



Real Appeal

State of Nevada

Data through May 2024

Dashboard Report



1,292

Enrollment

Members enrolled since program inception



85%

At-Risk

Members with BMI > 30, or BMI between 25 to 29.99 and a qualifying comorbidity



692

Engagement

Members attending one or more coaching sessions



233

Currently Engaged

Members actively engaged due to logging activity within the last six weeks

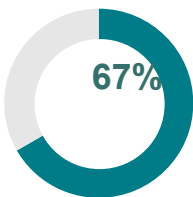


Member Satisfaction Rating

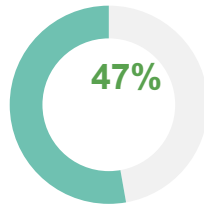
4.81

At-Risk Attendance

4+ Sessions Attended



9+ Sessions Attended



At-Risk

Diabetes, Cardiovascular or other related conditions

Attend 4+ Sessions

Real Appeal Expectations **70%**

Attend 9+ Sessions

Real Appeal Expectations **50%**

At-Risk Weight Loss

33%
5%+ Weight Loss

Attended 4+ Sessions
In Program 16+ Weeks

5.7
Average lbs. Loss
(per member)

Attended 4+ Sessions
In Program 16+ Weeks



507
Members Reporting
Weight Loss

4,558
Total Pounds Lost

5%+ Loss: Real Appeal Expectations **33%**

5%+ Loss: Represents members that have reported weight loss

Optum

Real
Appeal

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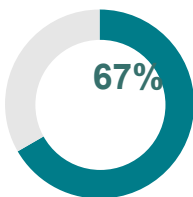
233

Currently Engaged

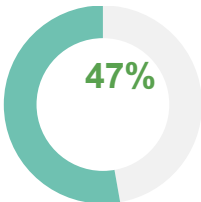
Members actively engaged due to logging activity within the last six weeks

At-Risk Attendance

4+ Sessions Attended



9+ Sessions Attended



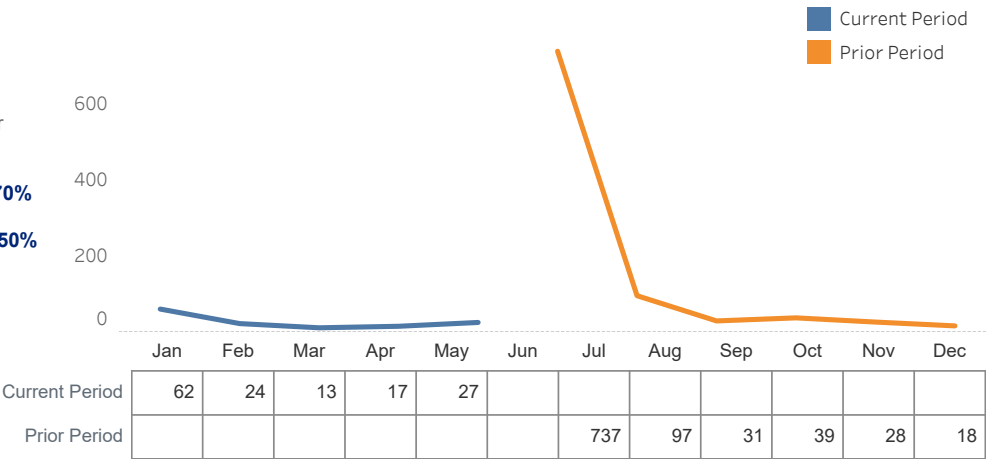
At-Risk

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Attend 4+ Sessions
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At-Risk Enrollment



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(per member)

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In Program 16+ Weeks



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Members Reporting
Weight Loss

4,558

Total Pounds Lost

Disqualification Criteria:

- Younger than 18 years old
- BMI under 23 (based on client set up)
- Anorexia or bulimia nervosa
- Severe chronic or acute illness
- Pregnancy

| | 2023 | 2024 |
|--------------|-------|------|
| Enrolled | 1,125 | 167 |
| Disqualified | 41 | 6 |

5%+ Loss: Real Appeal Expectations **33%**

5%+ Loss: Represents members that have reported weight loss

Enrollment Summary



1,292
Enrollment

Members enrolled since program inception



1,093
At-Risk

Members with BMI>30, or BMI between 25 - 29.9 and a qualifying comorbidity



0
Re-Enrolled

Members who completed the programs and enrolled for another period



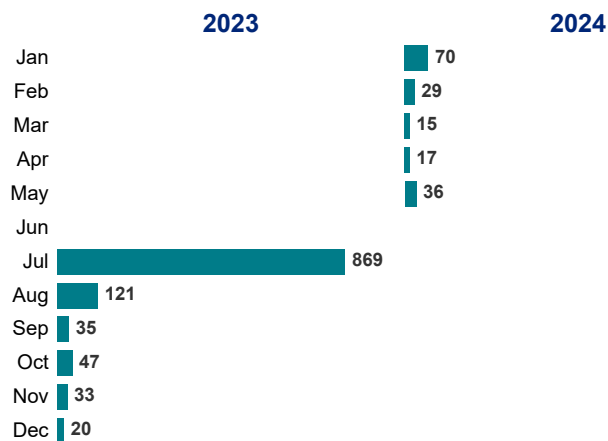
233
Currently Engaged

Members actively engaged due to logging activity within the last six weeks

Enrollments by Year

| Grand Total | 2023 | 2024 | | | | | | | | |
|-------------|-------|------|--|--|--|--|--|--|--|--|
| 1,292 | 1,125 | 167 | | | | | | | | |

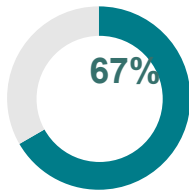
Enrollments by Month



Note: Enrollments by Month only displays the last three years.

