



THE METABOLIC APPROACH TO SUSTAINABLE WEIGHT LOSS.

FIRST ANNUAL **ZONE.HEALTH** ANNUAL REPORT

We're thrilled to release **Zone.Health** inaugural Annual Results Report: our first-ever comprehensive look at population-level data from our members. We followed hundreds of members throughout their 6 months program over the last 12 months and looked at their 3-month and 6-month progress across key metabolic and clinical outcomes to measure improvements in their weight and overall health as a result of the Zone.Health weight loss program.



JANUARY 2024

ABOUT ZONE.HEALTH

In a world where traditional healthcare often falls short in addressing the diverse and individualized needs of patients, the Zone Medicated Weight Loss program stands as a beacon of personalized healthcare. Our approach transcends the usual fragmented and tiresome health transformation process, offering a journey that is seamless, evidence-based, and motivating.

WE PROVIDE CONTINUOUS CARE THROUGHOUT THE ENTIRE WEIGHT LOSS JOURNEY

LEARNING

- **45-minutes doctor visit:** doctor reviews lab work, consults with member, confirms eligibility and prescribes medication, if appropriate
- **First coaching session:** Accountability coach guides the member through the program fundamentals and setting goals
- **First dietician session:** Registered dietitian helps to identify causes and improves food choices
- **Continuous Glucose Monitors:** members starts their journey with a CGM device, allowing them to start exploring their blood spikes and learn more about their eating habits.

CONTINUOUS MONITORING

- **Virtual monitoring:** patients start their journey in a virtual setting with all healthcare team members available in the Zone app.
- **Incorporate new routines:** Member sets and tracks goals for food, sleep, exercise, and emotional health
- **Practice:** Member begins to feel more confident and sets new goal[]
- **Medication check-in:** Doctor confirms that member is not experiencing side effects and adhering to medication guidance

FOLLOWUP

- **Monthly assessing:** of Body Composition Analysis (fat loss vs muscle loss) and titrations medications appropriately
- **3 months follow up session:** In conjunction to virtual follow-ups and trackings, members have a midway checkpoint with their physician, coach and dietician. This gives a guide of the improvements and their behavioral change journey.

SUSTAINING

- **Medication titration:** Doctors starts titrating the medication doses down to be able to sustain their weight loss results.
- **Sustain:** Following the behavioral change aspect of the Zone program, members continues to practice new habits and sustains results without medication

REAL RESULT MATTER



ONE YEAR IN, OUR DATA IS TRANSPARENTLY CLEAR- ZONE.HEALTH WORKS.

Our program has demonstrated significant weight loss and improved metabolic health outcomes that surpass results reported in clinical trials, and far exceed outcomes seen in traditional care weight loss programs or prescription-only focused telemedicine programs.

In this report, we will present results from the following categories:

- **Weight loss:** evidence of sustained results, maintaining weight loss goals at 3 and 6 months
- **Clinical improvements at 3 and 6 months:** improvements in clinical biomarkers, including lipid profile, HbA1c, NAFLD markers.
- **Pre-diabetes remission:** data on members who were prediabetic at the beginning of the program and their improvements
- **Improvements in Metabolic Markers:** members improvements in metabolic markers

EXECUTIVE SUMMARY

In a real-world cohort of the initial members, **Zone Medicated Weight Loss achieved an impressive average weight loss of 13% and further decreased to 20% at 9 months.** Alongside weight loss results, the Zone weight loss program resulted in significant improvements in fat mass reduction, improved lipid profile (as measured by reductions in triglycerides, total cholesterol, and LDL levels), and liver enzymes (as markers of NAFLD).

All of the Zone members have experienced an improvement in at least one metabolic marker and **95.5% of members experienced an improvement in at least 2 metabolic markers.** 78% of members who completed 3 months with pre-diabetes reversed their condition and improved HbA1c levels back to normal ranges.

