



VALUE PROPOSITION



AposHealth[®]
(previously AposTherapy[™])

THE PROBLEM

Costs for managing knee osteoarthritis and elective care waiting lists have continued to rise. This problem has only been exacerbated by COVID-19. There is an urgent need to proactively manage cost effectively, whilst maintaining clinical outcomes.



National

- 4.1 million people in the UK have knee osteoarthritis (OA)
- 1.4 million have severe knee OA
- Long elective surgical waiting lists



System

- Lack of proactive management for patients on surgery waiting lists
- Costly surgical risks
- Multiple episodes of care



Patient

- Increased morbidity
- Increased stress/ anxiety related disorders

THE IMPACT

Increased pathway costs to the NHS, while patients experience significantly prolonged waits to access care and surgery.



National

- Knee replacement surgery cost to the NHS exceeded £900million in 2017
- Long orthopaedic elective surgical waiting lists for patients – only 52% of patients are seen within 18 weeks (September 2020 RTT data)



System

- Treatment of Knee OA is resource intensive requiring multiple episodes of care, pain medication prescriptions, and a limited ceiling of effectiveness for core therapies.



Patient

- Severe knee OA increases the risk of hospitalisation for cardiovascular disease (15-17% of patients with OA)
- At least 45% patients currently waiting for their next episode of care or surgery are experiencing persistent knee pain

WHAT IS APOSHEALTH®?

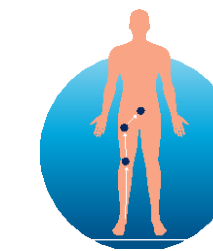
The AposHealth® foot-worn medical device for patients with moderate-severe knee osteoarthritis, improve pain and quality of life during activities of daily living, by gait modification.

Key Features

- Non-surgical. Non-invasive. No pain medications
- Easy and convenient to use at home, integrating into daily routine
- Clinically proven. CE and FDA cleared
- Significant reduction in MSK treatment costs
- High patient compliance and safe to use
- Available in clinic and via **Telehealth**
- Prescribed by Physiotherapists

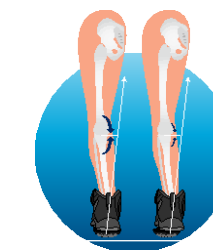


How It Works



The Problem

Knee OA leads to increased joint forces and reduced muscular coordination, resulting in pain



Biomechanical

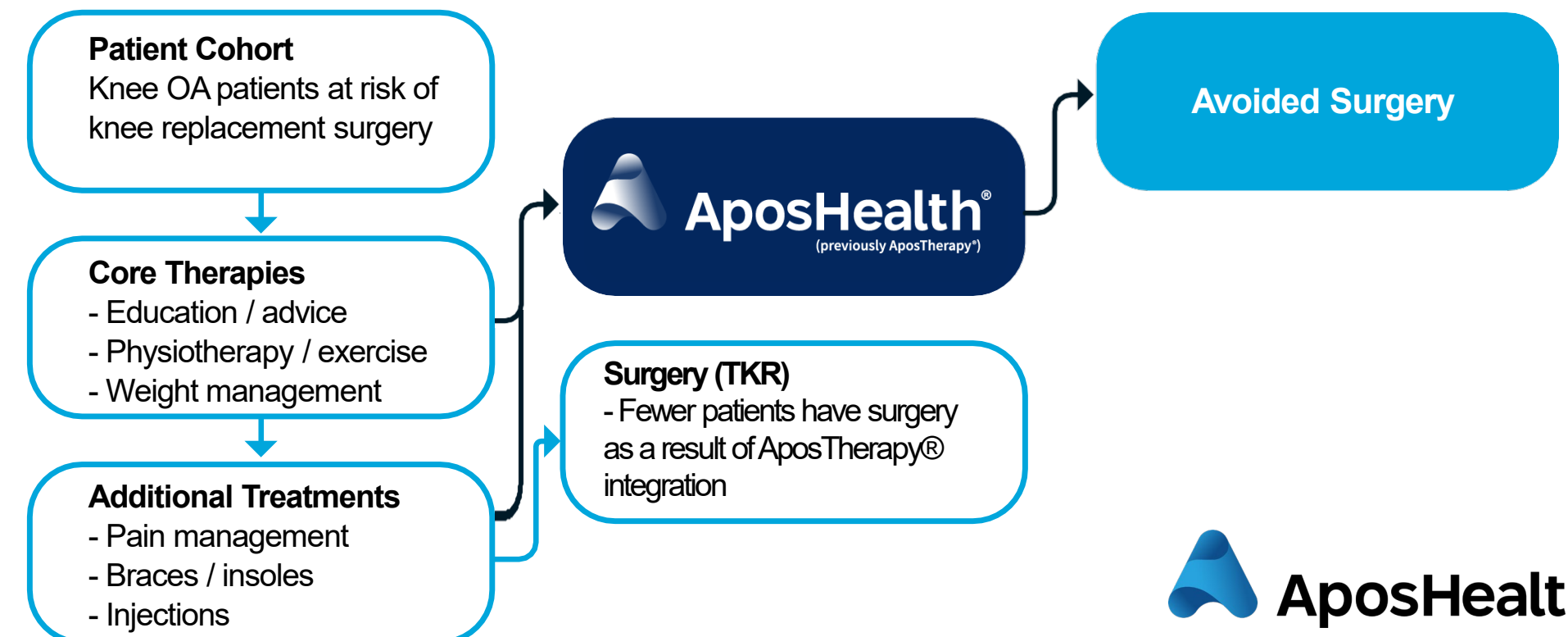
Addresses the underlying causes of pain by shifting pressure away from painful areas



