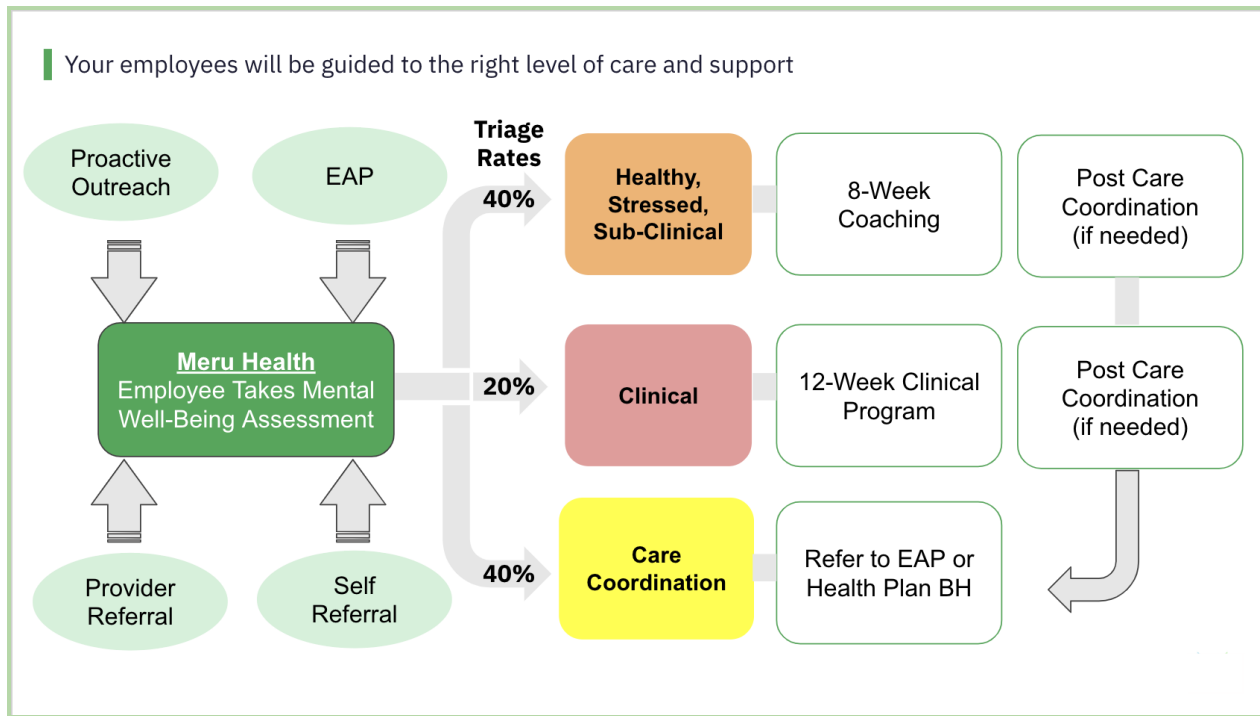


## What Does Meru Health Do?

Meru Health is an **online healthcare provider** that will **identify, prevent, treat, and care coordinate** all of your population's behavioral health needs while providing you with an **analytical snapshot** of your population's wellbeing.

**Our digital smart screener** will triage your entire population into our **BH coaching** program (for people with subclinical needs to prevent and manage stress and increase emotional intelligence) or our **therapy program** (for people with clinical needs to treat anxiety, depression, and burnout.) Both programs are accessed from a smartphone— anytime, anywhere.

For individuals that require a **higher level of care**, we provide **advanced care coordination** by **seamlessly integrating** and coordinating with existing programs to ensure they receive **appropriate/continuous care**.



## Meru Health Coaching:

Meru Health's Coaching program includes **1on1 coaching session(s)**, **interactive EI digital content**, **confidential asynchronous chat**, and **peer support** designed to reduce stress, increase resilience, promote emotional intelligence, and increase overall wellbeing.

The program design is based on Dr. Goleman’s Emotional Intelligence competency model, combining Behavioral Change Theory, Positive Psychology, Compassion Training, Neuroscience, and Mindfulness-Based Stress Reduction (MBSR).

**Coaching Eligibility:** People 18 years or older that need support with stress management, resiliency, emotional intelligence or personal development. Participants are “subclinical” adults: with minimal or mild depression/anxiety = PHQ9/GAD7 <10, no current mental health conditions (e.g. PTSD, psychosis, Bipolar, etc.) , 18+, with minimal risk of Suicide Ideation (SI), or Substance Use Disorder (SUD).

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### **Meru Health Therapy:**

Meru Health Therapy is a 12-week program with **daily chat support** from a dedicated licensed therapist, a **biofeedback device**, **anonymous peer** and **psychiatrist support**, and **evidence-based digital content** to improve sleep, nutrition, resiliency, and more.

The program is designed based on Motivational Interviewing, Cognitive Behavioral Therapy, Behavioral Activation Therapy, Acceptance and Commitment Therapy, Nutrition Psychiatry, Sleep Hygiene, and more.

### **Therapy Eligibility:**

Participants are “clinical” adults: with moderate to severe symptoms of depression (PHQ-9 score  $\geq 5$ ) and/or anxiety (GAD-7  $\geq 5$ ) and/or burnout (SIB score  $\geq 3$ ).

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### **Why is Meru Health Different?**

Meru Health has the **most advanced research on the market** with **proven cost savings & clinical outcomes** for **short-term relief & long-lasting results** —with an upcoming paper to show **outcomes two years post-program**.

Meru Health is the only program to use a **mind/body approach** to **improve sleep** and **nutrition** & show **objective feedback of a physical response to stress** using an **HRV biofeedback device**.

