



## THE CHALLENGE

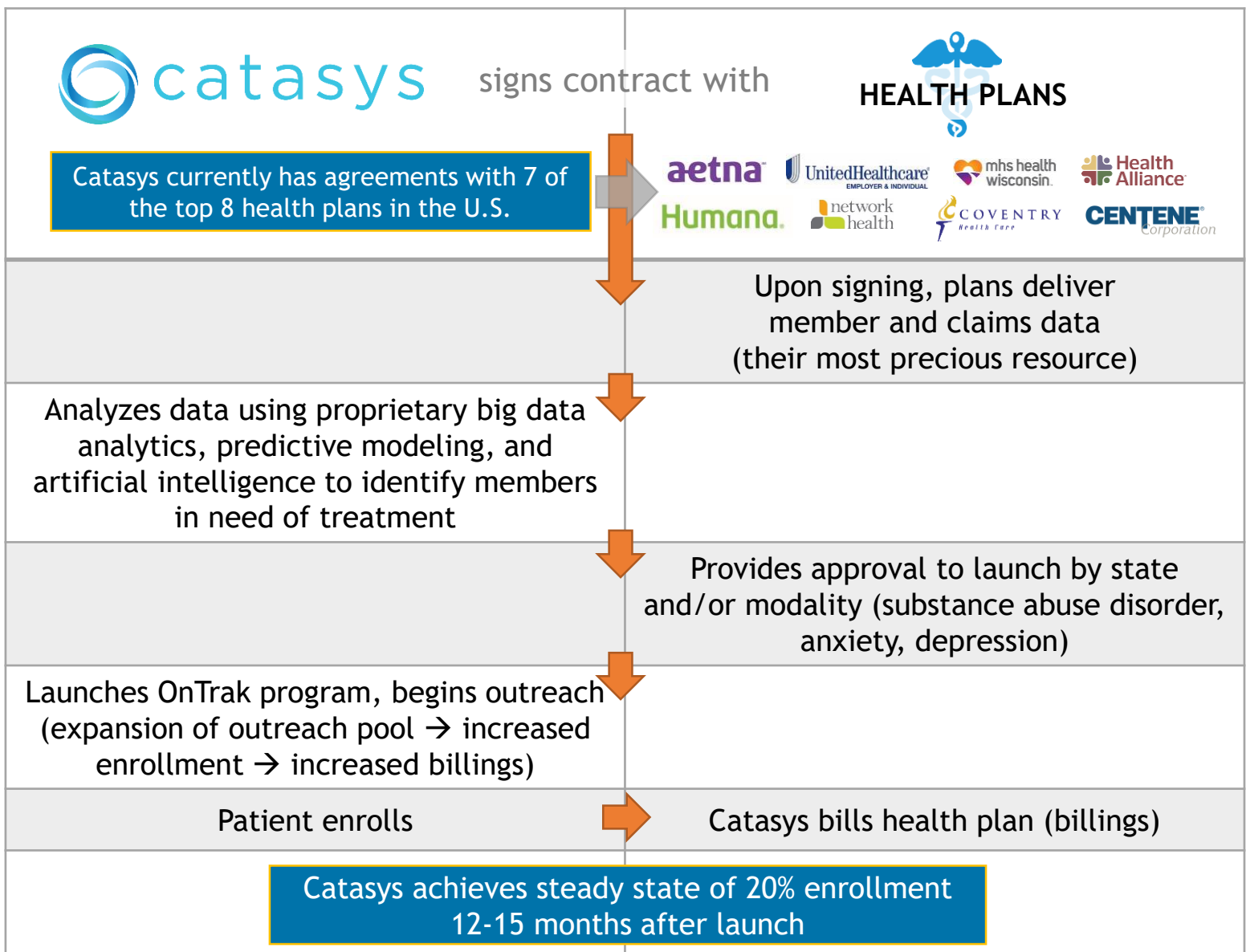
Health plans face high costs from underserved, treatment- and care-avoidant population with behavioral health conditions

Members with behavioral health conditions cost health plans up to 4.5x that of someone with chronic disease alone.

