

About Catasys

Catasys is a provider of proprietary data, predictive analytics modeling and integrated treatment solutions for anxiety, depression and substance use disorders to health plans. Through its proprietary 52-week outpatient program, OnTrak™, Catasys seeks to improve member health, while lowering costs to the insurer.

The OnTrak program is currently available in 19 states and will expand into additional states under the national agreements that Catasys has in place.

Addressing a Costly Problem

Underserved populations with behavioral health conditions (substance use disorder, depression, anxiety) do not seek treatment (avoidant population)

- Access to care
- Reimbursement
- In companion with other chronic diseases, behavioral health conditions increase health care costs at a significant multiple of norms

The Catasys Solution

Catasys combines **Big Data analytics** and **predictive modeling** with state-of-the-art **treatment programs** for **Behavioral Health diseases**

- Focuses on “treatment avoidant” member population
- Virtual, scalable, replicable, data supported, evidenced based practices
- Enhances members’ access to care
- Provides for full reimbursement

Business Model

Contract with health insurance providers to provide targeted behavioral health management services to high cost members

- Receives monthly, fee-for-service or upfront fees from health plans for enrolled members

Process for enrollment of high cost members

- **Identifies:** Catasys utilizes Big Data analytics and predictive modeling to identify target members driving current/future medical spend
- **Engages:** Using unique, sustained outreach and enrollment tactics, Catasys places members directly into OnTrak program
- **Treats:** Catasys provides evidence based, 52-week outpatient treatment program, OnTrak

At a Glance	
Ticker	CATS
Exchange	NASDAQ
Headquarters	Los Angeles, CA
Stock Price	\$5.33
Average Daily Volume	87,000
Shares Outstanding	15,889,171
Float	4.7M
Market Capitalization	\$84.7M
Fiscal Year End	December 31

Signed Contracts

Tier-1 Health Insurance Companies covering
-7.5 MILLION Lives

aetna™

23.1 Million
Members

70 Million
Members



UnitedHealthcare®
EMPLOYER & INDIVIDUAL

**mhs health
wisconsin.**

COVENTRY
Health Care

**network
health**

CENTENE®
Corporation

Humana.

13 Million
Members

**Health
Alliance™**

Catasys Headquarters

11601 Wilshire Blvd., Suite 1100
Los Angeles, CA 90025
Phone: 310-444-4300

Investor Contact:

The Equity Group Inc.
Phone: 212-836-9606
Email: aprior@equityny.com

Revenue Model - Scaling the business rapidly converts into Revenue / Cash Flow

Revenue per patient enrolled	\$8,500
Revenue per enrolled member at 78% retention	\$6,630
Revenue per 10,000 enrolled members	\$66,300,000

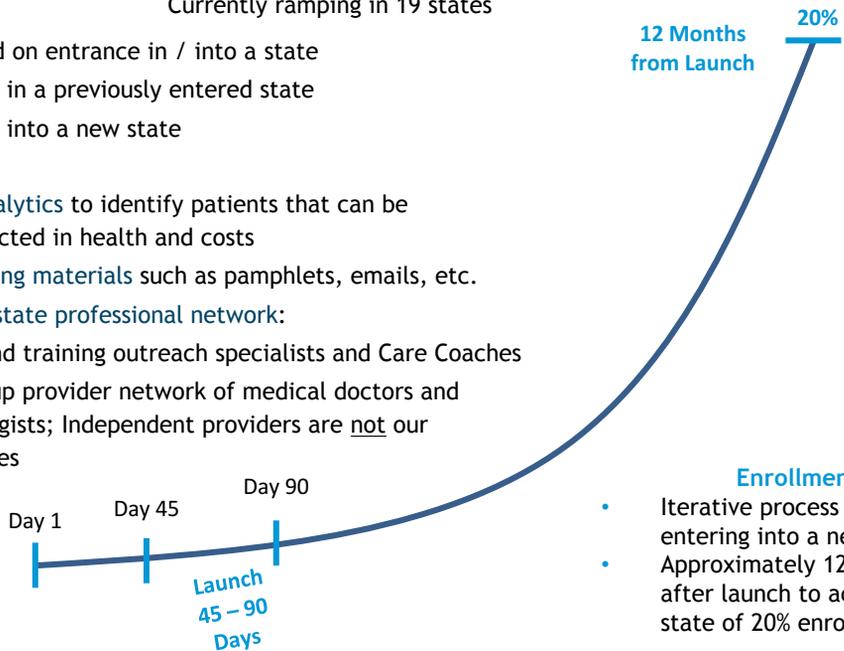
Total Lives Covered
UnitedHealthcare - 70 Million Members
Aetna - 23.1 Million Members
Humana - 13 Million Members

All amounts are estimates and are calculated on adult lives (age 18+). Retention rates reflect the number of members who remain eligible for the program that stay enrolled.

State Ramp Up

Currently ramping in 19 states

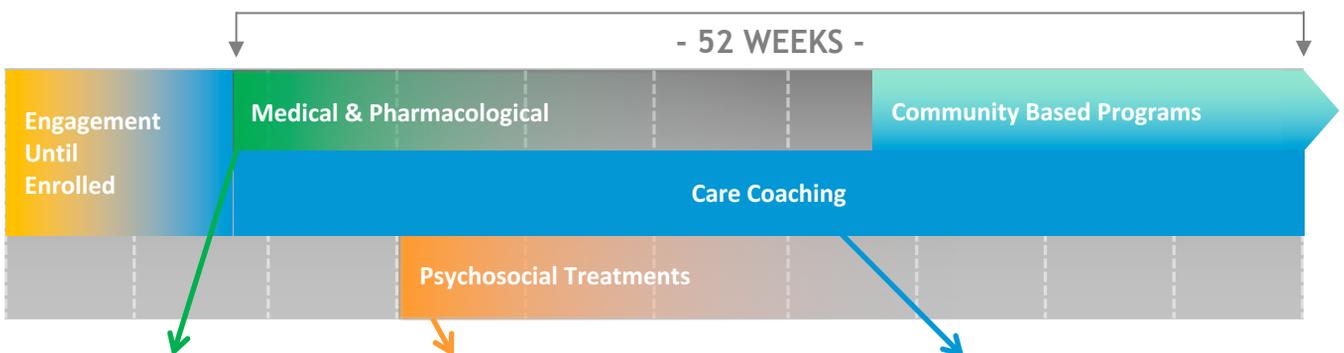
- Days to launch varies based on entrance in / into a state
 - 45 days to launch in a previously entered state
 - 90 days to launch into a new state
- Pre-launch Catasys is:
 - Using Big Data analytics to identify patients that can be significantly impacted in health and costs
 - Preparing marketing materials such as pamphlets, emails, etc.
 - Developing an in-state professional network:
 - Hiring and training outreach specialists and Care Coaches
 - Setting up provider network of medical doctors and psychologists; Independent providers are not our employees



Enrollment

- Iterative process after entering into a new state
- Approximately 12 -15 months after launch to achieve steady state of 20% enrollment

Catasys' OnTrak™ Solution



Medical & Pharmacological (as appropriate)

- Medical evaluation and assessment
- Pharmacological intervention
- MD involvement

Psychosocial

- Proprietary OnTrak manualized psychosocial treatment program
- Developed in coordination with leading experts in SUD, anxiety and depression
- Focused on Cognitive Behavioral and Motivational Enhancement Therapy

Care Coaching

- Personal Care Coach
- 52 weeks continuous support and coaching
- Helps assess, manage and support members' recovery