



Food is Medicine®

Powered By Performance Kitchen®

Empowering People to Live
Life to the Fullest.



What is Food is Medicine®?

Food is Medicine® is the adoption of food by the broader health-care system as a paid medical intervention to prevent, treat and reverse several of the leading chronic conditions in America.



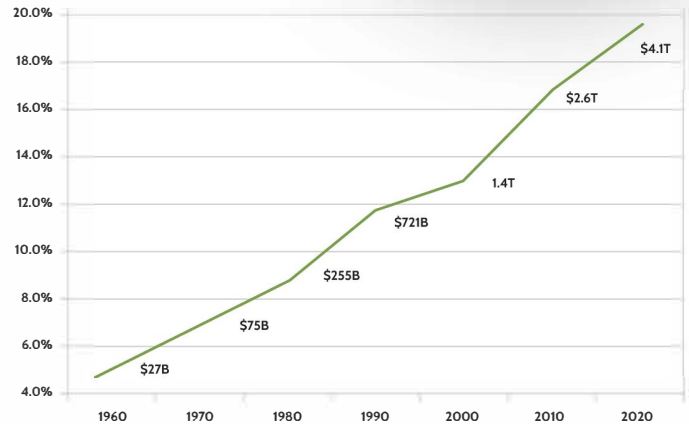
The Problem

Healthcare costs in the US have been rising steadily from 5% of GDP in 1960 to close to 19% of GDP today. The epidemic of chronic disease (such as heart disease, diabetes, cancer, and kidney disease) is the primary driver of this financial crisis. According to the CDC, over 144 million Americans (roughly 60% of adults) have at least one chronic disease.

“Healthcare is on an unsustainable trajectory, requiring a renewed push for transformation.”

ModernHealthcare.com

National Health Expenditures as a Percent of Gross Domestic Product (19.7% as of 2020)



www.cms.gov/research-statistics-data-and-systems/statistics-trends-and-reports/nationalhealthexpenddata/nationalhealthaccountshistorical

Chronic Disease

Chronic diseases include heart disease, vascular disease, cancer, diabetes, kidney disease and dementia.

Chronic diseases and diet are the leading causes of death and disability in the USA.

Chronic diseases account for over 90% of the almost \$4.2 trillion in healthcare spending annually.

28% of Americans have >3 chronic diseases, accounting for 67% of total healthcare spending.

Unhealthy Dietary Patterns

Unhealthy diet patterns are LOW in fruits, vegetables, legumes, whole grains & healthful fats and HIGH in added sugar, salt, processed grains, animal-source saturated fats & trans fats.

Dietary patterns are the main underlying cause of chronic disease, death & disability in the USA.



How is Food is Medicine® Used Today?

Performance Kitchen® has built the first turnkey Food is Medicine® Platform to enable the prevention, management, and treatment of chronic disease by bridging the gap between nutrition and clinical outcomes using Medically Tailored Meals.



Research indicates that diets based mostly in whole, unprocessed foods, containing plenty of plant-based fiber and nutrients, and lacking added sugars, excess salt and saturated animal fats, lead to dramatically improved individual and population health outcomes.

How is Food is Medicine® being deployed in healthcare?

Food is Medicine® programs are primarily being utilized within Medicare Advantage (MA) and new 1115 Waivers for State Medicaid programs like the statewide CalAim program in California. FIM programs currently take three main forms: Digital Health / Educational Programs, Grocery or Produce Benefits/Prescriptions, and Medically Tailored Meals.

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Medically Tailored Meals (MTMs)

	Digital Health / Educational Programs	Grocery Benefit/ Produce Rx	Medically Tailored Meals (MTMs)
What is it?	RD Telehealth / Education & Coaching Programs & Apps	Healthy food cards, produce prescriptions	Third-party MTM vendor designed meals based on diagnosis, delivered to patient
Adoption	72% of MA have telehealth programs not specific to FIM	50% of MA have form of grocery/produce benefit	71% of MA plans have discharge benefits, 3% have chronic meal benefit
Marketing Benefit	Varies	Very popular	Very Popular if retail quality MTMs
PMPM Cost*	\$30 - \$100	\$10 - \$300	\$10-30 Dishcharge \$50-300 Chronic
Expected ROI	Varies Widely	Up to 1.0X ¹	1.5x - 3.0X ²

*PMPM based on annualized cost, even if shorter duration benefit.

