



oscar

 Evolve
Capital Partners

SUMMARY OF INITIAL PUBLIC OFFERING

March 2021

Specialized investment bankers at the intersection of finance and technology

Oscar IPO – Executive Summary

Initial Public Offering Overview – March 2021



Description

OSCAR

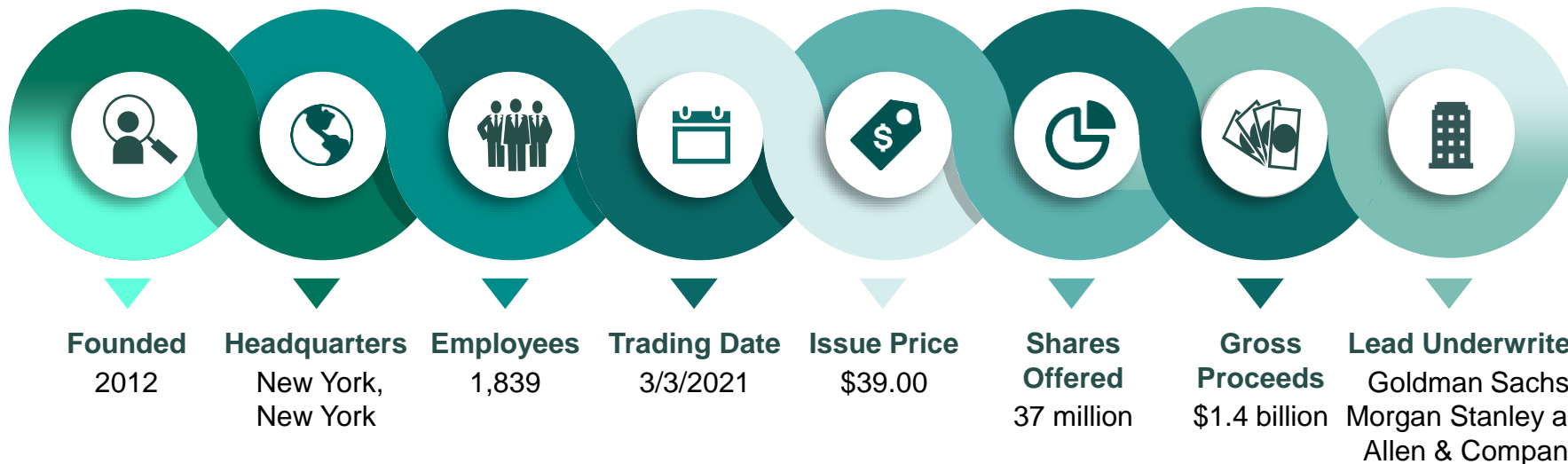
- Oscar Health, Inc. (“Oscar”) operates as a technology-driven, full stack, direct-to-consumer health insurance company
- The Company offers a technology platform which uses personalized data to drive real-time actionable insights and recommendations, such as guiding members to the right doctor and hospital
- Currently, the Company sells health plans in three markets including Individual, Small Group, and Medicare Advantage and serves customers in the US
- A significant portion of the Company’s revenue is derived from direct policy premiums, which is primarily driven by the number of members covered by their health plans



Use of Proceeds

Ticker: NYSE: OSCR

- The Company intends to use \$167 million of the net proceeds of this offering to repay in full outstanding borrowings, including fees and expenses
- Intends to use the proceeds for general corporate purposes, to fund their growth (including capital contributions to their health insurance subsidiaries), technology development, working capital, operating expenses, and capital expenditures
- Additionally, the Company plans to use the proceeds to acquire or invest in products, services, or technologies