Meru Health makes closing the BH services gap easy with **simplified contracting**, **seamless integration**, **advanced care coordination**, **nationwide coverage** (end of Q2), **proven scalability** (treating 6x more patients than traditional therapy), and providing **immediate access to care**.

Meru Health therapists **are employees and not contractors** that receive ongoing advanced training in Meru Health specialty areas of focus (sleep, nutrition, biofeedback, mindfulness), including training related to diversity and inclusion to **ensure high quality standards**.

Meru Health provides an **analytical snapshot** of your population's wellbeing. We also frequently measure outcomes and provide real-time data on **campaign statistics, engagement, clinical results, estimated healthcare cost savings, improved work productivity** (incl. reduction of absenteeism), and more.

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### **Demonstrated and Potential Financial Impact**

Through a peer-reviewed clinical study with the University of Washington, Meru Health showed an **average savings of \$4,150 in worker productivity improvement (incl. reduction of absenteeism)** and **\$3,020 in medical claims** through healthcare utilization. Meru Health's 12-week treatment program showed a total **average savings of \$7,170 per participant** during the first year.

By **effectively treating** these mental health conditions, we also address the **costly co-occurring & comorbidity disorders** associated with them, including **substance abuse & chronic health conditions** –improving your **population's quality of life & save you money** on medical costs beyond basic BH cost.

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### **Research:**

Meru Health has the **most advanced research in the market** with strong program completion rates compared to competitors. Our patients show **significant improvement** in key clinical outcomes than traditional types of care with antidepressants and/or psychotherapy.

To ensure we do research “right”, **we account for attrition and missing data** in the program when we report our outcomes data to ensure you get the real results without unnecessary inflation of the program's success rates.

We've also published **five peer-reviewed papers and have an additional eight papers under review and several others in various development phases**. We will continue to advance our research pipeline by collaborating with experts worldwide with plans to test our program against other current treatments using randomized controlled trials.

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### **Demonstrated Clinical Impact:**

Meru Health Treatment Completion Rate at **80% compared to**

- F2F Psychotherapy for depression which is roughly at 30-60% completion rate ([ref](#)).
- Antidepressants which are roughly at 50-66% completion rates (with several side-effects) ([ref](#), [ref](#))
- Purely app-based interventions like Pacifica which had only 35% completion rate in their real-world trial ([ref](#))

**8/10 patients complete** the treatment program

**8/10** show **significant symptom reduction**

Nearly **50% achieve full remission** for depression/ anxiety symptoms after 3 months

**63% risk reduction in suicide ideation & 30% in suicide attempts**

**Avg engagement of 4.8 days per week & 20 hours of total eng.** over the 12-week program

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#### **Pricing:**

**\$3.50 PEPM** includes mental well-being assessment, care coordination, reporting and unlimited coaching.

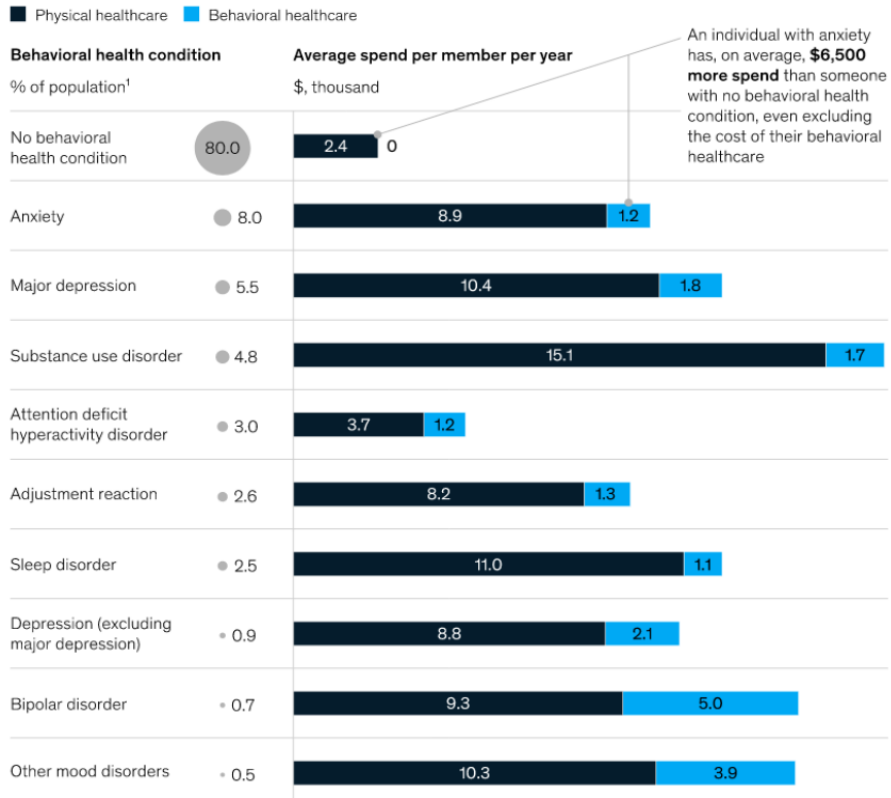
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**\$1,250** per participant for the clinical treatment program. This could potentially be tied into medical claims via your health plan or TPA.

Clients can choose the total solution, coaching only or treatment only.

#### **Impact on Cost from McKinsey Study:**

**Physical healthcare costs tend to increase when individuals have behavioral healthcare needs.**



Source: <https://www.mckinsey.com/industries/healthcare-systems-and-services/our-insights/understanding-the-hidden-costs-of-covid-19s-potential-impact-on-us-healthcare#>