

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.

The screenshot shows a webpage titled "Welcome to Virtual Visits" with a navigation bar at the top containing links for HOME, FIND CARE & COSTS, CLAIMS & ACCOUNTS, COVERAGE & BENEFITS, PHARMACIES & PRESCRIPTIONS, and HEALTH RESOURCES. The main content area includes a back arrow, the title "Welcome to Virtual Visits", and an illustration of a doctor on a laptop screen. The text explains that virtual visits are for non-COVID-19 issues and that COVID-19 tests must be done at a physical lab. It lists an estimated out-of-pocket cost of \$49* and includes a "GET STARTED" button. Below the main content, there are two columns: "Good for..." listing Allergies and Bladder / Urinary tract infection, and "Not good for..." listing "Anything requiring hands on exam" and "Anything requiring a test".

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](#)

Good 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”

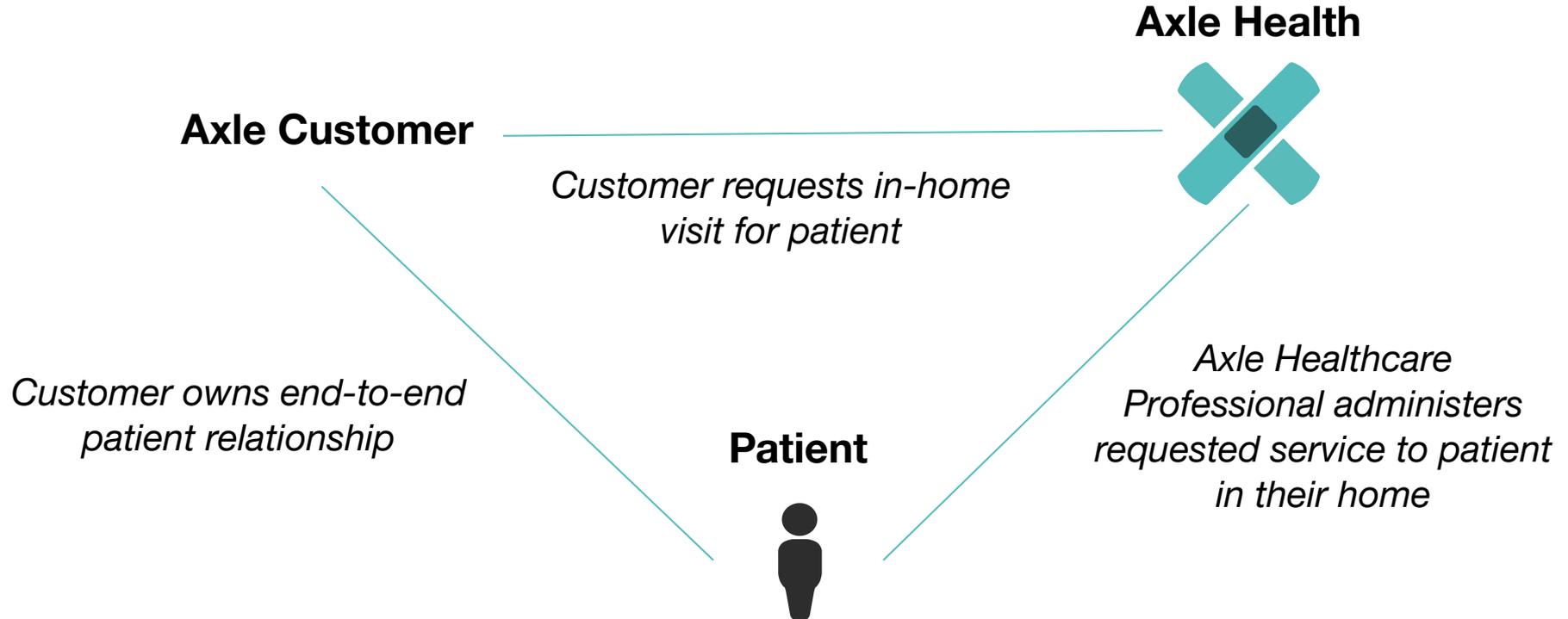
- *Quest Diagnostics*
Sales Representative

“We offered in-home services, but only law firms and PE firms were willing to pay for their employees to get it”