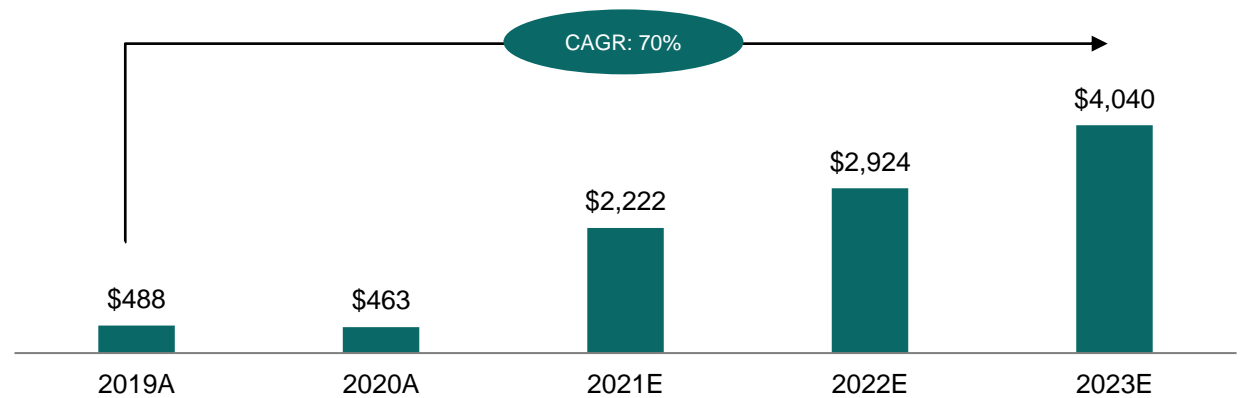
Oscar IPO – Executive Summary

Key Metrics

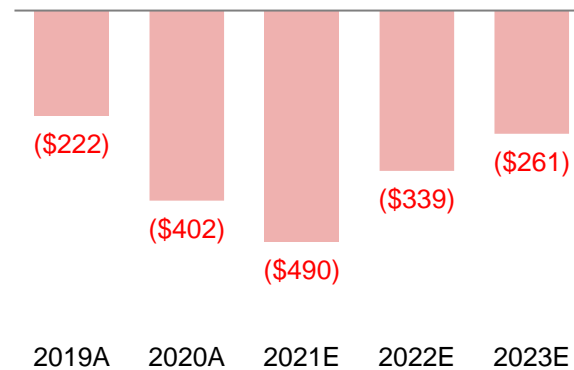
Key Metrics

Shares Offered through the IPO	37 million
Issue Price	\$39.00
Total O/S after the IPO	203 million
Market Value at Issue Price ⁽¹⁾	\$7.9 billion
EV at Issue Price ⁽²⁾	\$9.0 billion
EV / Revenue ⁽³⁾	19.4x
Trading Date	3/3/2021
Listing Price	\$36.00
Listing Discount	(\$3.00)

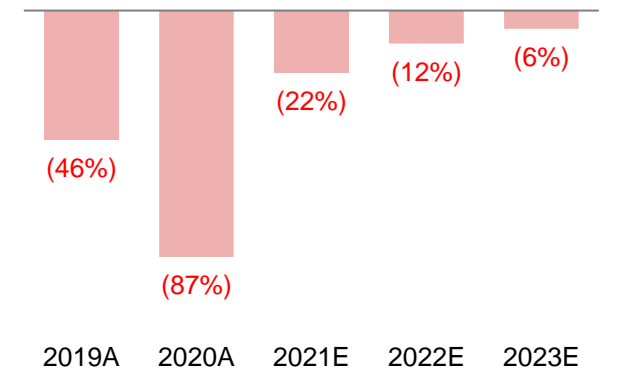
Total Revenue (FYE Dec; \$mm)



Adjusted EBITDA (\$mm)



Adjusted EBITDA Margin (%)



