

2024 Impact Report

From Investment to Impact

A SHARED APPROACH TO SCALING INNOVATION
AND MEASURING IMPACT



A Letter from Our CEO

Dear friends,

Echo Health Ventures was built upon the belief that corporate investors, working together with their industry stakeholders, are best positioned to drive meaningful and sustainable change in health care. Our dual mandate — to deliver both financial and strategic value to the Echo Innovation Alliance — guides every investment we make. We don't just fund companies; we work with our Alliance health plan partners to help build them, supporting entrepreneurs whose innovations will catalyze impact in the health care system and drive value for members.

Since our inception eight years ago, we have built the reputation and capabilities to advance an industry model for driving positive impact alongside financial returns. Our model is rooted in the belief that impact is not a solo effort; it must be a shared approach between Echo Health Ventures, our health plan partners in the Alliance, and our portfolio companies.

*We believe that our capital alone isn't enough —
our ability to provide strategic resources and facilitate
connections is what makes a real difference.*

At the heart of this approach is partnership. Our teams source opportunities aligned with the strategic priorities of the Alliance health plans and support our portfolio companies to deliver impactful solutions to members. We believe that our capital alone isn't enough — our ability to provide strategic resources and facilitate connections is what makes a real difference.

As we continue to invest in the future of health care, we have the opportunity to deliver more value by improving how we measure and accelerate impact. Our shared vision and approach will ensure that our investments generate financial returns and measurable, positive impact on the most pressing challenges in health care. In the process, we will collectively stake out a leadership position in the industry and advance the corporate venture model to deliver on its strategic promise.

We invite you to explore this report and see how the Echo Innovation Alliance is uniquely advancing impact, one investment and one partnership at a time.

Sincerely,



Rob Coppedge

CHIEF EXECUTIVE OFFICER,
ECHO HEALTH VENTURES

OUR STRUCTURE

We Were Built for This

Our Mission

Echo Health Ventures invests to build and grow transformative health care companies through a unique, industry-leading corporate investment platform that drives financial and strategic value for our Alliance Members.

Our unique corporate investing structure allows us to work with multiple stakeholders to design and execute our approach to driving impact.

In the process, the four health plans in the Echo Innovation Alliance tighten the connections between their strategy, corporate investments, and innovation proof points. Our portfolio companies gain access to four regional plans and hands-on support from Echo. And, finally, we gain a differentiated investment pipeline, attracting founders who are drawn to our strategic mandate.



Capital Scale

Joint Platform Combines
Investment Capacity



Proven Track Record

Actively Investing since 2016

4 plans

Regional Blues in the Echo
Innovation Alliance

30+

Portfolio Companies

12 million

Member Lives

7 states

Size of Alliance
Footprint

A SHARED APPROACH

Echo Health Ventures, our portfolio, and the Echo Innovation Alliance work together to drive impact



We work with our stakeholders to collectively deliver impact.

We share accountability and gain value from our structure.

- ▲ Echo Innovation Alliance
- ▲ Our portfolio companies
- ▲ Our internal Echo team

At the center of our shared approach are four impact goals.

- Affordability
- Quality & Outcomes
- Experience & Access
- Growth & Competitiveness

Impact is part of our DNA. We invest, partner, and measure for impact.

We view our core capabilities through the lens of our collaborative approach and impact goals.

Our Shared Approach

Impact Goals

Echo was built to drive impact in health care by investing in companies that improve outcomes, reduce overall cost, and improve quality for all people. We define impact as measurable improvement across any of the following four impact goals:



Affordability

Reduce administrative or medical expense and achieve improved efficiency for the Alliance plans and/or members

EXAMPLE IMPACT METRIC

- Total Cost of Care



Quality & Outcomes

Improve the overall quality of care and achieve positive health outcomes

EXAMPLE IMPACT METRICS

- HEDIS and Stars measures
- Inpatient admission rate



Experience & Access

Generate positive member and/or provider experiences, and increase access to care

EXAMPLE IMPACT METRICS

- Net Promoter Score
- Utilization rate



Growth & Competitiveness

Contribute to plans' competitive advantages with members, employers, and in the market

EXAMPLE IMPACT METRICS

- Health plan member growth
- Member retention and renewal rates

Invest — Partner — Measure

Impact is woven into our core areas of work.

We invest in great companies that generate both financial returns and strategic value.

Our sourcing and diligence help us identify opportunities that are expected to drive the most impact for the Alliance. During diligence, we use data and insights from the plans to assess the potential for impact.

We partner with enterprises and innovators, bringing together the right stakeholders at the right time for strategic engagements.

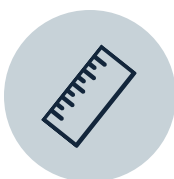
Collaboration is in our DNA. We are a partner for the Alliance and our portfolio as they align strategic goals and build partnerships to drive impact.

We measure and evaluate how these partnerships positively impact affordability, quality and outcomes, experience and access, and plan growth and competitiveness for our Alliance.

Through the process of building partnerships, we gather quantitative and qualitative data points that showcase impactful results and guarantee accountability for delivering impact.



How We Embed Impact Across Our Work



We conduct impact assessments at the diligence stage of investment.

A key goal of our diligence and evaluation is to understand impact potential. Using data from the Alliance, we assess an investment opportunity's potential for positive impact across the four impact goals and on Alliance plans and members. Over the last two years, **we included an impact assessment in 100% of investment memos**, including for all new portfolio companies.

We build strong partnerships between our portfolio and the Alliance.

We create forums to break down barriers to partnership and growth. In 2024, we hosted our largest in-person event to date, where Alliance and portfolio leaders candidly discussed partnership health during impact working sessions and joined "Collisions", or 1:1 meetings, to generate momentum for new and existing partnerships. **Of 90+ Collisions, there were over 20 follow-up conversations focused on partnership growth.** We believe our role in strengthening partnerships contributes to measurable progress towards our impact goals.

We evaluate impact using performance metrics and observational data.

We engage deeply with a select group of our portfolio companies to assess their growth and positive impact on affordability and quality. In 2024, we engaged closely with three portfolio companies, Aledade, DispatchHealth, and Strive Health, and two Alliance members, Blue Cross NC and Cambia Health Solutions. Select metrics we tracked are below.

SELECT METRICS FROM OUR 2024 IMPACT WORK

dispatchhealth



Affordability

SUCCESS METRIC

Savings from avoided ER visits and hospital admissions

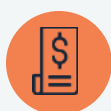


Quality & Outcomes

SUCCESS METRICS

Reduction in hospital readmissions and 30-day readmission rates

Aledade



Affordability

SUCCESS METRIC

Achievement of shared savings for both the plan and Aledade

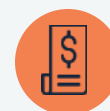


Quality & Outcomes

SUCCESS METRIC

Achievement of ACO quality metrics for Commercial and Medicare Advantage members

strive
HEALTH



Affordability

SUCCESS METRIC

Reduction in total cost of care



Quality & Outcomes

SUCCESS METRIC

Reduction in hospital admissions and increase in optimal dialysis starts

"Our partnership with Echo has shown us how smart health care investments can make a real difference for our members – helping them get the right care at the right time, at a price they can afford. By investing in innovative solutions, we're creating measurable, sustainable change that's transforming health care."

Jared Short, CEO of Cambia Health Solutions

We look forward to continuing to drive impact alongside our portfolio and Alliance stakeholders this year.

Please reach out to us if you are interested in learning more about our commitment to impact.