axle
HEALTH

Infrastructure layer for in-home healthcare

Virtual care is only 2% of US healthcare spend

Expected to grow to a $500B market by 2026

But growth is limited b/c virtual providers lack physical access to patients

How can I order a COVID-19 lab test online?

1 Tell us about your health

Answer some simple questions and pay online.

2 Get your lab work done

Visit a Quest Diagnostics lab near you.

3 Check your ▨▨▨▨ account for results

Our medical team will send you a detailed message explaining your test results.

4 We've got your back!

Message us with any follow-up questions. Our team is here for you.

HOME | FIND CARE & COSTS | CLAIMS & ACCOUNTS | COVERAGE & BENEFITS | PHARMACIES & PRESCRIPTIONS | HEALTH RESOURCES

Welcome to Virtual Visits

If you believe you might have been exposed to COVID-19 or have symptoms such as fever, cough or difficult breathing, call your health care provider right away. Only health care providers can order a COVID-19 test.

Virtual Visits cannot be used to test or treat COVID-19, but a Virtual Visit doctor can answer your questions about the virus, evaluate your risk and provide guidance on possible next steps. Virtual Visits can provide non-COVID-19 urgent care treatment of other illnesses like the seasonal flu, allergies, pink eye and more.

Estimated Out-of-Pocket Cost

$49*

*If your visit is related to a COVID-19 diagnosis, your Virtual Visit provider may reimburse you according to your plan benefits.

GET STARTED

...ood for...

Allergies

Bladder / Urinary tract infection

Not good for...

🚫 Anything requiring hands on exam

🚫 Anything requiring a test

It's too hard for a patient-facing company to offer in-home services
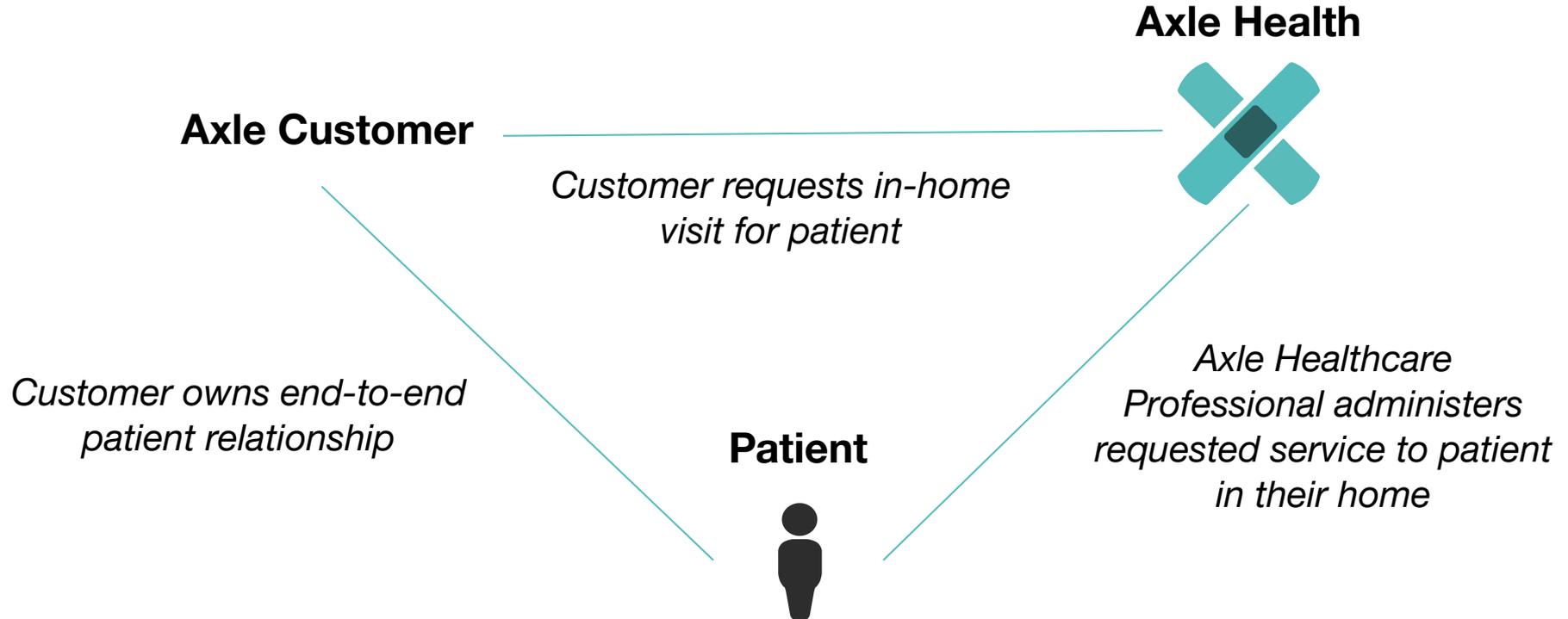
"In-home phlebotomy isn't scalable"
- *Quest Diagnostics Sales Representative*