Neuromuscular

Provides long-lasting neuromuscular effect by re-educating muscles for a healthier gait pattern, even when not wearing the device

How AposHealth® integrates with current pathways as an alternative to knee replacement surgery

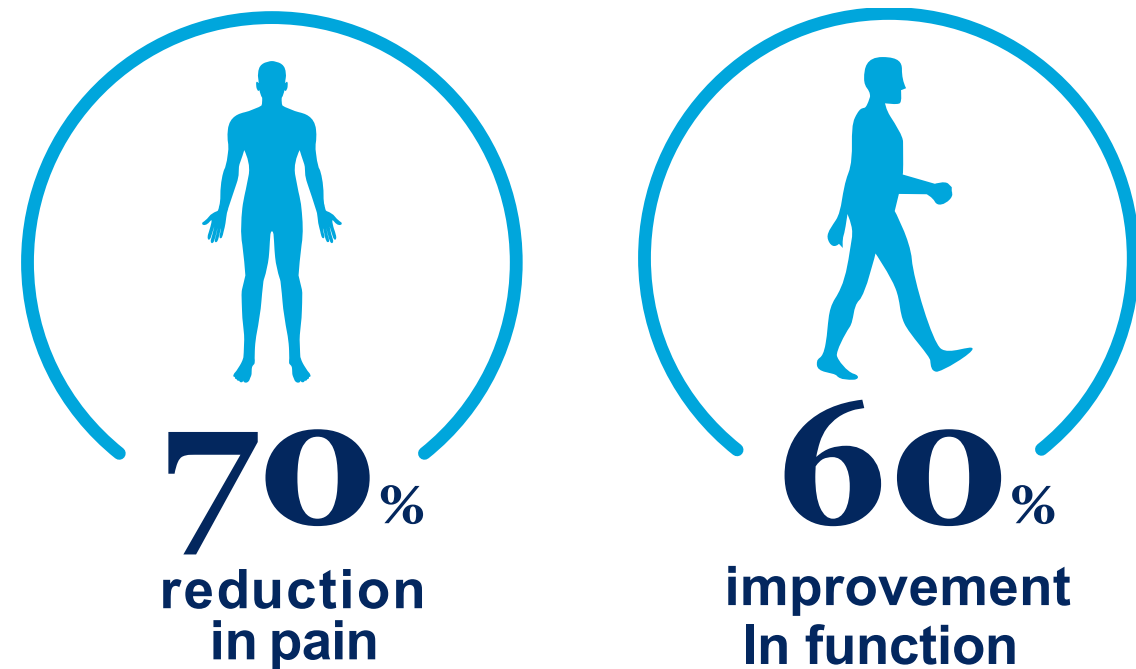
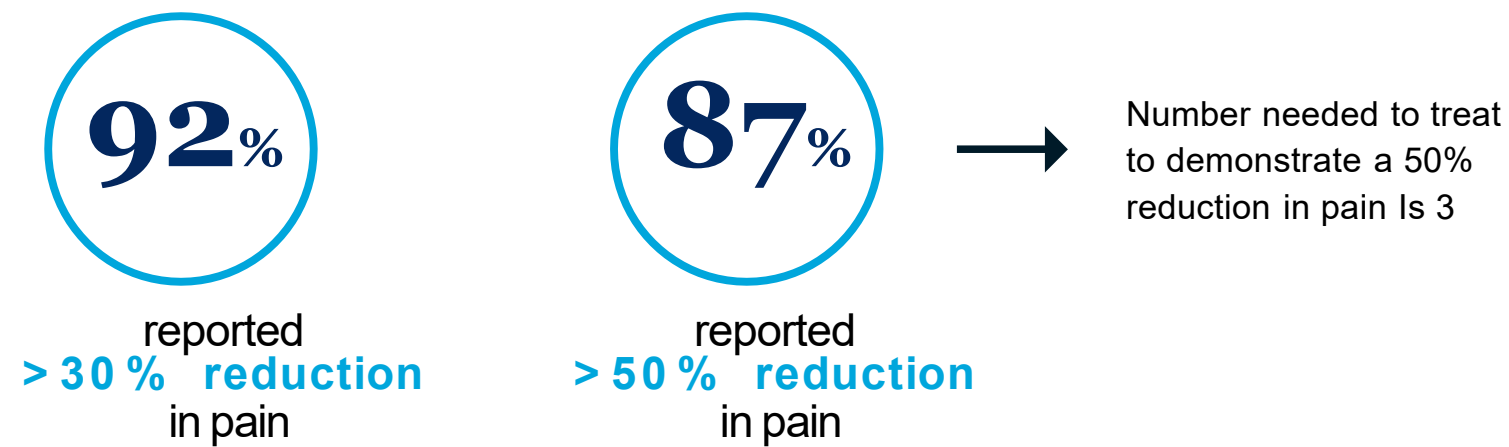