1) The recent AHA simulation study estimated a program could break-even over 25 years if only \$32/mo was offered for produce prescriptions; Rockefeller Foundation estimated with the Houston Food Bank analysis a program should be able to break-even up to \$60/mo.

2) The recent Tufts Retroactive Study showed a 1.5x ROI; Others like the MANNA & the Community Servings studies for shorter benefit periods show a much higher 3.0X ROI.



The Impact of Medically Tailored Meals

Medically Tailored meals consistently produce lower costs of care for the recipient population, usually a 3 to 1 cost reduction on every dollar spent on meals. Health markers like A1C, weight loss, and blood pressure regularly improve as well.

Taste, Quality, & Variety

We are focused on great taste, convenience, and nutrition through our wide variety of culturally inspired meals. Our team of chefs, doctors and registered dietitians develop a variety of ready-made meals with real, wholesome, clean ingredients. We are leading the Food is Medicine® movement with various health care payors and providers who are offering to pay for meals for their members to address chronic conditions such as diabetes, heart disease, and renal disease.

Our high nutrition and ingredient standards and our industry-leading customer service create superior patient engagement for our MTM programs. In fact, in a recent program with Anthem's Health Sun Population, PK received a 95% patient satisfaction rating, significantly above scores from previous providers within the same population.

Meal Services

Chronic Meals

Meals to treat, manage and sometimes reverse chronic disease

2 or 3 meals daily for 4- 12 weeks, to assist patients in reaching sustainable habit change

Post-Discharge Meals

Meals provided in the post-discharge period to reduce readmission rates and save healthcare costs

1-2 meals daily for 7-30 days after discharge for a qualifying condition



Additional Services

Healthy Groceries - to empower members to shop independently, we recommend a healthy grocery stipend during and after the meal program.

Performance Kitchen Enhanced Customer Care - our Enhanced Customer Care program goes beyond customer support to ensure members adhere to the entire 12-week chronic meal program. Includes education on shopping and meal preparation, and personalized encouragement.

Registered Dietitian Support - Registered Dietitians help members understand and stick with a healthy diet, provide support with scheduling meals around medications, and ensure members are on a meal plan that is right for them.

Research / Studies - We are studying our program results through a variety of partnerships. We accept inquiries about study participation.



The Power Of Performance Kitchen®

At Performance Kitchen, we are passionate about changing healthcare outcomes in America, one person at a time, through the healing power of delicious, healthy food delivered to the customer's door.

Our Goals

Address both Food Insecurity AND Nutrition Insecurity (see below.)

Decrease healthcare costs for payers and customers.

Enhance customer experience with payer, employers & providers.

Improve each customer's overall health and quality of life.

Our Food

- Made From Highest-quality Ingredients
- Looks & Tastes Delicious
- Rich In Fiber, Vegetables, Whole Grains & Healthy Fats
- Chef & Dietician-designed
- Cultural Variety For Specific Populations
- Low In Added Sugar, Sodium, & Saturated Fat

Food Insecurity & Nutrition Insecurity

Food Insecurity (FI) is the condition of not having access to sufficient food, or food of adequate quality or variety, to meet basic needs. SNAP is a good example of a program that addresses hunger & food insecurity, however not necessarily nutrition insecurity.

Nutrition Insecurity (NI) is an emerging term describing lack of food that is nutrient-rich. This is often seen with adequate calories, but low consumption of high quality, unprocessed whole foods.

Food and Nutrition Insecurity are both linked to increased risk of chronic disease, especially Type 2 Diabetes.

Our Customers





Join the Food is Medicine® Movement

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If you're interested in learning more about how Food is Medicine® can have a positive impact on your current wellness programs, we'd love to hear from you! You can explore our Benefit Locator Tool at www.performancekitchen.com/free-meal-benefits Please don't hesitate to get in touch with us using the contact information below. We're excited to share more about this powerful movement and its potential benefits for the health and wellness of **your communities**.

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