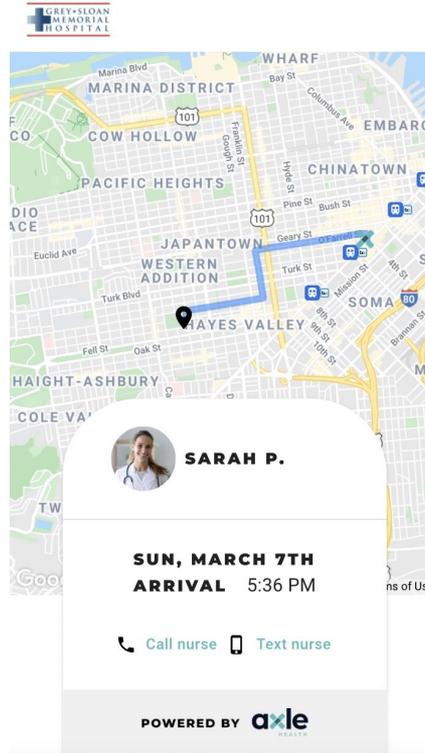"We offered in-home services, but only law firms and PE firms were willing to pay for their employees to get it"
- *CEO of $1B+ telehealth company that you've heard of*

We're the infrastructure layer for in-home healthcare that makes it economically viable

We send health professionals in-home to administer physical services for telehealth companies, clinical trials, and payors

Axle Health

Axle Customer

Customer requests in-home visit for patient

Customer owns end-to-end patient relationship

Patient

Axle Healthcare Professional administers requested service to patient in their home

We provide a first class experience for patients

Patients receive appointment reminders and real-time updates

We provide a first class experience for customers

Partners can view their patients' visits and track health professionals' progress

How do we make in-home care economically viable?

Like UberEats, we aggregate demand across all our customers and use advanced routing & scheduling optimization

Our software and national coverage network set us apart
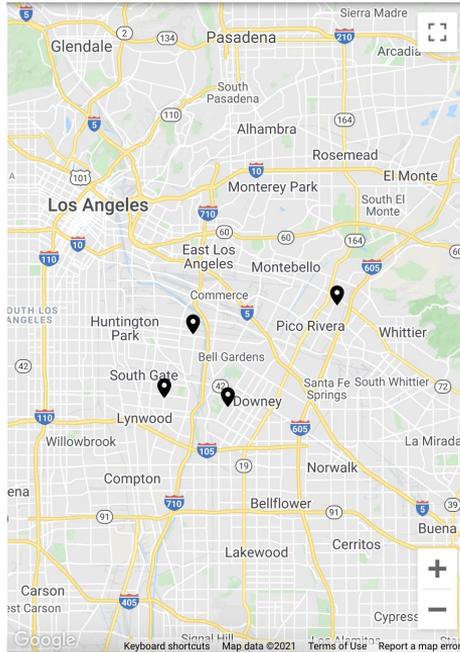
Visit clustering algorithm tightly packs visits. These visits, each 10 minutes apart, were all automatically assigned to the same health professional.
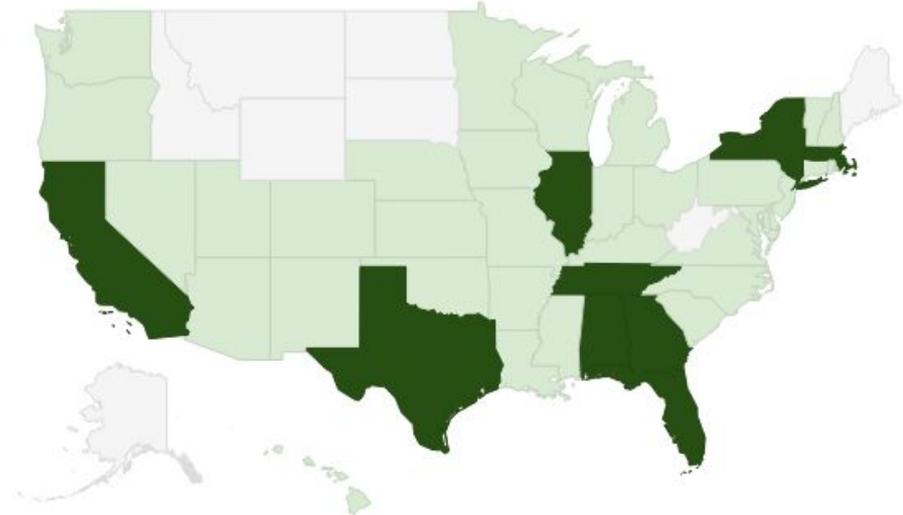
Dark green represents states in which we've completed visits. Light green represents additional coverage we have in our network.