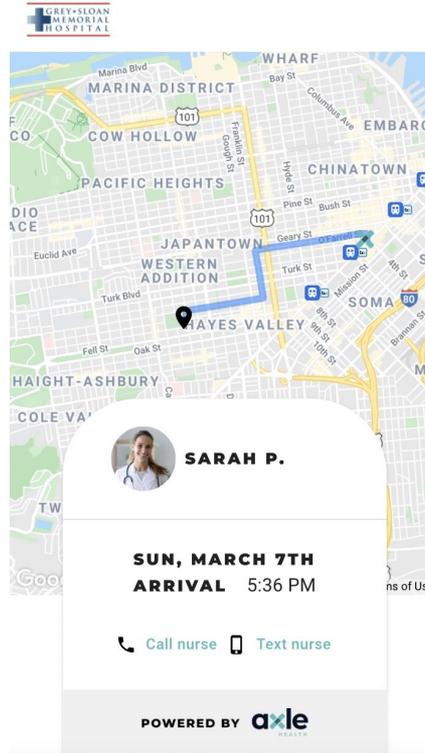
- *CEO of \$1B+ telehealth company that you've heard of*

**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



We provide a first class experience for patients



Patients receive appointment reminders and real-time updates

We provide a first class experience for customers

The screenshot displays a software interface for managing patient visits. On the left is a sidebar with navigation icons. The main content area is titled "Visits" and shows a date range of "03/07/2021 → 03/07/2021" with a "MORE FILTERS" button. Below this, the date "Mar 7" is displayed. A table lists two visits:

VISIT TIME	PATIENT INFO	SERVICES	STATUS	ASSIGNEE
March 7th, 12:30 pm PST	L. Arko 930 Grove St. San Francisco, CA, 94117	1 Covid PCR Test	En route	Dorothea Dix
March 7th, 7:45 am PST	F. Nightingale 5905 Wilshire Blvd Los Angeles, CA, 90036	1 Blood Draw	Not started	Mary Breck

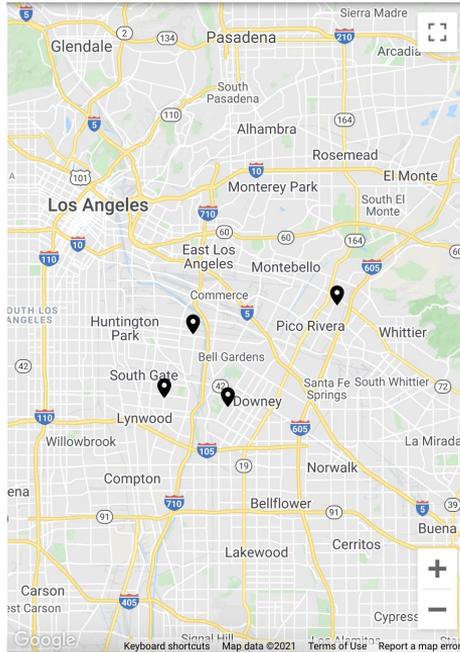
At the bottom of the table, it shows "Rows per page: 100" and "1-2 of 2". To the right of the table is a map of San Francisco with a green location pin. The map includes labels for "Sausalito", "Golden Gate", "FISHERMAN'S WHARF", "EMBARCADERO", "San Francisco", "RICHMOND DISTRICT", "HAIGHT-ASHBURY", "MISSION DISTRICT", "INNER SUNSET", "OUTER SUNSET", "SUNSET DISTRICT", "Sloat Blvd", "BERNAL HEIGHTS", "EXCELSIOR", "VISITACION VALLEY", "OUTER MISSION", "BAYVIEW", and "TREASURE ISLAND".

