

Oscar Health is rethinking health care to make it easier and more seamless for consumers to access high-value care. Through a technology-driven approach, Oscar provides better tools and resources to empower its members to navigate the complex health care system.

2018 was a pivotal year in demonstrating that Oscar can scale its business sustainably. Oscar's improved financials validated its ability to build a core business capable of managing risk and growing its net underwriting profit, all while fostering industry-leading member engagement.

**\$1.2 Bn**

Raised, including \$375 million from Alphabet



**257 K**

Total members across 9 states and 14 markets\*



**1,000**

Employees across four offices



**2**

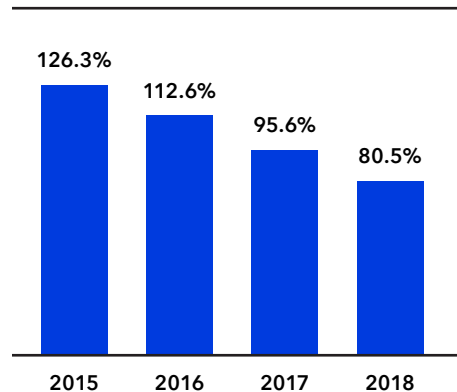
Individual and small group products, with plans to enter MA



### Improving financials

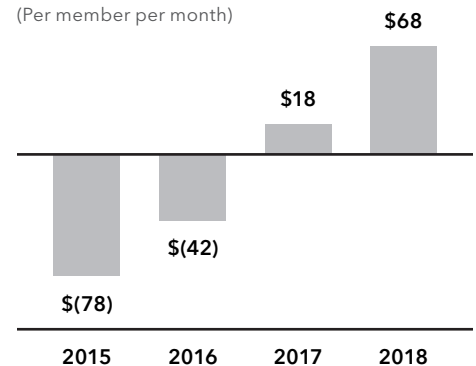
Key financial metrics are trending in the right direction. In 2018, Oscar generated \$1.2 billion in gross premium revenue, significantly lowered its MLR by 15 points to 80.5% and substantially increased its underwriting profit to \$141 million.

Medical loss ratio trend



Underwriting profit trend\*\*

(Per member per month)



### Industry leading member engagement

#### TRUST

**74% of members** said they trust Oscar to give advice on how and where to get the care they need.

**30% of members** with a recent claim named their Concierge team as the number one reason they trust Oscar.

#### UTILIZATION

**82% of members** set up a web profile; **77% of members** have contacted their Concierge team.

Oscar has **5x more telemedicine use** than the industry average.

#### CARE ROUTING

Oscar identified an in-network provider for **95% of all requests** in 2018.

Members whom Oscar routed to care had nearly **20% lower out-of-network costs** per claim than those who did not.

\*As of 2019, up from 239,000 total, effectuated members in 2018.

\*\*Pre-AXA reinsurance impact and inclusive of risk corridor.