We've attracted leading brands across market verticals

| D2C	Life Sciences	Payors + Health Systems
Multi-billion dollar tech-enabled primary care provider	*Leading decentralized trial facilitator*	*Medicare Advantage Plan in California*
Leading fertility benefits provider	*Multi-billion dollar precision medicine company*	*Managed care organization in Southeast*
		Top 25 health system

Customers want our services in more metro areas post-pilot

Metro Areas Served
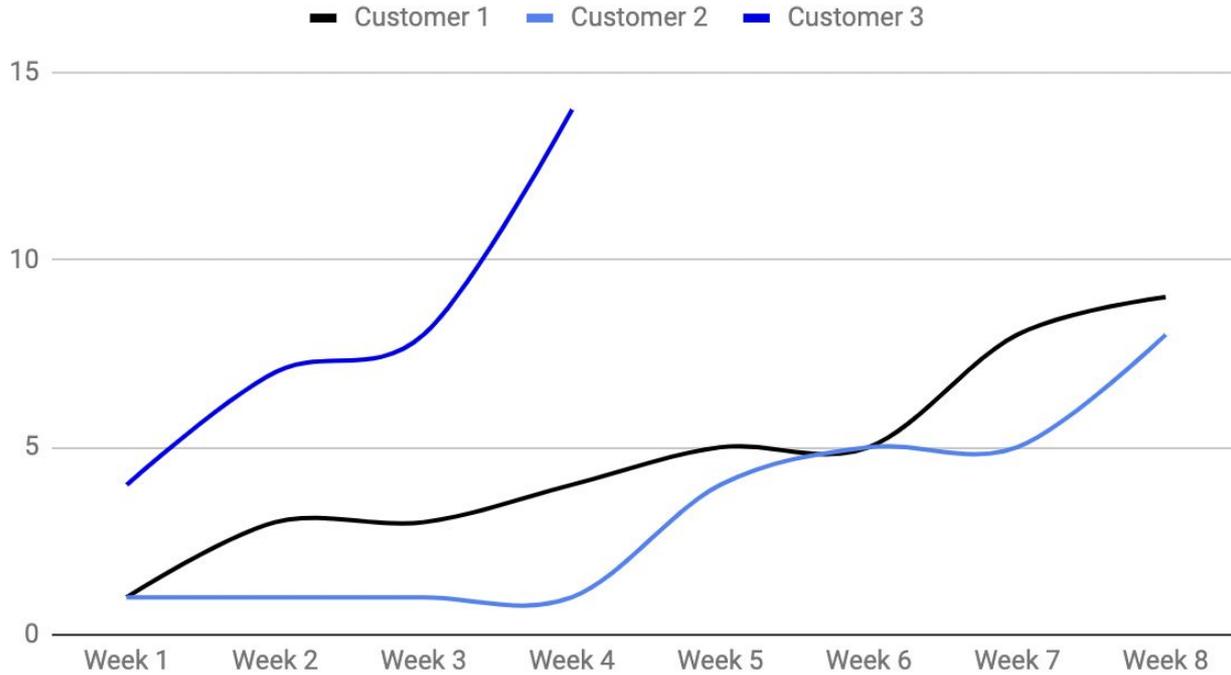
We have a $50B+ revenue opportunity across verticals

