

Executive Summary

Hinge Health delivers a 3.0x return on investment in the first year

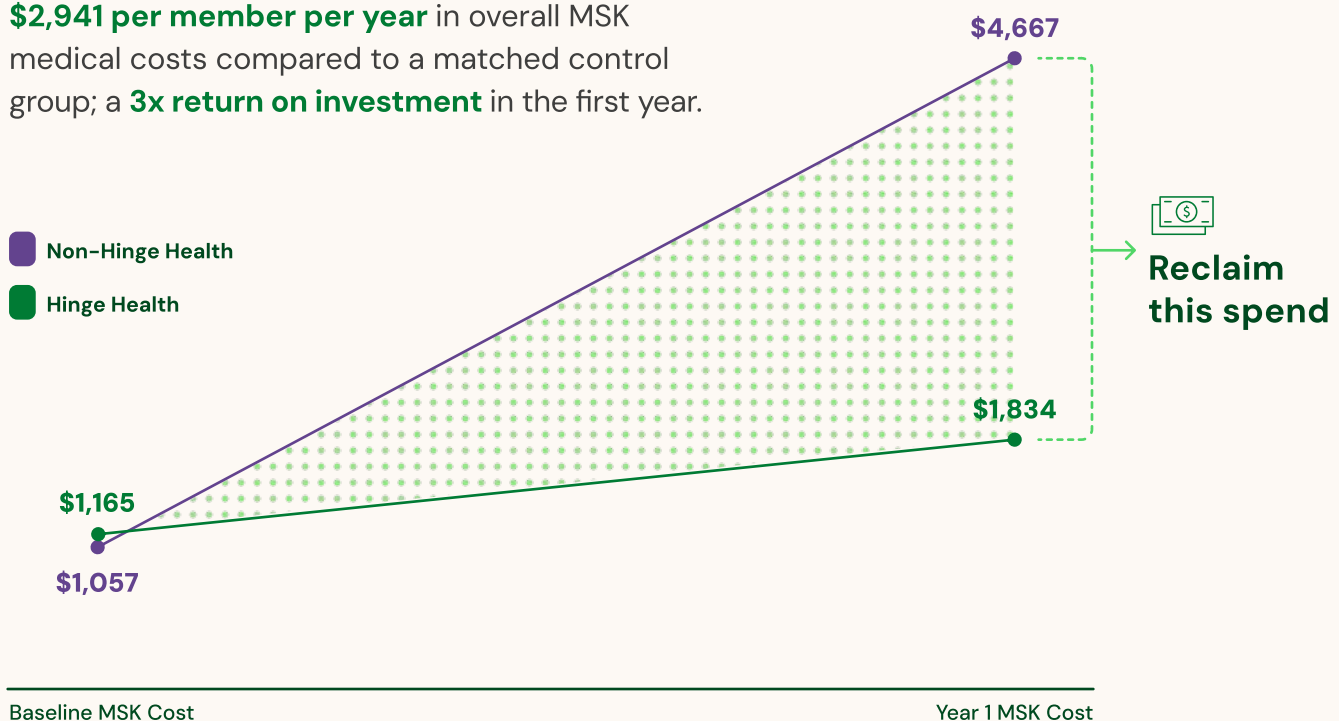
Musculoskeletal (MSK) conditions are among the largest drivers of medical spending for employers and health plans. To help benefits decision-makers evaluate the economic impact of the Hinge Health program, we analyzed medical **claims for 203,518 commercially insured adults across nearly 1,000 employers**, comparing Hinge Health members to those receiving traditional conservative MSK care. This represents the broadest population studied in a digital MSK cost analysis to date.

The study methodology was independently reviewed by a leading global benefits consultant, Howden.

- 69%** Fewer surgeries
- 61%** Fewer injections
- 68%** Fewer imaging scans

\$2,941 savings per member

Hinge Health members **saved an average of \$2,941 per member per year** in overall MSK medical costs compared to a matched control group; a **3x return on investment** in the first year.





ROI has increased year over year

ROI has grown steadily year over year, reflecting our investment in product innovation that drives deeper engagement, smarter care pathways, and broader clinical reach. Features like AI-powered care guidance, precision motion technology, and expanded condition coverage mean our solution gets more effective each year, and so does your return.