Effect of Biomechanical Footwear on Knee Pain in People With Knee Osteoarthritis

The BIOTOK Randomized Clinical Trial, Reichenbach S, Felson DT, Juni P, et al., JAMA. 2020;323(18):1802-1812. doi:10.1001/jama.20203565

Reduction in pain and improvement in function

above the recommended 16% threshold for clinical significance



As a reference a different RCT comparing Total Knee Replacement with non-invasive intervention only - demonstrated a NNT of 7.4 to a 15% reduction in pain.

* Skou ST et al. Osteoarthritis Cartilage, 2018, 26, 1170-80

CCG Case Study – real world outcomes



Reduce pain



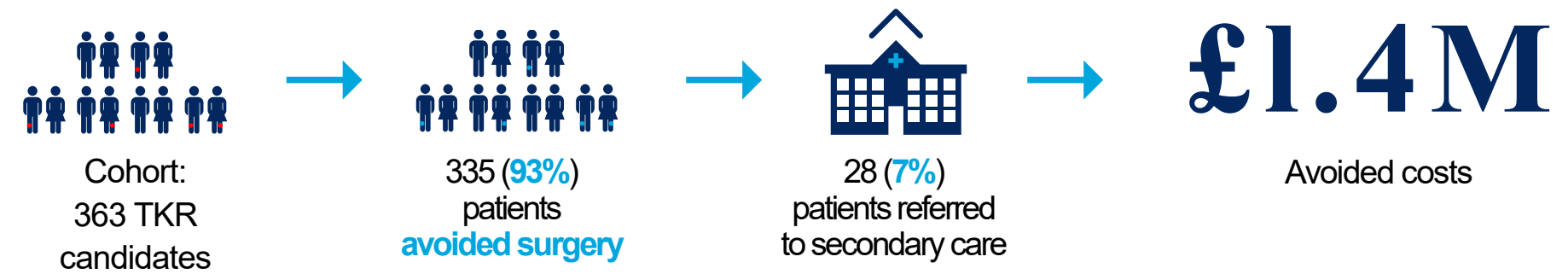
Treat more patients



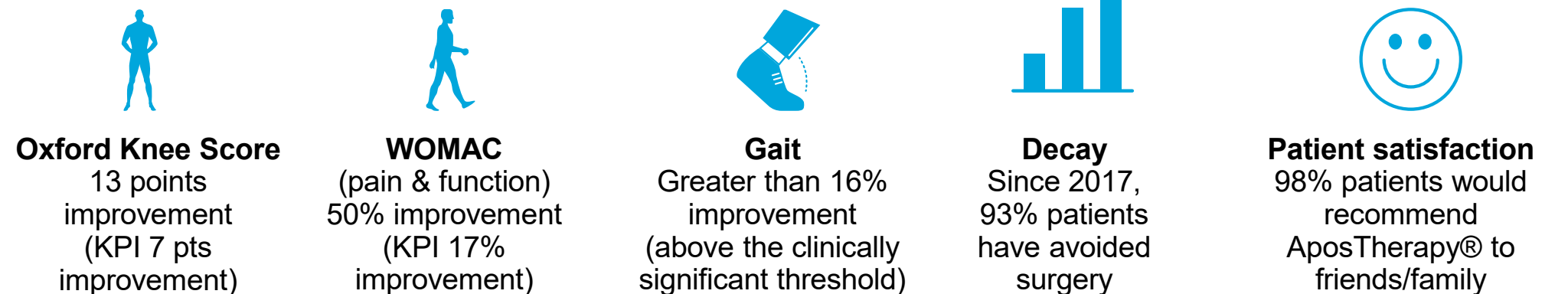
Cut costs



System Impact of AposHealth®



Patient Impact of AposHealth®



No financial risk to CCG by using a Risk-Share model



Estimated 5:1 return on investment with zero upfront costs



Avoided cost of £1.4 million for a mid-sized CCG

**Average potential saving per patient
£4,800 through avoided surgical cost**

AposHealth now available as a digital service via telehealth



An innovative way of providing AposHealth treatment for patients using telehealth and videoconferencing



Improves patient convenience and accessibility to treatment especially where mobility is an issue for our MSK population



Improved patient satisfaction to be able to access treatment staying in the comfort and safety of their own home



More frequent and efficient touchpoints with patients allowing treatment to be fine-tuned according to need and outcomes

The AposHealth Virtual Care Pathway



Virtual Appointment with Physiotherapist with gait measurement



AposHealth device calibration and shipping










Virtual Appointment device fitting ± fine tune adjustment