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

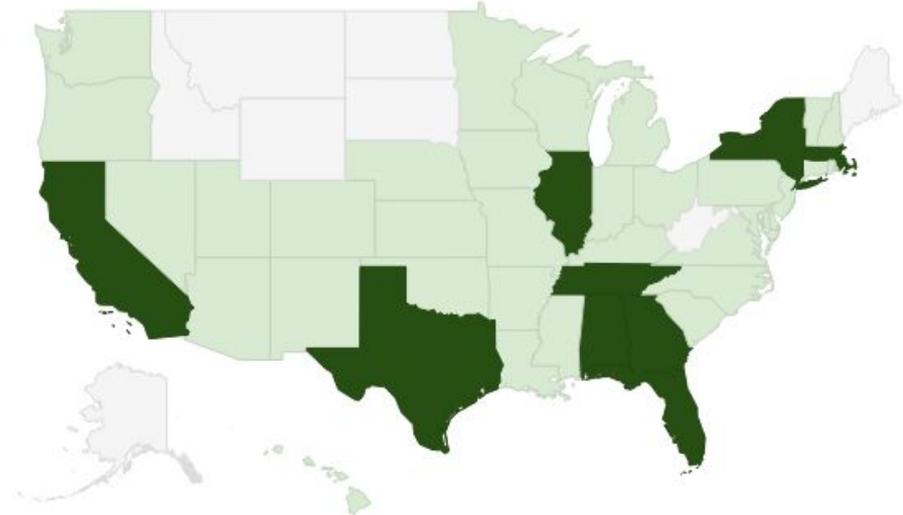
How do we make in-home care economically viable?

