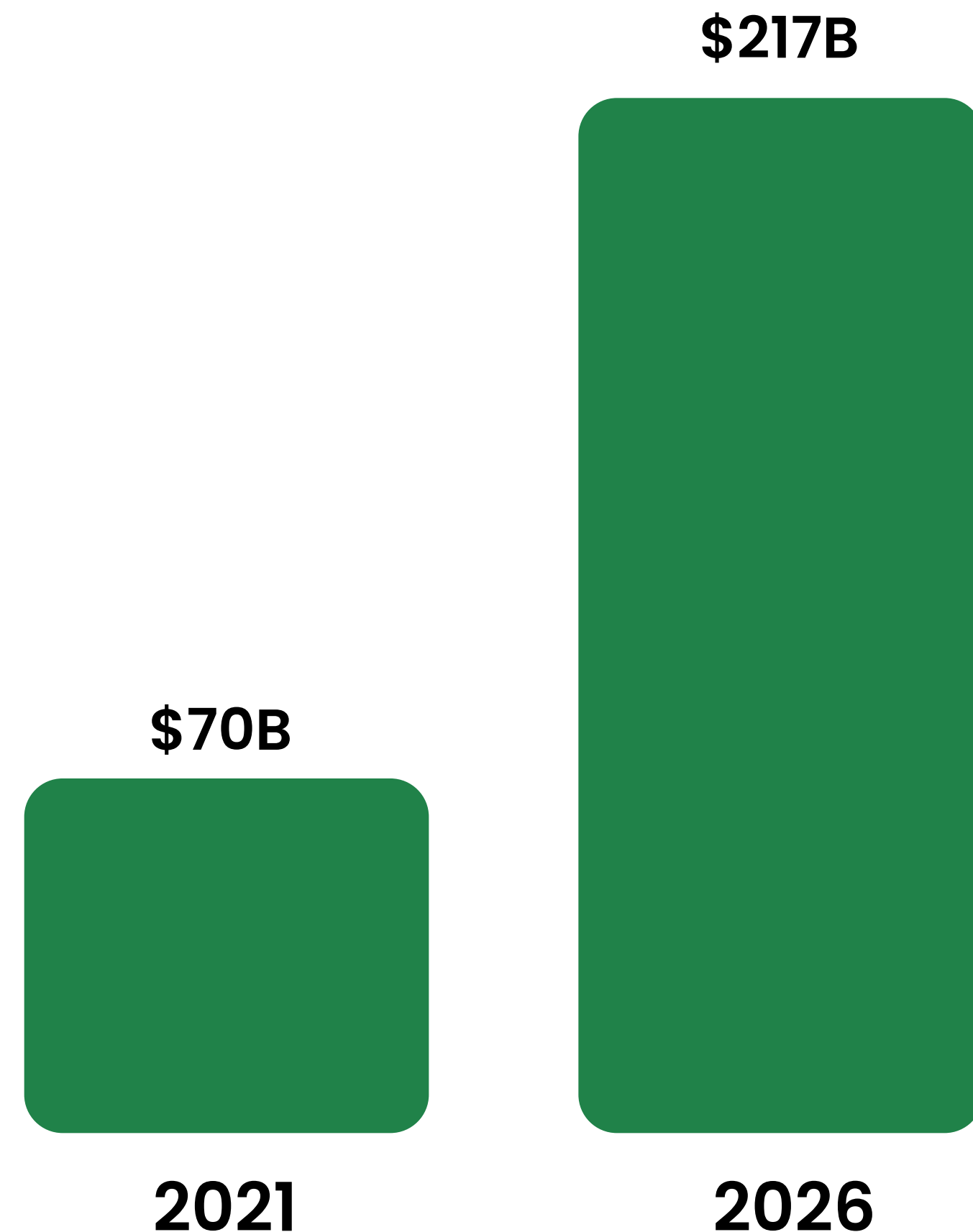
Hinge Health is launching a “house call” system where members can schedule in-person physical therapy sessions

Industry + Opportunities

Global Clinical Care Market

Global CAGR: 25.5%

Projected Worth: \$217B in 2026



Telehealth

In April 2020, Telehealth usage surged and has since stabilized at a rate **38x higher** than pre-pandemic levels

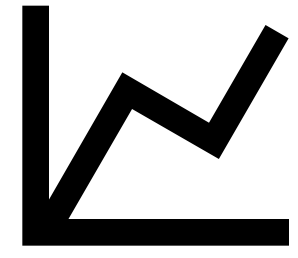
Employer-Sponsored Insurance

160 million U.S. citizens receive their health care from their **employer**, showing the potential size of the market

Rising Older Adult Population

The older adult population in the US is expected to reach **80.8 million by 2040** – up from 39.6 million in 2020

Risks



Challenges with Scalability for In-Person Options:

With the in-person component, it can be hard to scale Hinge Health due to the need for physical therapists to be of **travel distance** to patients



Limited Access to High-Speed Internet Hinders Adoption in Rural Areas:

In 2018, **71%** of rural US residents reported owning a smartphone, versus **83%** for suburban and urban residents



Insurers Developing In-House Primary Care Services:

Some health insurance company startups like Firefly Health are using its **own clinical team** to provide its own **virtual** physical therapy services

Competitors

1



2



3



What Makes Hinge Health Different?

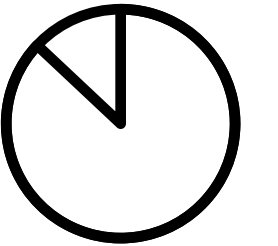
Hinge Health offers the **most complete** services and has also made notable **acquisitions** (Enso and wrnch) that have allowed it to **enhance** its robust digital ecosystem



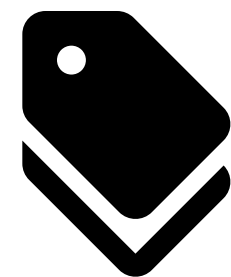
Key Metrics & Financials



Hinge Health, a Series E startup, has a current valuation **\$6.02 billion** and has raised a total of **\$854 million** in funding through 10 funding rounds



Over **25 million people** are covered under Hinge Health, and they lead with over **80% market share** for digital MSK solutions



Research Study: Analyzed 8,000 health plan members; concluded that the chronic pain program saves members **\$2,387 per year** and delivers **2.4x ROI** for employers



Hinge Health released a new peer-reviewed study that demonstrated a **73% reduction** in acute pain among its Digital MSK Clinic participants at 12 weeks

Investment Thesis

High TAM:

- **Growing demand** for digital MSK solutions due to remote work and growing older adult population; MSK conditions are the **leading cause** of disability

Scalability:

- Because anyone with internet can access Hinge Health anywhere, at anytime, their digital offerings can **reach** a **wide range** of people, regardless of location

Value Proposition

- Offers **preventative care** and has a clear and proven **ROI** for both employers and employees



Thank you!