Patient Follow up Appointments

Benefits of integrating AposHealth® into existing knee osteoarthritis pathway

-  **Avoid or delay knee surgery**
More than 70% of patients can avoid surgery
-  **Treat the disease, not symptoms**
AposHealth® addresses the root cause of pain by re-educating muscles for a healthy gait pattern, reduced pain and improved function
-  **Reduced pain**
an average of 70% pain reduction (JAMA)
-  **Improved function**
an average of 60% improvement in knee function (JAMA)
-  **Patient Convenience**
Available via telehealth, used at home without change to daily routine
-  **Reduced cost of MSK pathway**
At least 35% of the total knee OA pathway cost is avoided
-  **Satisfaction**
High patient satisfaction and compliance with treatment

“ **Genuinely Life-Changing**
This treatment is honestly, genuinely life-changing. I went from limping and hobbling to walking almost normally. I thoroughly recommend it, 100%. ”
-Tracey Annison

“ **Stopped Me Needing Two Knee Replacements**
It has stopped me needing two knee replacements. In some areas you can get the treatment on NHS, so try to go and see a specialist first. ”
-Janet Garrett

“ **Positive clinical outcomes with high satisfaction rate**
AposHealth has had positive clinical outcomes for a significant number of our patients who were enlisted into the programme. It was used to improve the symptoms of patients with knee osteoarthritis as an alternative to knee replacement surgery.
Patients demonstrated a significant reduction in pain, improvement in daily functions such as getting dressed or going shopping and increased their walking speed by 16%. Most importantly, 98% of patients who were in treatment for at least 12 months would recommend AposHealth to their friends and family. ”
-Mid Essex Clinical Commissioning Group