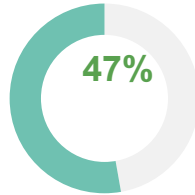
At-Risk Class Progression & Session Engagement

4+ Sessions
Attended



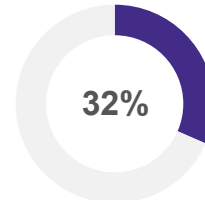
458

9+ Sessions
Attended



316

16+ Sessions
Attended



207

Real Appeal Expectations

70% Will Attend 4+ Sessions

50% Will Attend 9+ Sessions

30% Will Attend 16+ Sessions

Currently in Week / Session Engagement

| | 1+ Attended | 4+ | Attended 4+ | 9+ | Attended 9+ | 16+ | Attended 16+ | 26+ | Attended 26+ |
|---------------|-------------|-----|-------------|-----|-------------|-----|--------------|-----|--------------|
| 1 - 3 Weeks | 5 | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% |
| 4 - 8 Weeks | 18 | 9 | 50% | 0 | 0% | 0 | 0% | 0 | 0% |
| 9 - 15 Weeks | 13 | 8 | 62% | 6 | 46% | 0 | 0% | 0 | 0% |
| 16 - 25 Weeks | 56 | 37 | 66% | 24 | 43% | 15 | 27% | 0 | 0% |
| 26 - 52 Weeks | 600 | 404 | 67% | 286 | 48% | 192 | 32% | 96 | 16% |
| Grand Total | 692 | 458 | 67% | 316 | 47% | 207 | 32% | 96 | 16% |

At-Risk Outcomes



507

Members with
Weight Loss



4,558

Pounds Lost



2.7%

Average Weight Loss

Members began 16+ weeks
ago & attended 4+ sessions

3.2% Book of Business



33%

4+ Attended Sessions
with 5%+ Loss

Real Appeal Expectations
33% with 5%+ Loss

Your Results

| | All Weeks 1+ Attended | Began 16+ Weeks Ago | | |
|---------------------|--------------------------|---------------------|-------|-------|
| | | 1+ | 4+ | 9+ |
| 1+ Attended | 692 | 656 | 441 | 310 |
| 3%+ Loss | 34% | 35% | 46% | 53% |
| 5%+ Loss | 18% | 19% | 25% | 31% |
| Total Weight Loss * | 3,051 | 2,815 | 2,525 | 1,808 |
| Avg. Start lbs. | 215.6 | 214.7 | 213.9 | 213.3 |
| Avg. lbs. Loss | 4.4 | 4.3 | 5.7 | 5.8 |
| Avg. % lbs. Loss | 2.0% | 2.0% | 2.7% | 2.7% |

At-Risk 5%+ Weight Loss

2024 39%

Real Appeal Book of Business

| | All Weeks 1+ Attended | Began 16+ Weeks Ago | | |
|------------------|--------------------------|---------------------|-------|-------|
| | | 1+ | 4+ | 9+ |
| 3%+ Loss | 36% | 37% | 44% | 50% |
| 5%+ Loss | 22% | 22% | 27% | 33% |
| Avg. Start lbs. | 218.6 | 218.6 | 218.1 | 217.6 |
| Avg. lbs. Loss | 5.7 | 5.8 | 7.1 | 8.2 |
| Avg. % lbs. Loss | 2.6% | 2.6% | 3.2% | 3.8% |

2023 33%

* Note: Outcomes in above charts include members who may have weight loss, weight gain, or remain unchanged.

Enrollee Characteristics & Outcomes

BMI

| ** 23-24.9 | 25-29.9 | >=30 |
|------------|------------|------------|
| 90 7% | 370 29% | 832 64% |

Medical Need

| At-Risk | Not At-Risk |
|--------------|-------------|
| 1,093 85% | 199 15% |

Gender

| Female | Male |
|--------------|------------|
| 1,077 83% | 215 17% |

Plan Member Type

| Employee | Spouse/Other |
|--------------|--------------|
| 1,225 95% | 67 5% |

Age Range

| 18-29 | 30-39 | 40-49 | 50-64 | 65-69 | 70+ |
|----------|------------|------------|------------|----------|----------|
| 81 6% | 303 23% | 346 27% | 505 39% | 45 3% | 12 1% |