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

*Multi-billion dollar
tech-enabled primary care
provider*

*Leading fertility benefits
provider*

Life Sciences

*Leading decentralized trial
facilitator*

*Multi-billion dollar
precision medicine
company*

Payors + Health Systems

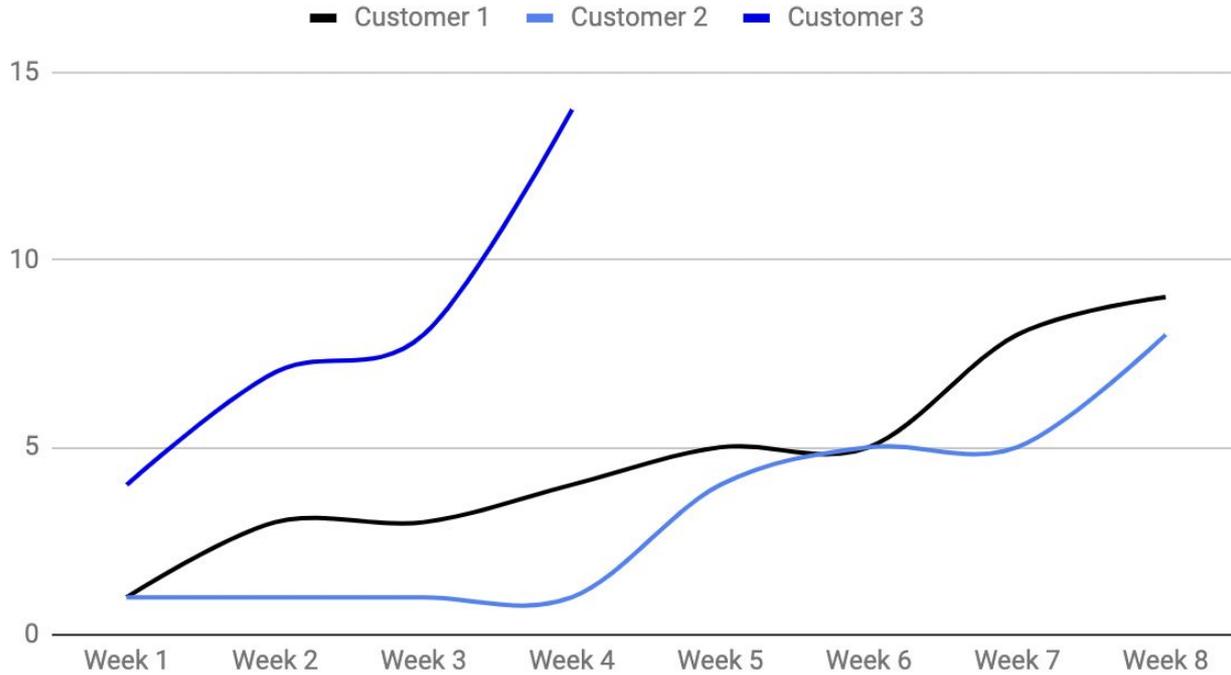
*Medicare Advantage Plan in
California*

*Managed care organization in
Southeast*

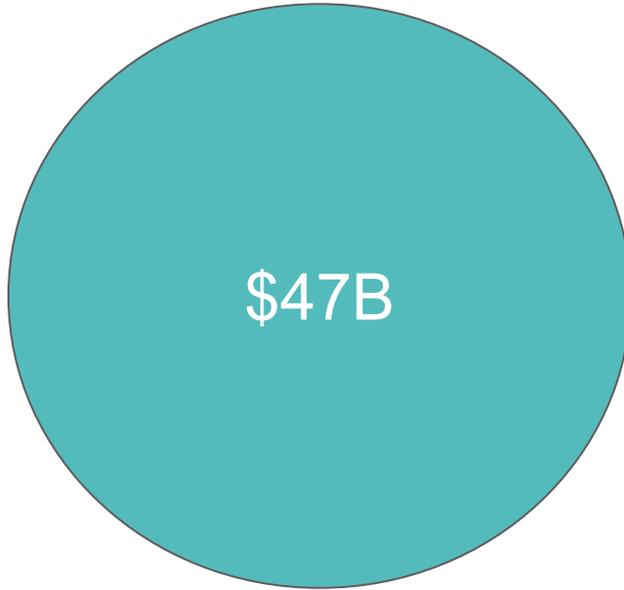
Top 25 health system

Customers want our services in more metro areas post-pilot

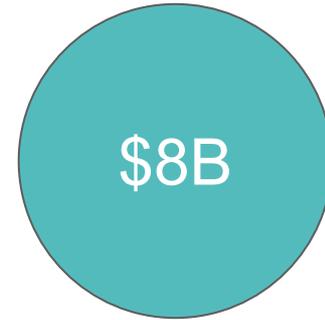
Metro Areas Served



We have a \$50B+ revenue opportunity across verticals



Payors + telehealth under a fully
hybrid care model



Clinical trials

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

			
National network of health professionals			
Independent company			
Serves multiple verticals			
Both phlebotomy & nursing services			