Oscar IPO – Executive Summary

Company Overview

Business Overview

- Oscar operates as a technology-driven, full stack, direct-to-consumer health insurance company
- The Company provides several insurance plans for individuals, family, and employees and offers virtual care, doctor support, scheduling appointments, and other related services
- Oscar facilitates its solution through a cloud-based technology platform, which spans all critical health care insurance and technology domains, including member and provider data, utilization and claims management, and billing
- It helps members to navigate several disconnected elements of the health care ecosystem, streamline their day-to-day interactions and improve member satisfaction through their Member Engagement Engine
- The Company derives substantially all of their revenue from direct policy premiums, which is primarily driven by the number of members covered by their health plans
- Currently, the Company sells health plans in three markets — which, in aggregate, serve more than an estimated 50 million Americans and represent an estimated \$450 billion in direct policy premiums
 - **The Individual market:** Primarily consists of policies purchased by individuals and families through the Health Insurance Marketplaces
 - **The Small Group market:** Consists of employees of companies with up to 50 full-time workers in most states and up to 100 full-time workers in California, Colorado, New York, and Vermont
 - **Medicare Advantage:** Medicare health plan offered by private companies that contract with the federal government to provide benefits to consumers over 65 years old

Key Statistics



594,300 members as of **September 30, 2021**



Generated **\$2.3 billion** in directly policy premiums as of December 31, 2020



Serves **497 counties across 19 states**



85.8% medical loss ratio for **nine months ending Sep-21** vs **77.7%** same period last year

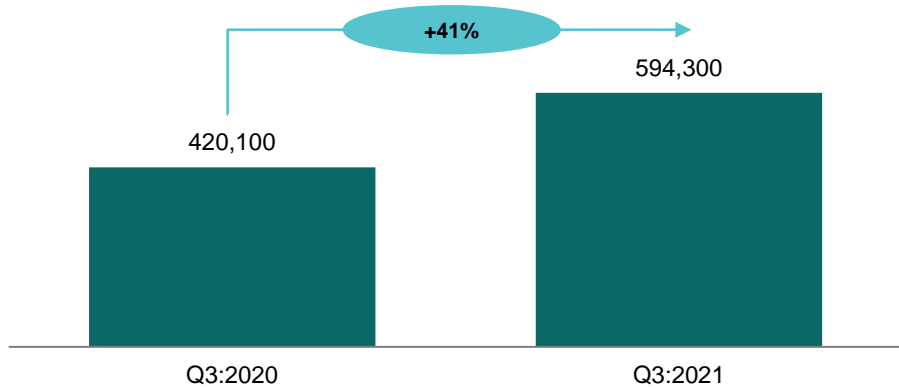


Oscar operates through **offices across the U.S.**, with **headquarters in New York**

