



Empowering People with
Chronic Conditions to Live
Better and Healthier Lives

Q2'2020

Supplemental Slides

August 6, 2020



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Our Immediately Addressable Markets

147MM People in the U.S. have a chronic condition

People with Diabetes ¹

$$31.4\text{MM} \times \frac{\$900}{\text{PPPY}} = \$28.2\text{B}$$

People with Hypertension ²

$$39.6\text{MM} \times \frac{\$468}{\text{PPPY}} = \$18.5\text{B}$$

\$46.7B Total Opportunity

1. Diabetes population includes 13.7MM people covered by their employer, 12.7MM people covered by Medicare and 5.0MM people covered by Medicaid

2. Hypertension population does not include people with both hypertension and diabetes, which is approximately 74% of people with diabetes or 23.2MM people in the U.S. Hypertension population includes 27.4MM U.S. adults covered by their employer plus 12.2MM U.S. adults covered by Medicare/Medicaid

Subscription Based Business Model

IN THREE STEPS



We sign Client and begin identifying people with chronic condition



Begin enrolling Members onto the application solution

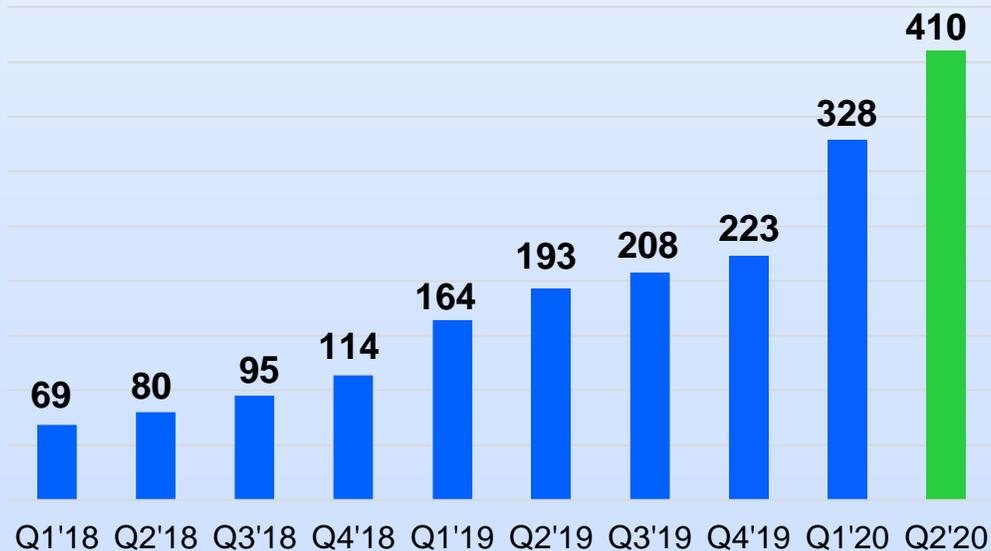


Enrollment ramps 6-9 months following launch; Charge Clients on a PMPM¹ basis

1. Per Member Per Month

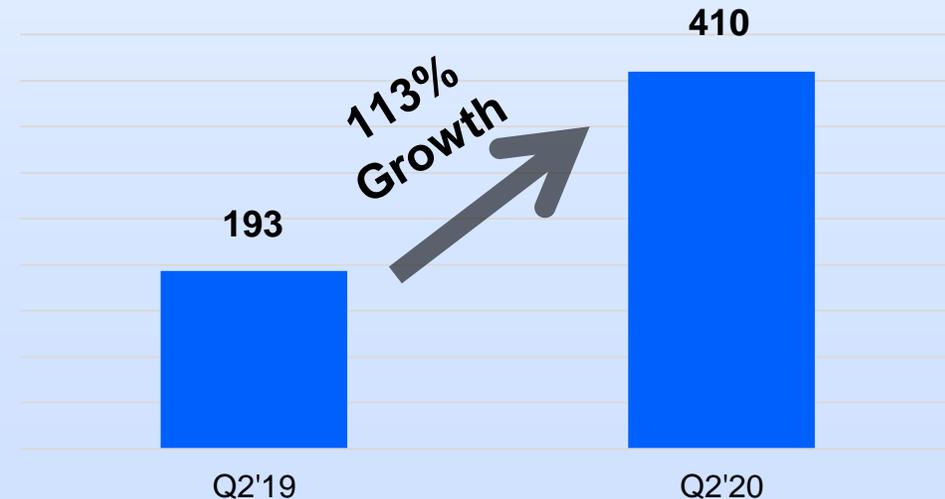
Strong Member Growth

Members (in thousands)



Members (in thousands)

Q2 Year Over Year (Diabetes)



2020 Second Quarter Member Commentary

- We finished the second quarter 2020 with 113% growth in Livongo for Diabetes Members. While we add Members all year long, Member additions tend to skew to the first half of the year as prior period signings begin to launch.