$47B

$8B
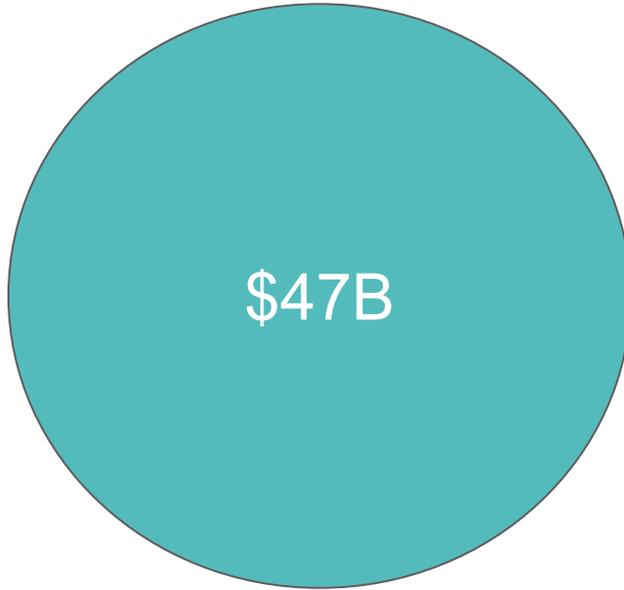
Payors + telehealth under a fully
hybrid care model
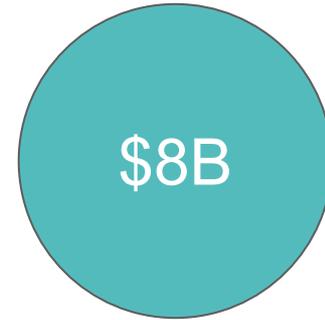
Clinical trials

We are the only independent, vertical-agnostic in-home provider

	axle HEALTH	workpath	Getlabs
National network of health professionals	✓	✓	
Independent company	✓		✓
Serves multiple verticals	✓	✓	✓
Both phlebotomy & nursing services	✓		