Oscar IPO – Case Study

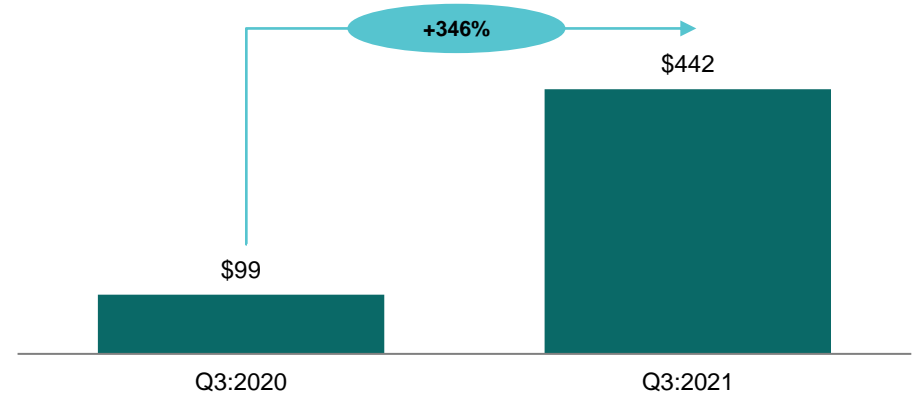
Key Performance Metrics

Total Membership



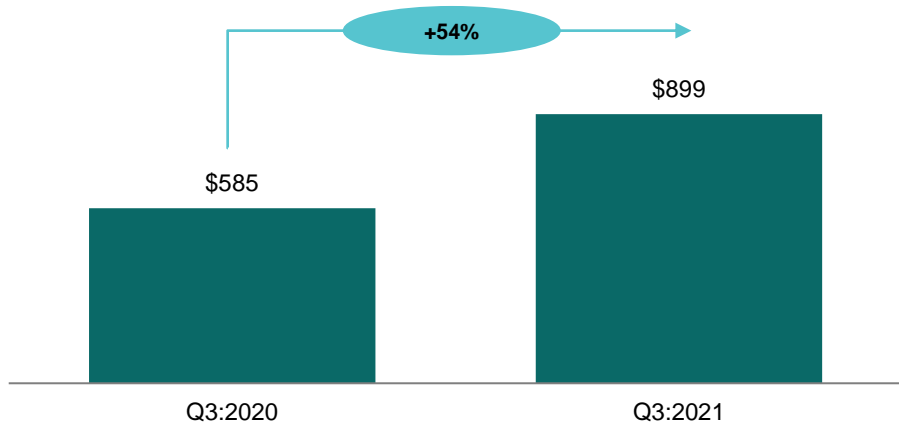
Premiums Earned

(In millions)



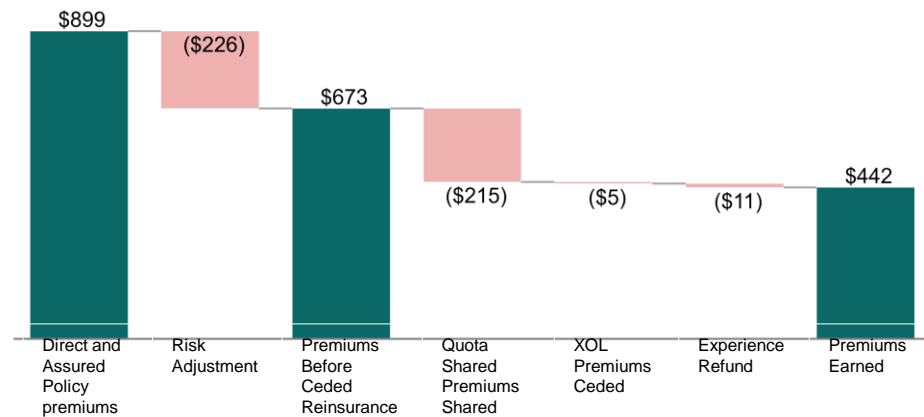
Direct and Assumed Policy Premiums

(In millions)



Premiums Walk – Q3:2021

(In millions)



