

Outcome-based Partnerships Deliver Better Patient Outcomes and Lower Costs



Improving patient outcomes helps lower costs and benefits patients and payors, and DaVita's Integrated Kidney Care (DaVita IKC) program is designed to do just that. With \$3.5B in medical costs under management across 49 states, this specialized program drives better outcomes for kidney patients. In fact, our program has reduced hospitalizations for chronic kidney disease (CKD) and end stage kidney disease (ESKD) patients by 20% and 28%¹ respectively, driving material cost savings for payor partners.

The DaVita Advantage



Value-based care at scale



Strategic approach for better outcomes (CKD and ESKD)



Aligned incentives for improved financial results

About DaVita IKC

DaVita IKC has provided early intervention and continuous support to 140K+ CKD and ESKD patients throughout their disease journey. With early stages of CKD often showing no symptoms, our IKC care teams advocate for advanced screening to enable PCPs, nephrologists and other specialists to join forces early on to help lower the number of patients who progress to ESKD.

Beyond helping to prevent initial dialysis crashes and increasing outpatient starts, DaVita IKC coordinates and manages care from CKD through ESKD transition to help minimize hospitalizations, improve transplant rates and reduce total cost of care. The program provides personalized treatment, robust education and comorbid condition management. Predictive analytics identify patients who are undiagnosed or at risk for transition or hospitalization—allowing providers and the DaVita IKC team to intervene.

Kidney Disease Facts

37M

U.S. adults estimated to have CKD²

90%

People with kidney disease who don't know they have it²

4

Average number of comorbidities for ESKD patients¹

11

Average days ESKD patients spend in the hospital per year³

7.2%

Amount of Medicare costs ESKD patients represent¹

What makes DaVita IKC different?

Patient Engagement	Nephrology Care Alliance	Analytics & Technology	Empowering Modality Choice
<ul style="list-style-type: none"> • Award-winning, no-cost education programs • Multi-channel engagement platform to meet patients where they are • 10+ hours/week spent in person with dialysis patients 	<ul style="list-style-type: none"> • Physician-led organization empowers 1,600 nephrologists to thrive in VBC • Clinical incentives reward nephrologists for improving patient outcomes • Tech solutions, education resources and administrative support enhance care delivery 	<ul style="list-style-type: none"> • Advanced predictive analytics powered by 1B+ data points • Suite of proprietary care models spanning the kidney disease continuum • Clinical interventions through risk stratification and provider collaboration 	<ul style="list-style-type: none"> • Leading home dialysis innovation (28K+ patients) • Transitional care programs for new ESKD patients to support home dialysis adoption • At-home engagement through remote monitoring and patient app • 100K+ transplants in the last 20 years

*Figures in this table based on internal DaVita data (2022)

How does the program work?

When patients join the program, their DaVita IKC care team creates a care plan to meet their comprehensive health needs, assists them in navigating the health care system and addresses social determinants of health barriers. Because patient engagement is critical to success, IKC uses multiple channels and leverages deep relationships with providers across the ecosystem to drive stronger connections and results.

Contact Us

Join with kidney disease experts who can help lower costs and improve patient outcomes. Email IKCInquiries@davita.com to schedule a discovery meeting. We'll help you better understand your complex kidney patient population and provide a customized analysis.

Experience and Engagement

\$260M+

medical costs saved in value-based programs⁷

60%+

engagement with high-risk CKD patients³

97%

engagement with ESKD patients⁴

Differential Outcomes

80%

increase in outpatient dialysis starts⁵

20%

reduction in CKD hospitalizations³

28%

reduction in ESKD hospitalizations⁶

19%

addressable cost savings⁴

90%

increase in home dialysis penetration⁶

1. Based on internal DaVita data (2022)

2. Chronic Kidney Disease in the United States 2021, <https://www.cdc.gov/kidneydisease/pdf/Chronic-Kidney-Disease-in-the-US-2021-h.pdf>

3. Based on performance in a CKD shared savings program (Commercial and Medicare Advantage patients)

4. Based on year 1 performance of ESKD patients in DaVita centers in an ESKD shared savings program (Commercial and Medicare Advantage members)

5. Based on CKD managed lives for 6+ months

6. Based on performance in an ESKD shared savings program (Commercial and Medicare Advantage patients)

7. Based on performance in an ESKD shared savings program (Medicare Advantage)