Attendance & Weight Loss

| | | % 4+ | 5%+ Loss |
|------------|--------|-------|----------|
| >=30 | Female | 65.3% | 18.2% |
| | Male | 62.8% | 16.7% |
| 25-29.9 | Female | 65.2% | 16.3% |
| | Male | 60.0% | 20.0% |
| ** 23-24.9 | Female | 40.0% | 13.3% |
| | Male | 50.0% | 0.0% |

Book of Business Attendance & Weight Loss

| | | % 4+ | 5%+ Loss |
|------------|--------|-------|----------|
| >=30 | Female | 75.3% | 22.5% |
| | Male | 71.2% | 25.2% |
| 25-29.9 | Female | 68.4% | 19.2% |
| | Male | 61.1% | 18.6% |
| ** 23-24.9 | Female | 48.2% | 15.2% |
| | Male | 40.3% | 11.4% |

**On occasion individuals with a BMI <23 will be included in this category.

Member Satisfaction



Book of Business 4.82

Average Rating
On a Scale 1-5
(with 5 being the Highest)



Total Ratings
Classroom Experience **3,058**

Registration & Enrollment

Relationship

| | Relationship | Grand Total | 2023 | 2024 |
|---------------------|--------------|--------------|-------|------|
| Registered | Employee | 1,268 | 1,099 | 169 |
| | Spouse/Other | 71 | 67 | 4 |
| Disqualified | Employee | 43 | 37 | 6 |
| | Spouse/Other | 4 | 4 | 0 |
| Enrolled | Employee | 1,225 | 1,062 | 163 |
| | Spouse/Other | 67 | 63 | 4 |
| At-Risk | Employee | 1,036 | 896 | 140 |
| | Spouse/Other | 57 | 54 | 3 |
| Not At-Risk | Employee | 189 | 166 | 23 |
| | Spouse/Other | 10 | 9 | 1 |
| Re-Enrolled | Employee | 0 | 0 | 0 |
| | Spouse/Other | 0 | 0 | 0 |

Month

| | Total | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May |
|--------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Registered | 1,339 | 901 | 126 | 37 | 48 | 33 | 21 | 72 | 30 | 15 | 18 | 38 |
| Disqualified | 47 | 32 | 5 | 2 | 1 | 0 | 1 | 2 | 1 | 0 | 1 | 2 |
| Enrolled | 1,292 | 869 | 121 | 35 | 47 | 33 | 20 | 70 | 29 | 15 | 17 | 36 |
| At-Risk | 1,093 | 737 | 97 | 31 | 39 | 28 | 18 | 62 | 24 | 13 | 17 | 27 |
| Not At-Risk | 199 | 132 | 24 | 4 | 8 | 5 | 2 | 8 | 5 | 2 | 0 | 9 |
| Re-Enrolled | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

Appendix

Measure

Definition

Completed Registration

Based on valid insurance the member is eligible for the program.
Member can be counted 1+ times in this section if they re-enroll.

| | |
|---------|---|
| At-Risk | Member medically qualified to participate in the program. |
|---------|---|

| | |
|---------------------|---|
| At-Risk Weight Loss | Members medically qualified to participate in the program and have tracked weight loss. |
|---------------------|---|

| | |
|---------------------------------|--|
| At-Risk Engagement & Attendance | Members who medically qualify to participate. % Engaged attended ≥ 1 session % Engaged attended 4+ sessions % Engaged attended 9+ sessions |
|---------------------------------|--|

| | |
|--------------|---|
| Disqualified | Medically excluded or found ineligible. |
|--------------|---|

| | |
|----------|---|
| Enrolled | Member has been identified to participate in the At-Risk or Not At-Risk program and has selected a class to participate in. |
|----------|---|

| | |
|---------|----------------------|
| Engaged | Attended 1+ sessions |
|---------|----------------------|

| | |
|--------|--|
| Active | Member in program for ≤ 52 weeks and has participated in the past 6 weeks |
|--------|--|

| | |
|----------------------|------------------------------|
| Average Pounds Start | Average weight when enrolled |
|----------------------|------------------------------|

At-Risk Measurements

| | |
|-------------------|----------------------------------|
| Total Pounds Lost | At-Risk members with weight loss |
|-------------------|----------------------------------|

| | |
|----------|-------------------------------------|
| 3%+ Loss | At-Risk members who lost $\geq 3\%$ |
|----------|-------------------------------------|

| | |
|----------|-------------------------------------|
| 5%+ Loss | At-Risk members who lost $\geq 5\%$ |
|----------|-------------------------------------|

| | |
|---------------------|---|
| Average Pounds Lost | At-Risk members average pounds lost (Total At-Risk Pounds Lost) / (At-Risk Members) |
|---------------------|---|

Outcomes

| | |
|-----|---|
| All | At-Risk participants regardless of class participation or length in program |
|-----|---|

| | |
|----|------------------------------|
| 1+ | Members attended 1+ sessions |
|----|------------------------------|

| | |
|-----------------------|--|
| 4+ Attended 16+ Weeks | At-Risk participants 4+ class participations, in program 16+ weeks |
|-----------------------|--|