Driving Strong Revenue Growth

Q2 Year Over Year Revenue (\$M)



 **125%**
Year Over Year
Growth Rate

Robust Client Signings

Q2 2020 Growth in Estimated Value of Agreements¹ (\$M)



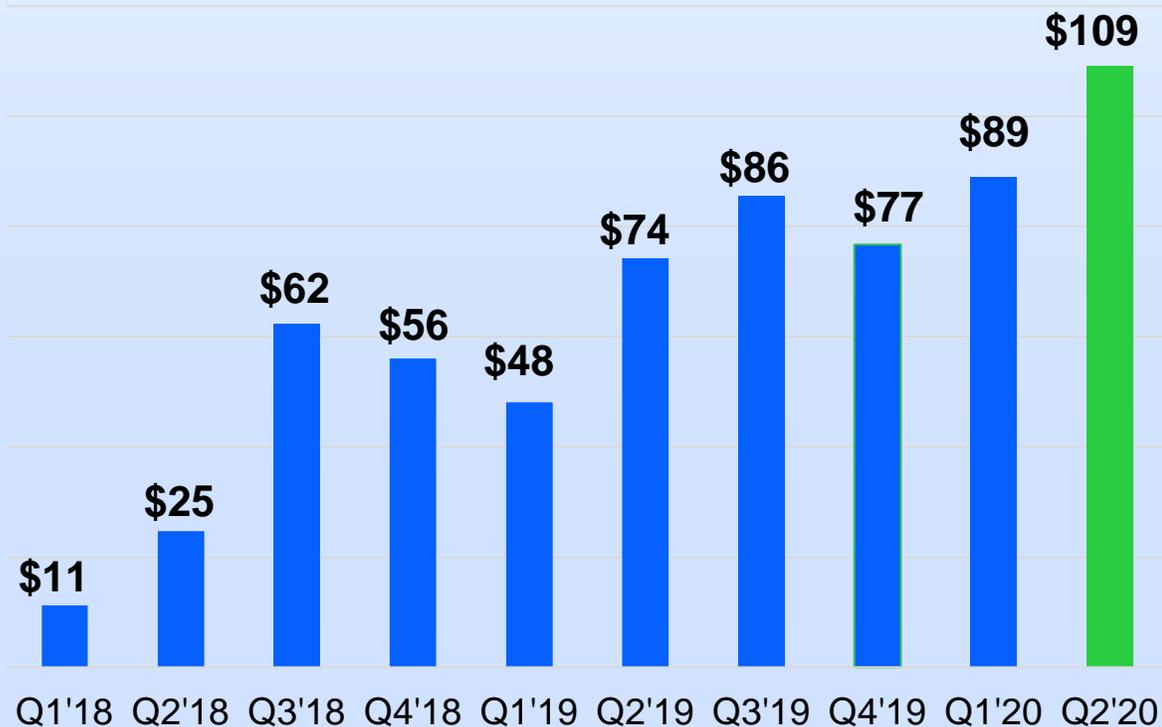
↑ 46%

Strong demand for Livongo for Diabetes as well as other Livongo solutions

1. Estimated Value of Agreements was previously referred to as Total Contract Value. We define Estimated Value of Agreement as contractually committed orders to be invoiced under agreements initially entered into during the relevant period. Estimated Value of Agreement includes agreements entered into with new clients or expansion opportunities entered into with existing clients during a given period. Livongo adjusts these assumptions regularly based on new data and a high degree of judgment is required for such assumptions.

Estimated Value of Agreements (EVA)

Estimated Value of Agreements (\$M), by Quarter



The Estimated Value of Agreements (EVA) is:

- New Client signings in the quarter
- Expansion of existing Clients in the quarter