## THE CATASYS SOLUTION

WE PARTNER WITH HEALTH PLANS TO IDENTIFY AND TREAT UNDERSERVED POPULATIONS WITH BEHAVIORAL HEALTH CONDITIONS

## THE PROCESS/HOW IT WORKS



# THE ECONOMICS



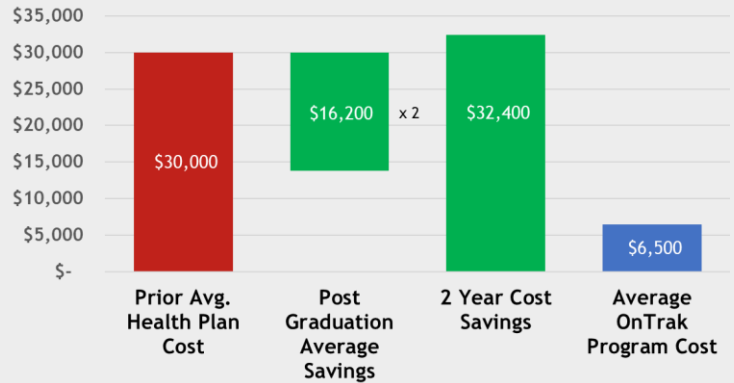
Revenue per patient enrolled (Cost of 52-week OnTrak program)	\$8,500
Revenue per enrolled member at 80% retention	\$6,500
Revenue per 10,000 enrolled members	\$65.0M

### OnTrak Program Breakout of Services

- 1/3 physician visits
- 1/3 psychologist visits
- 1/3 care coaches

### Reduction in medical costs by 54%

Average Health Plan Cost Per Member vs. OnTrak Program Cost



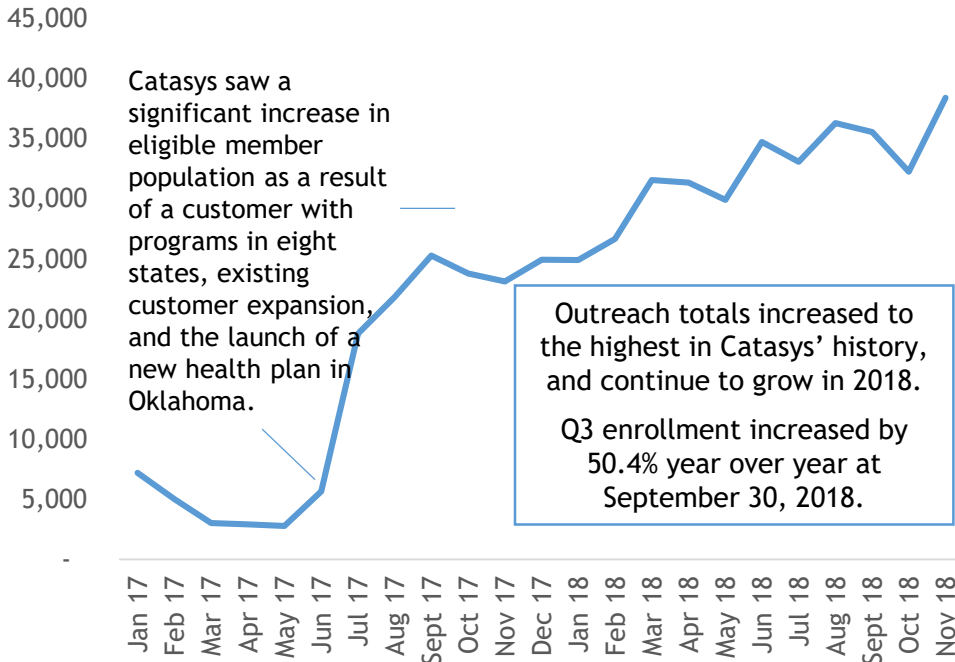
# THE RESULTS

## SIGNIFICANT RAMP IN OUTREACH POOL OF INDIVIDUALS

2017 to 2018 YTD

Monthly through October 2018

# of Individuals



### Outreach Pool and Billings as Leading Growth Indicators

#### Upside Drivers for Billings Guidance

- New contracts
- Subsequent launches from existing contracts
- Expansions within existing contracts

Each launch increases Catasys' outreach pool

Catasys has historically achieved steady enrollment run rate of 20% of outreach pool 12-15 months from launch date

Each enrolled member increases company billings

Projects \$20M in billings in 2018; \$35M in GAAP revenue in 2019

## A SCALABLE BUSINESS MODEL WITH UPSIDE, DEDICATED TO EFFECTIVE PATIENT RESULTS

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**CONTACT US:**  
 Catasys, Inc.  
 Tel: (310) 444-4346