Team brings direct experience to the business



Connor Hailey
CEO



Adam Stansell
COO



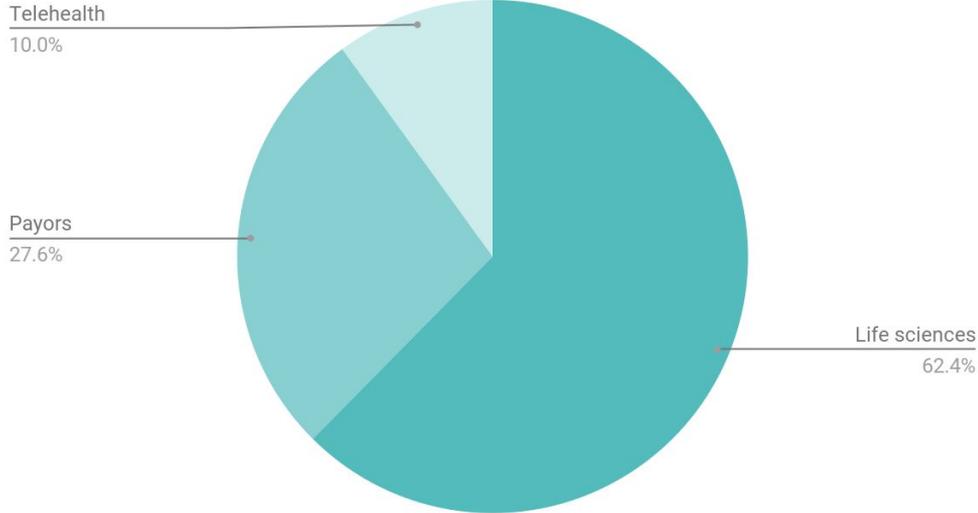
Appendix

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



Traction across market verticals validates our approach

Revenue Mix by Vertical



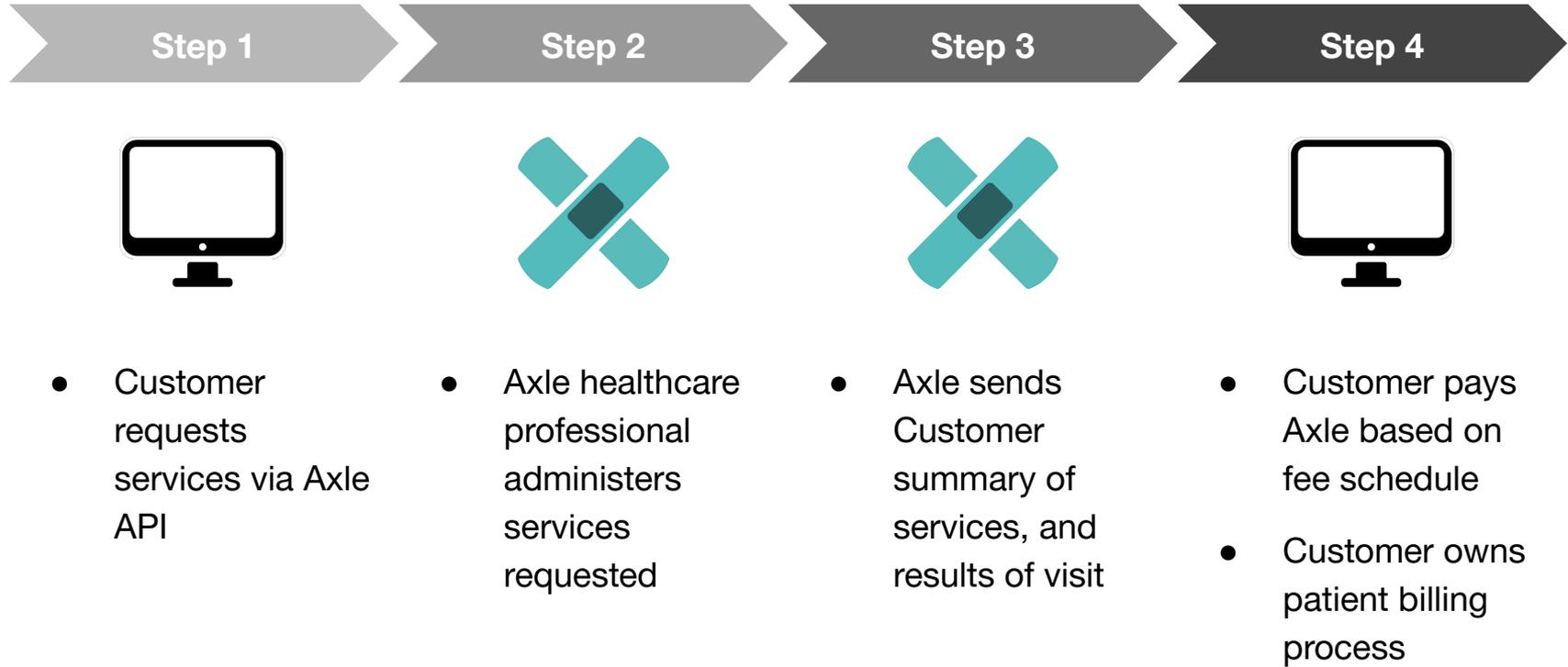
8+

Types of service types administered

5/5

Avg. star rating of an Axle visit

Full API integration allows Customer to own E2E patient experience



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)

The image shows a website for 'EASY SALIVA PCR TESTS' with a navigation bar containing 'Home', 'About Us', 'FAQs', 'Contact', and a 'Book' button highlighted with a red box. The main banner features the text 'EASY SALIVA PCR TESTS' and 'In Your Home or Office · Accurate Results in 24 Hours or Less'. Below the banner are three images: a person in a lab coat using a pipette, a healthcare worker with a patient, and a 'COVID-19 Test' kit. The bottom section contains a patient booking form titled 'Who?' and a 'Visit Summary' section.

Who?
Please fill out the following patient information.

FIRST NAME: Tony
LAST NAME: Fauci
EMAIL: tony@nih.gov
PHONE: () -
DATE OF BIRTH: mm/dd/yyyy
BIOLOGICAL SEX: [Dropdown]
PREFERRED LANGUAGE: English [Dropdown]

By checking this box you consent to our HIPAA policy

Visit Summary

In-home Visit \$0
Quantity: 1
Order Total \$0

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

$$860\text{M} \quad \times \quad \$55 \quad = \quad \$47\text{B}$$

Number of physician office visits in the US each year¹

Current remuneration across payors and telehealth

Revenue from primary care services

$$2\text{M} \quad \times \quad 7 \quad \times \quad \$600 \quad = \quad \$8\text{B}$$

Interventional study participants²

Median number of visits per participant³

Estimated future remuneration

Revenue from clinical trials

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

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