



Strategic Growth For **dispatch** health[®] -HK28-



Expanding with Confidence: Why Humana & WellMed Are Ideal Partners

Nationwide growth potential & large patient base (Humana)



Strong Medicare & Medicaid reimbursement rates (WellMed)



Mission alignment with **dispatch**health patient care goals



Financial viability through competitive margins & low admin fees





Target Market Fit

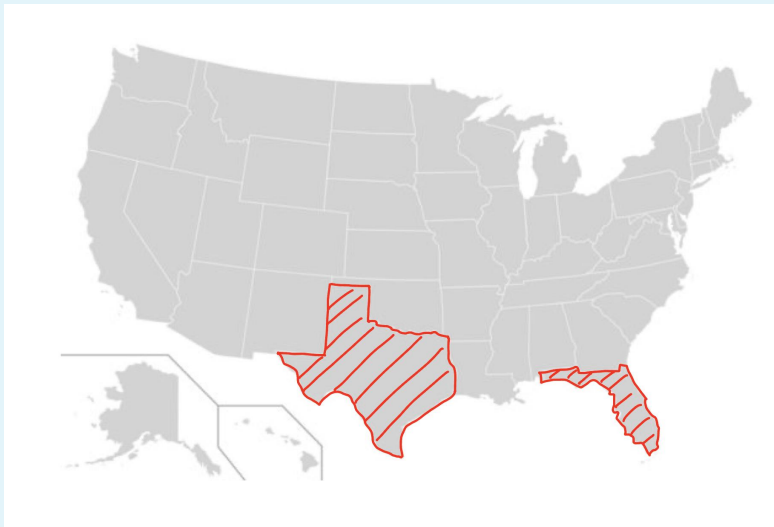
Humana and Wellmed

Humana: Expanding Quality Healthcare for Medicare & Medicaid Patients

Humana:

Patient base	17M Medicare & Medicaid members
Coverage	50 states

WellMed: Expanding Quality Healthcare in Texas and Florida

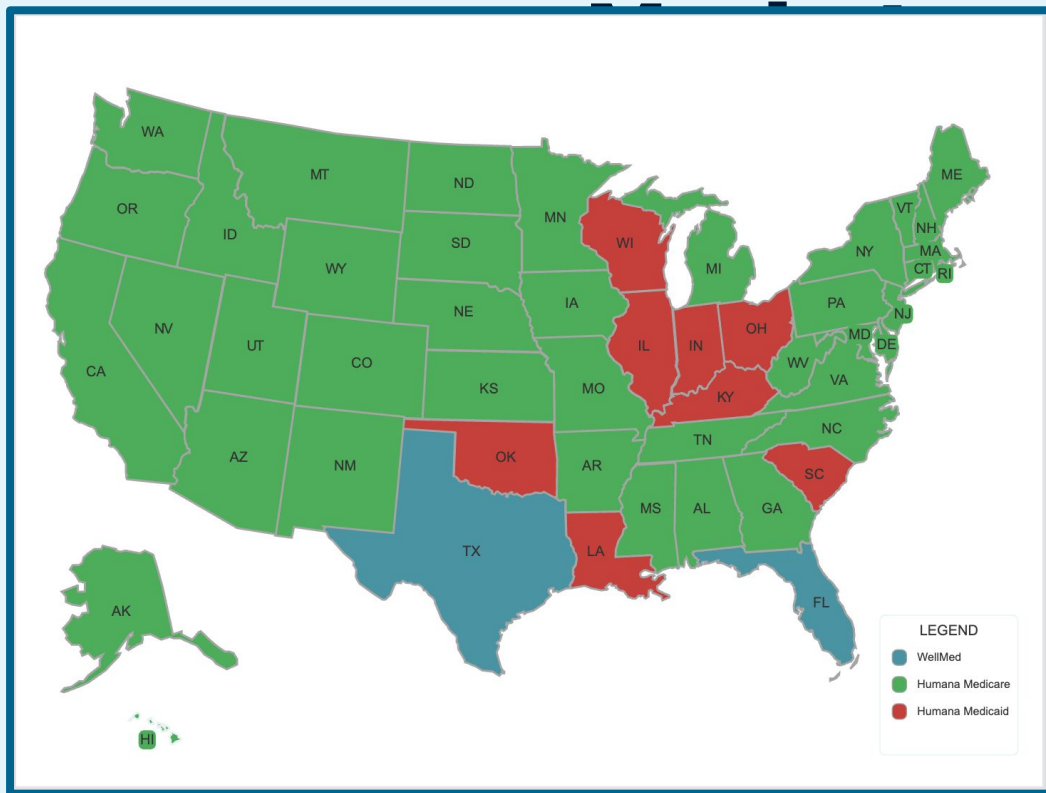


Patient base	2M Medicare and Medicaid Members
Coverage	16,000 provider locations in Texas and Florida



Mapping the Future: Growth Potential with WellMed & Humana

Expanding Access to Key



Nationwide Coverage for Humana and WellMed

- 25.3M Medicare patients
- 9.1M Medicaid patients
- All 50 states covered
- 16,000 WellMed provider locations in Texas and Florida



Growth Benefits of Humana and WellMed



Scalability

- 50-State Coverage
- Large Medicare & Medicaid Market
- Lower Expansion Costs

Provider Network

- Built-in Trust & Credibility
- 16,000+ Provider Locations
- Optimized Care Delivery

Competitive Advantage

- Immediate Market Penetration
 - Enhanced Service Accessibility
 - Barrier to Entry for Competition
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Financial Attractiveness