YEAR	PER-MEMBER SAVINGS	ROI
2023-24	\$3,121	3.1X
2022-23	\$3,068	3.1X
2021-22	\$2,795	2.8X
2020-21	\$2,696	2.7X

Surgery avoidance drives over half of savings

Breaking down savings by service type reveals that lower surgery costs account for the majority of value, followed by reductions in physical/occupational therapy utilization and fewer office visits.

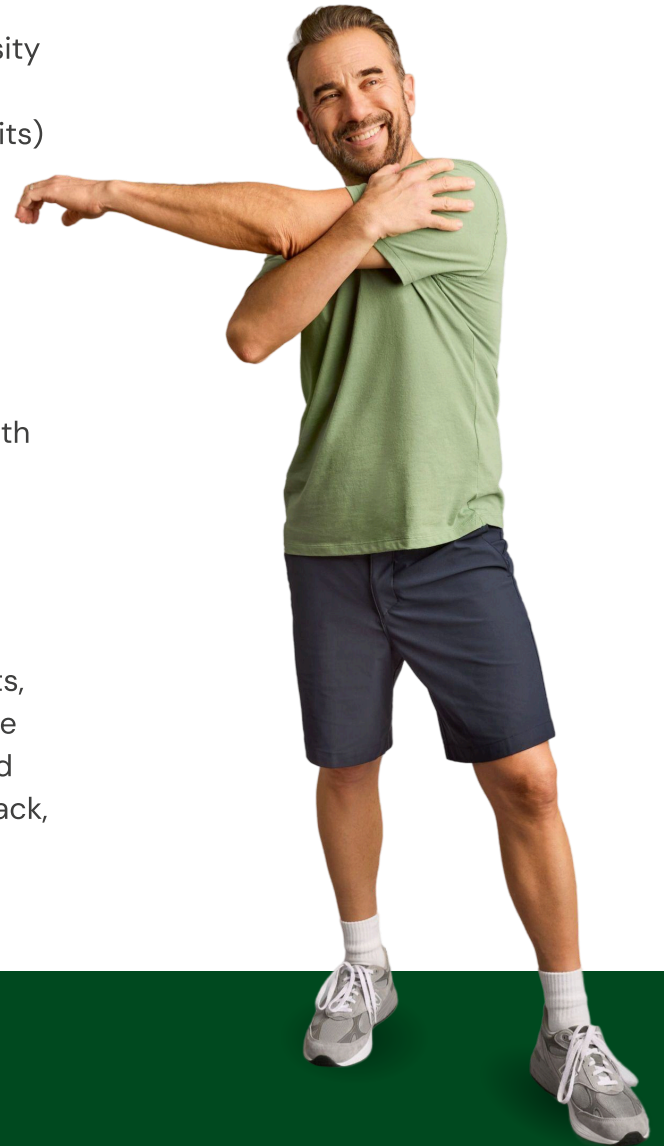
SERVICE TYPE	% OF CHRONIC MSK SAVINGS	SAVINGS
Surgery	52%	\$1,139
Physical or Occupational Therapy	23%	\$514
Physician/Provider Office Visits	6%	\$141
Injections	5%	\$111
Imaging	4%	\$83
DME	3%	\$66
Chiropractic	2%	\$40
Other Services	2%	\$59



Methodology

This study compared Hinge Health members to a propensity score–matched control group of non–participants who received conservative care (physical therapy, provider visits) for chronic MSK conditions during the same period.

Matching was conducted on characteristics including demographics, comorbidities, prior MSK utilization, MSK costs, and overall medical costs. Savings were estimated using a difference–in–differences approach, comparing 12–month pre/post cost changes between the Hinge Health and control groups.



Bottom line

For employers and health plans managing rising MSK costs, this study provides robust, real–world evidence that Hinge Health delivers meaningful cost savings at unprecedented scale. For every dollar invested, organizations get three back, members avoid invasive care, and MSK costs go down.

STUDY AT A GLANCE



POPULATION

203,518 commercially insured adults (ages 18–64)



DATA SOURCE

Medical claims from a commercial database of 100+ million adults in the U.S.



DESIGN

Propensity score–matched comparison of Hinge Health members vs. those receiving traditional MSK care



CLIENTS REPRESENTED

916 employers across 23 industries



STUDY PERIOD

Members enrolled in health plan from Jan 2019–Dec 2024