Team brings direct experience to the business

Connor Hailey
CEO

Zocdoc   EnterMedicare

Adam Stansell
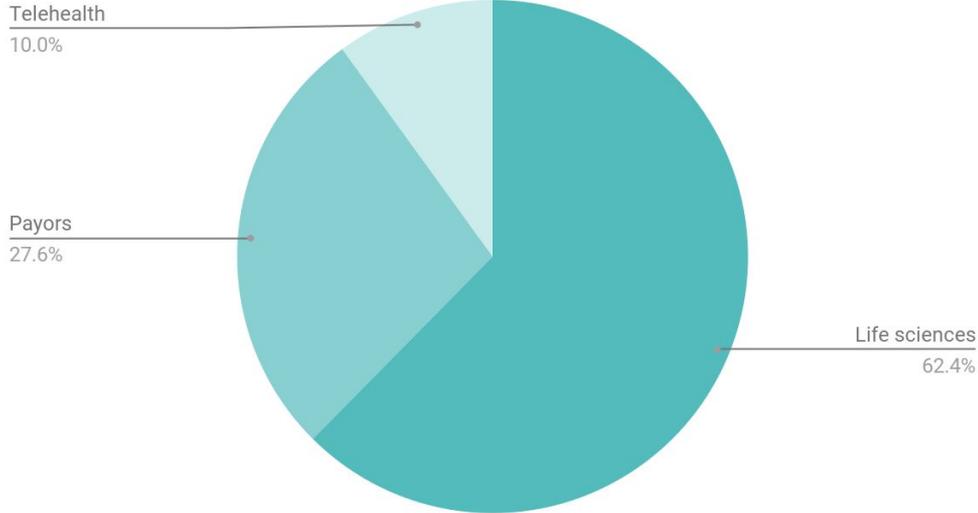**COO**

Uber   KEEP TRUCKIN

Appendix

We've served patients across 16 urban areas covering 100M people

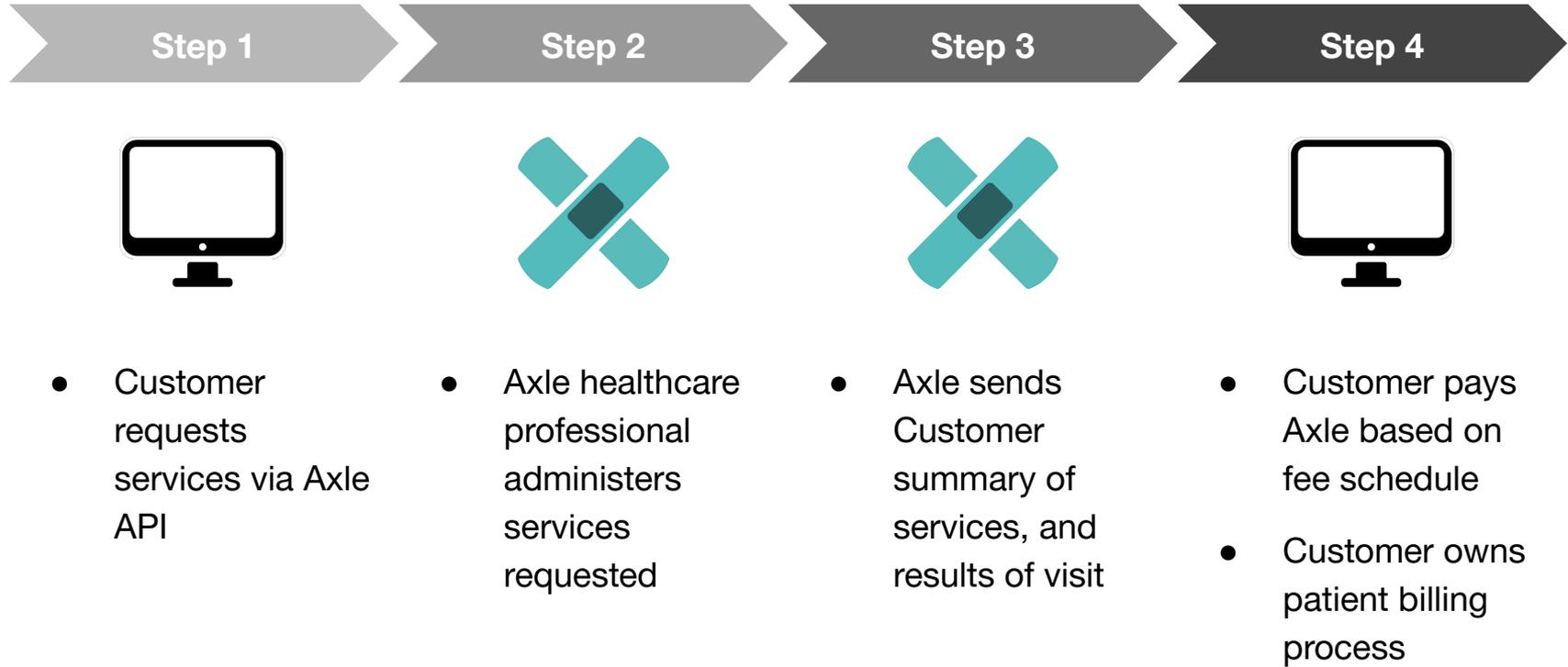# Traction across market verticals validates our approach

Revenue Mix by Vertical

Telehealth
10.0%

Payors
27.6%

Life sciences
62.4%

8+

Types of service types administered

5/5

Avg. star rating of an Axle visit

Full API integration allows Customer to own E2E patient experience

Step 1	Step 2	Step 3	Step 4

- Customer requests services via Axle API

- Axle healthcare professional administers services requested

- Axle sends Customer summary of services, and results of visit

- Customer pays Axle based on fee schedule
- Customer owns patient billing process

Customers can also integrate with no code

Customer directs patient to Axle

- No integration work required
- Customer embeds link to Axle on website or app

Axle owns patient experience

- Patient books appointment through Axle booking flow
- Axle bills patient directly (self-pay only)

In-home visits represent a $50B+ revenue opportunity

860M   x $55   = $47B

Number of physician office visits in the US each year[1]

Current remuneration across payors and telehealth

Revenue from primary care services

2M   x   7   x $600   = $8B

Interventional study participants[2]

Median number of visits per participant[3]

Estimated future remuneration

Revenue from clinical trials

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Workpath

In-home healthcare services platform

Owned by Ro - ancillary service for them, competitive concerns for other companies

GetLabs

Mobile phlebotomy service

Only offers phlebotomy; limited geography, concentrated client risk, patients generally pay out-of-pocket

MedArrive

In-home EMS providers

Focused on EMTs / paramedics, selling to health plans

Dispatch Health

In-home urgent care visits

Focused on pre-empting ER visits, staff multiple-person field teams

Ready Responders

In-home urgent care visits

Focused on pre-empting ER visits, acute / reactive care, staff EMTs / paramedics

Heal

In-home doctor visits

Staff physicians, D2C, emphasis on patient-provider relationship

Administration of healthcare services today is overpowered

Phlebotomist	LPN	RN	MD
Surgery	Surgery	Surgery	**Surgery**
Physical exam	Physical exam	**Physical exam**	Physical exam
Botox	Botox	**Botox**	Botox
Treatment injections	**Treatment injections**	Treatment injections	Treatment injections
Vaccine administration	**Vaccine administration**	Vaccine administration	Vaccine administration
Blood draw	Blood draw	Blood draw	Blood draw

We gain efficiency by dispatching HCP with exact qualifications required for each service