Goals of Financial Metrics

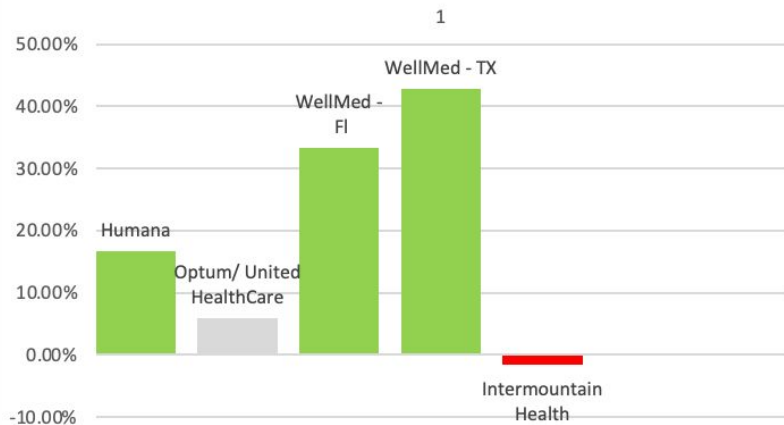
Profitability

Strategic Decision Making

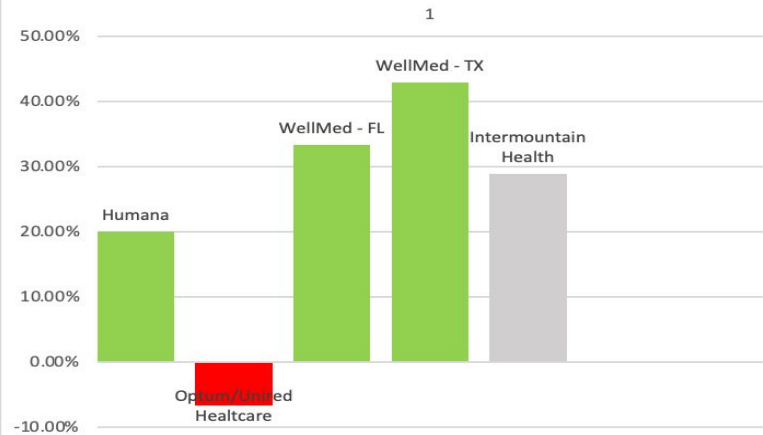
Financial Sustainability

Cost Efficiency

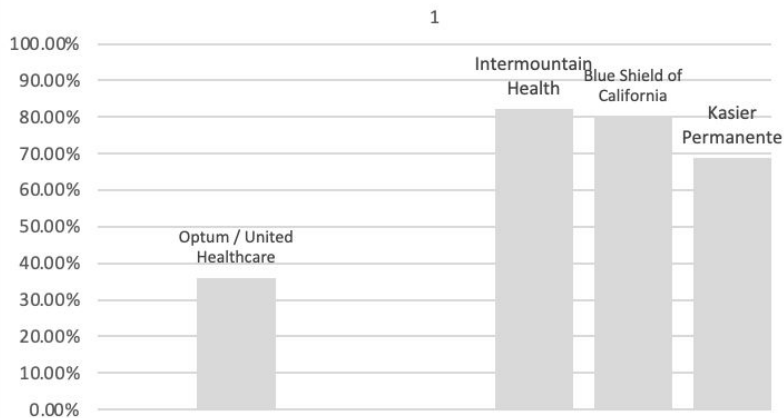
Medicaid CM% By Channel Partner



Medicare CM% By Channel Partner



Private CM% By Channel Partner



Contribution Margin Overview



Humana &
WellMed

Humana and WellMed Performance

Humana:

- **Medicaid Contribution Margin:** 16.67% (\$160)
- **Medicare Contribution Margin:** 20% (\$200)
- **Strength:** Large patient base ensures long-term sustainability

WellMed:

- **Medicaid & Medicare Contribution Margin (FL):** 33.33% (\$400)
- **Medicaid & Medicare Contribution Margin (TX):** 42.86% (\$600)
- **Strength:** High profitability with no administrative fees

Partner Alignment Analysis



Strategic & Financial Alignment with DispatchHealth

Growth & Profitability Fit

WellMed	Prioritizes reducing hospital readmissions and managing chronic diseases
Humana	Equity shareholder

Commitment to DispatchHealth Goals

WellMed	Alignment with DispatchHealth's model of proactive senior care
Humana	Focuses on accessibility, data privacy, and CSR

Strategic & Financial Alignment with DispatchHealth

Healthcare Access & Social Responsibility

WellMed	Focus on proactive, integrated care, particularly for seniors with chronic conditions
Humana	Healthcare accessibility but primarily operates with a financial and shareholder-driven focus

Key Finding: WellMed offers stronger operational alignment while Humana provides financial backing

WellMed & Humana Alignment Comparison

Criteria	WellMed	Humana
Financial Growth & Profitability	★★	★★★
Healthcare Access & Social Mission	★★★	★★
Operational Fit	★★★	★★

★★★ = Strong Alignment
★★ = Moderate Alignment
★ = Weak Alignment

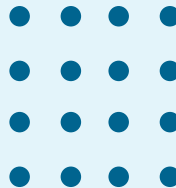
Considering the Pros & Cons of Alternative Channel Partners



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Intermountain
Health



United & Intermountain: Comprehensive Coverage for all Payers



Strengths



- Largest patient base (49M)
- Equity shareholder
- Medicare, Medicaid, and private insurance coverage

Strengths



- Highest private insurance reimbursement (82.2% CM)
- Medicare, Medicaid, and private insurance coverage

High Costs, Low Returns: Why These Partners Don't Work



Drawbacks



- High administrative fees
- Unprofitable Medicare (-6.7% CM)



Intermountain
Health

Drawbacks



- Unprofitable Medicaid coverage (-1.6% CM)
- Small patient base (3M)

Blue Shield & Kaiser: Mission Aligned with DispatchHealth



Strengths



- Non profit, social mission
- Equity shareholder, vested business interest



Strengths

- Non profit, social mission
- Large network (12.6M) across eight states

Coverage Gaps: No Medicare or Medicaid Plans



Drawbacks



- Coverage restricted to California
- Only offers private insurance



KAISER PERMANENTE®

Drawbacks



- Existing client base fits poorly
- Only offers private insurance



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Key Medicare & Medicaid Limitations Make These Partners Unsuitable





Intermountain
Health



Our Final Recommendation

WellMed	
	
	<ul style="list-style-type: none">-Strong distribution partner-High contribution margins-Expansion potential-High immediate profitability
	<ul style="list-style-type: none">-Aligns with Dispatch's goal of reducing hospital readmissions and providing high- quality at-home medical services.

Humana	
	
	<ul style="list-style-type: none">-Large Patient Base-Nationwide Coverage-Financial stability-Long-Term Growth
	<ul style="list-style-type: none">-Aligns with Dispatch's focus on healthcare accessibility, data privacy, and environmental impact.



Thank you!

