

The Only Integrated Food-As-Medicine Platform

SEASON

and Confidential

Season Health is the only integrated Food-as-Medicine Platform that drives engagement, health outcomes and total cost of care reduction for health plans and employers across populations.

Our holistic approach recognizes that addressing chronic conditions requires more than just access to healthy food—it requires ongoing support, nutrition and food education, culturally-sensitive care and access to affordable, nutritious food.

SEASON ACROSS PROGRAMS AND CONDITIONS

60+ NPS

90% Order rate

SEASON FOR DIABETES

1.4 A1C reduction*

* Average drop in A1c within 90 days among members starting with an A1c ≥ 8.0



Nutrition is an untapped lever in driving healthcare outcomes



6 in 10 American adults suffer from at least one chronic condition, and these **diet-related chronic diseases drive 7 in 10 deaths annually**



The health system's focus on acute care has downplayed the role of preventative, lifestyle medicine-based interventions, though **providing fresh foods and subsidies has proven to heighten engagement, and lower medical claims and utilization**



Food as medicine programs across the country have demonstrated significant impact, but **struggle to scale** or reach a sustainable business model

Existing solutions do not realize the potential of food-as-medicine



Existing FAM programs don't take a population health approach — extending from addressing high-acuity chronic conditions to preventative wellness.



Few solutions effectively combine clinical services, technology, and dynamic benefit design to drive plan outcomes.



No single vendor can address the food needs of an entire population, but managing a network introduces administrative burden.



Food is inherently a consumer (not a healthcare) choice and set of behaviors; yet, retailers struggle to adapt to healthcare's needs across compliance, data, and payment.

Our Food-as-Medicine Platform is designed to drive health plan ROI



VIRTUAL CLINIC

Registered Dietitian led, evidence based clinical support—from virtual care to protocols



Personalized
nutrition prescriptions



Clinical & culinary
education



FOOD MARKET

Diverse food options curated by Season's culinary team and offered from partners: medically-tailored meals, food boxes, recipes, & groceries



Direct-to-member
delivery



Culturally competent,
consumer-grade



BENEFITS BANK

Kickstart behavior change by funding the right food while addressing social determinants of health



Food credits and
1115 waivers



SNAP/EBT
and WIC

Our value-based Registered Dietitian practice

Season's multi-disciplinary team centers around a registered dietitian-led intervention. Season's employed practice is licensed nationally today, and is spearheading the movement around value-based payment in the nutrition space.



Season Complete Care drives outcomes

Our clinical outcomes are on par with industry benchmarks for food as medicine, driven at much larger scale.

Via our tech-enabled practice, we were able to achieve:

CLINICAL & FINANCIAL OUTCOMES

3.6-4.7x ROI
for entire diabetes population ¹

1.7 point drop in A1c
for members with a starting A1c > 9.0

\$3.4M - \$6.5M total net savings
for 100K member program

MEMBER ENGAGEMENT

**50%+ of members
place 2+ food orders**
within 30 days

**Average of 3 RD visits
per member**
within 90 days

**“I feel great overall.
I really like the variety
with Season.**

In previous experiences I dealt with very restrictive meal plans. The Season recipes are easy to make and not super complicated. All the meals are healthy but not too over the top. I eat more veggies now.”

— ACTUAL SEASON PATIENT

¹12 month savings based on assumption that one percentage point drop in A1c results in ~\$940-1,600 in TCOC savings and that additional healthcare cost associated with food insecurity for diabetes population is \$4,414 per patient per year ; variation based on LOB, member A1c segmentation, and member engagement

Make healthy eating accessible, with affordable food, driven by consumer choice



PRODUCE & PANTRY BOXES

Members can receive a box of fresh fruits and vegetables, or a box with shelf-stable grocery items such as canned soup and vegetables, flour, and pasta.



MEALS

Members can leverage their health plan benefits to purchase a robust selection of medically-tailored meals



GROCERIES

Members can browse and buy groceries from their favorite local stores and supermarkets



Registered Dietitians
licensed in all 50 states



National food network
delivering nationwide



Average 6 orders
per member
in 2022



3 hour turnaround
per grocery order once
member places order



Flexible delivery
Members can choose when
an order arrives



Over 100,000
Medicare Advantage
members

"I can't say it enough, I love Season. I've lost 50 lbs with Season. I went from 364 lbs down to 314, just by trying the recipes and doing new things.

Another good thing about Season is they are EBT friendly. Anybody who gets that letter in the mail that says your insurance has partnered with Season, you take that and you run with it. It's a life saver, life changer."

Susan, 47
Season Complete Care
A1c dropped from 10 to 7.2 and lost 50 lbs

Medicaid Member
Edwardsville, PA



87% of members engaged
with diabetes education modules
assigned to them by their dietitian



4.83/5 member satisfaction with dietitian visits
58% of members said that "My dietitian listened to me and explained things in a way I could understand"



"I think it's a really good program because it helps me actually get food that I couldn't otherwise afford in my house. Very good, very healthy food in there..."

I'm on a fixed income so the program itself is really helping a lot. It gave me the chance to eat more fresh vegetables."

**Bill, 65
Season Select**

Medicare Advantage Plan
Henrietta, Texas



96% customer satisfaction

Customer service issues
get resolved quickly



**4.45 out of 5 stars
member rating**

Across all of our recipes



**Members tried
(and loved!) new foods**

Including whole wheat bread,
kale, and quinoa

WHO WE ARE



Josh Hix
CEO



Mustafa Shabib
CTO



Michele Rager
MS, RDN-AP, LDN, FAND
VP, Clinical Nutrition



Noah Levin
CPO



Morgan Flannery
SVP, Enterprise Strategy



Tina Mohanty
General Counsel



John Gerard
VP, Finance



Jane Katz
VP, Marketing

OUR INVESTORS



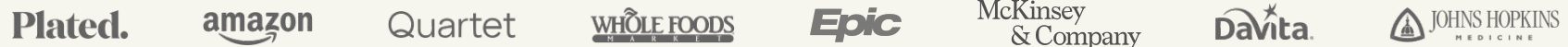
OUR PARTNERS



OUR FUNDING

\$37.4M

OUR EXPERIENCE





Thank you

For more information, contact
partnerships@seasonhealth.com