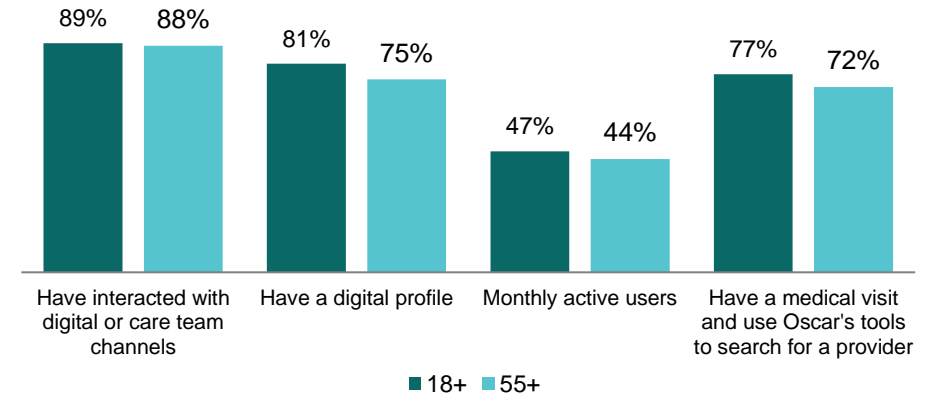
Oscar IPO – Case Study

Financial Outlook

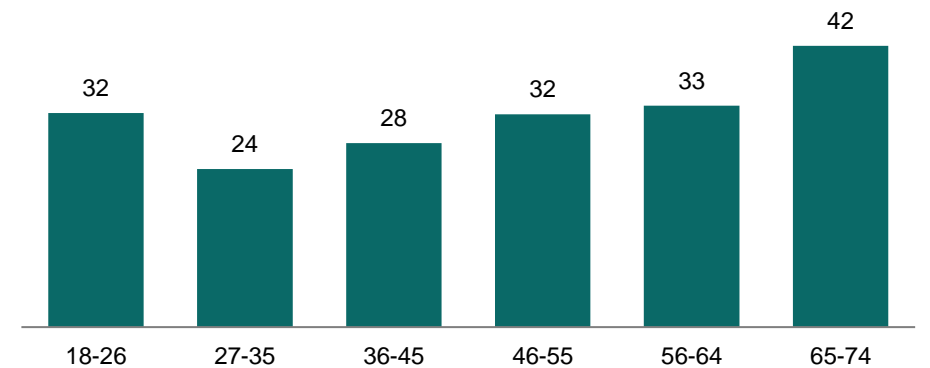
2021 Outlook

	Low	High
Direct & Assumed Policy Premiums ⁽¹⁾	\$3,350	\$3,450
Medical Loss Ratio	89%	91%
InsuranceCo Admin Ratio	21%	22%
Combined Ratio	110%	112%
Adjusted EBITDA ⁽¹⁾	(\$480)	(\$450)

Engagement Method by Age⁽²⁾



Net Promoter Score (NPS) by Age Group⁽²⁾



Oscar IPO – Executive Summary

Management Team



Mario Schlosser
*Co-Founder and
Chief Executive
Officer*

- Mario co-founded Oscar and has been serving as the Chief Executive Officer since 2012
- He previously co-founded Sofin corporation
- Prior to Sofin, Mario was a Senior Investment Associate at Bridgewater Associates and worked as a consultant for McKinsey & Company in Europe, the U.S. and Brazil
- Mario holds a degree in computer science from the University of Hannover in Germany and an MBA from Harvard Business School



Meghan Joyce
*Chief Operating
Officer and EVP of
Platform*

- Meghan has been serving as the Chief Operating Officer and EVP of Platform since 2019
- She previously served as Regional General Manager, US & Canada at Uber
- Prior to Uber, Meghan served as a Senior Policy Advisor for the United States Department of the Treasury and a consultant for Bain & Company
- Meghan holds a Bachelor's Degree from Harvard College and an MBA Degree from Harvard Business School









**Richard Scott
Blackley**
Chief Financial Officer

- Richard currently serves as the Chief Financial Officer, where he oversees accounting, financial planning and analysis, actuarial, corporate development, sales and network
- He previously served as the Chief Financial Officer of Capital One
- Prior to Capital One, he held various executive positions at Fannie Mae, most recently as Senior Vice President and Chief Financial Officer of the Capital Markets Group
- Scott holds a bachelor's degree in Accounting from the University of Utah










Oscar IPO – Executive Summary

Transaction History

Date	Transaction Type	Amount (\$mm)	Key Investors
12/17/2020	Later Stage VC	\$140	
10/30/2020	Debt - General	\$150	
6/26/2020	Later Stage VC	\$225	
1/1/2020	Debt - General	\$142	NA
8/14/2018	Later Stage VC	\$375	
3/27/2018	Series G	\$165	
NA	Debt - General	NA	

Oscar IPO – Executive Summary

Transaction History (cont'd)

Date	Transaction Type	Amount (\$mm)	Key Investors
2/22/2016	Series A8	\$400	
9/15/2015	Series A7	\$33	capitalG
4/20/2015	Series A6	\$145	 FOUNDERS FUND
5/14/2014	Series A5	\$80	formation 8
1/9/2014	Series A4	\$30	 FOUNDERS FUND
7/18/2013	Series A, AA and AAA	\$52	  FOUNDERS FUND    

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