ZONE AVERAGE WEIGHT LOSS

-8%
at 3 months

-13%
at 6 months

- 20%
at 9 months

METABOLIC HEALTH IMPROVEMENTS

77%
achieved their weight
loss goals

64%
Had improved
cholesterol levels

73%
Had improved
LDL levels

80%
Achieved their target
of fat loss

89%
had improved AST levels back to normal ranges
and 80% had improved ALT

79%
of members who started the program with
prediabetes reversed their condition

89%

Retention Rate at 3 months

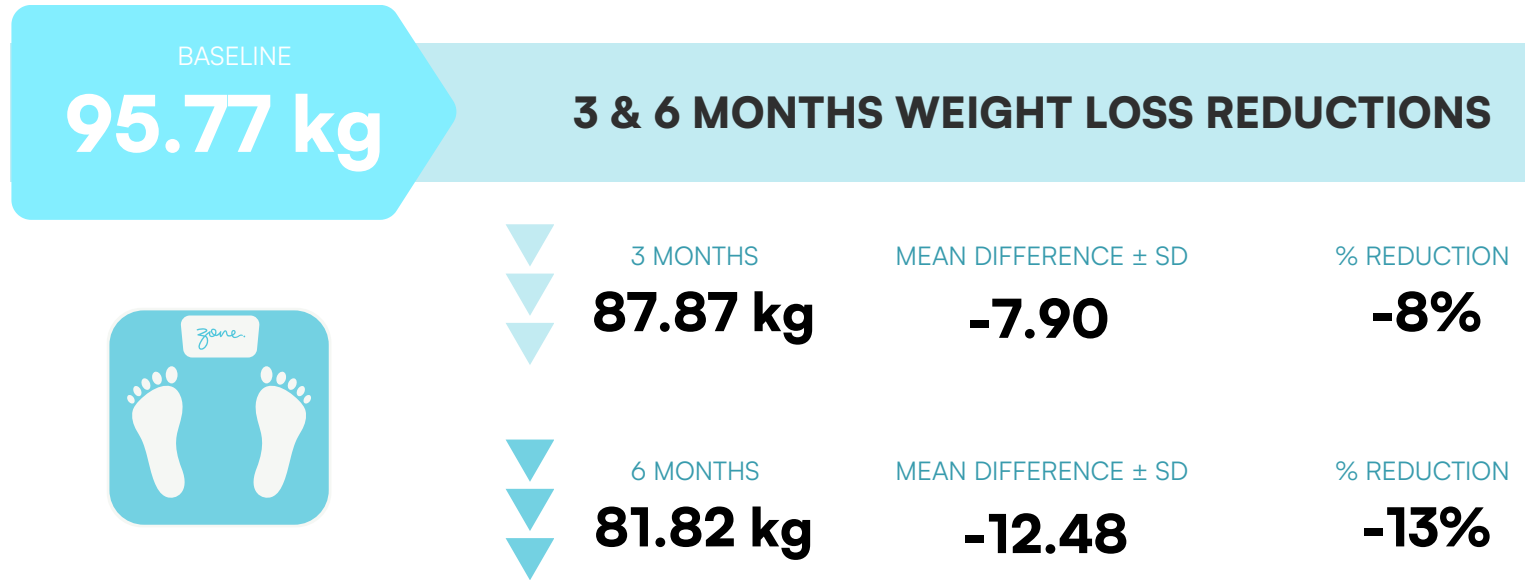
66%

Retention Rate at 6 months

RESULTS MEMBERS ACHIEVED

WEIGHT LOSS

At **3 months**, the mean weight loss was **-8%**, whilst mean weight loss was **13%** at **6 months**. The average weight loss achieved with the Zone program differed by starting BMI. Specifically, mean weight loss at 6 months was 16% for members who began with a BMI of 30-39, and 9% for members who began with a BMI >40.



Weight loss reductions categorized by starting BMI

BMI	Baseline	3 months	% Reduction	6 months	% Reduction
< 30	77.97	70.58	-9%	71.13	-9%
30-39	96.74	88.52	-8%	81.71	-16%
>40	135.03	125.92	-7%	122.65	-9%

RESULTS MEMBERS ACHIEVED

3 MONTHS IMPROVEMENTS

The comparison between the 3-month and 6-month outcomes of the Zone program reveals a **continuation of positive trends** and further improvements in health parameters over the extended period. In the initial 3 months, participants experienced significant reductions in weight (-7.90 kg), BMI (-2.80 kg/m²), and fat mass (-5.45 kg), accompanied by positive changes in muscle mass, cholesterol, LDL, HDL, triglycerides, ALT, and uric acid.

-14%

In Fat Mass

**Maximum Muscle
mass retention
only -5% muscle loss**

Zone's effective weight loss programs aim to reduce body fat, a key contributor to various health risks; achieving fat loss while preserving muscle mass is essential as it not only enhances physical appearance but also plays a vital role in improving overall health and mitigating obesity-related complications.

-5%

HbA1c Levels

Measuring HbA1C levels using a simple blood test identifies diabetes and pre-diabetes. HbA1C reflects average blood sugar over time, measured in percentages. Normalizing HbA1C levels indicates improved blood sugar control, resolving diabetes and reducing the risk of other health conditions.

-9%

**In liver stiffness
and -5% in UAP**

FibroScan assesses liver health by measuring stiffness, indicating fibrosis severity, and UAP (Ultrasound Attenuation Parameter); reducing both stiffness and UAP levels is crucial for improved liver function, and weight loss has been shown to positively impact these parameters, promoting liver health.

-9%

**CHOLESTEROL AND -14%
IN TRIGLYCERIDES**

LDL cholesterol, labeled "bad," builds up in blood vessel walls, posing a risk of cardiovascular disease. Its impact depends on individual health history. Reducing LDL cholesterol lowers cardiovascular disease risk. Elevated triglycerides, blood fats, can also contribute to heart disease.

RESULTS MEMBERS ACHIEVED

6 MONTHS IMPROVEMENTS

These improvements persisted and even intensified at the 6-month mark, with a more pronounced decrease in weight (-12.48 kg) and continued reductions in BMI (-4.34 kg/m²) and fat mass (-8.28 kg). Notably, the lipid profile continued to show favorable changes, including substantial decreases in cholesterol, LDL, and triglycerides. The 6-month outcomes affirm the sustained effectiveness of the weight loss program, indicating enduring and significant improvements in both weight-related and cardiovascular health parameters.

-13%

Avg Weight Lost

-22%

In Fat Mass

**Maximum Muscle
mass retention**
only -12% muscle loss

WEIGHT LOSS AT 6 MONTHS

Clinically significant weight loss (at least 10% of your body weight) has been shown to improve metabolic health conditions such as high blood pressure, high cholesterol, and diabetes. More importantly, our approach in weight loss is actually sustainable through behavioural change and focuses on losing weight from the right place. Losing fat mass while preserving muscle mass.

-24% & -17%

IN AST AND ALT ENZYMES

IMPROVE IN LIVER FUNCTIONS

Decreases in AST (aspartate aminotransferase) and ALT (alanine aminotransferase) enzymes, often observed during a comprehensive weight loss regimen, signify improved liver function and reduced liver inflammation, highlighting the positive impact of lifestyle changes or treatments on liver health.

METABOLIC MARKERS: LIPID PROFILE AT 6 MONTHS

-12%

LDL cholesterol

-16%

LDL cholesterol

-17%

In Triglycerides Levels

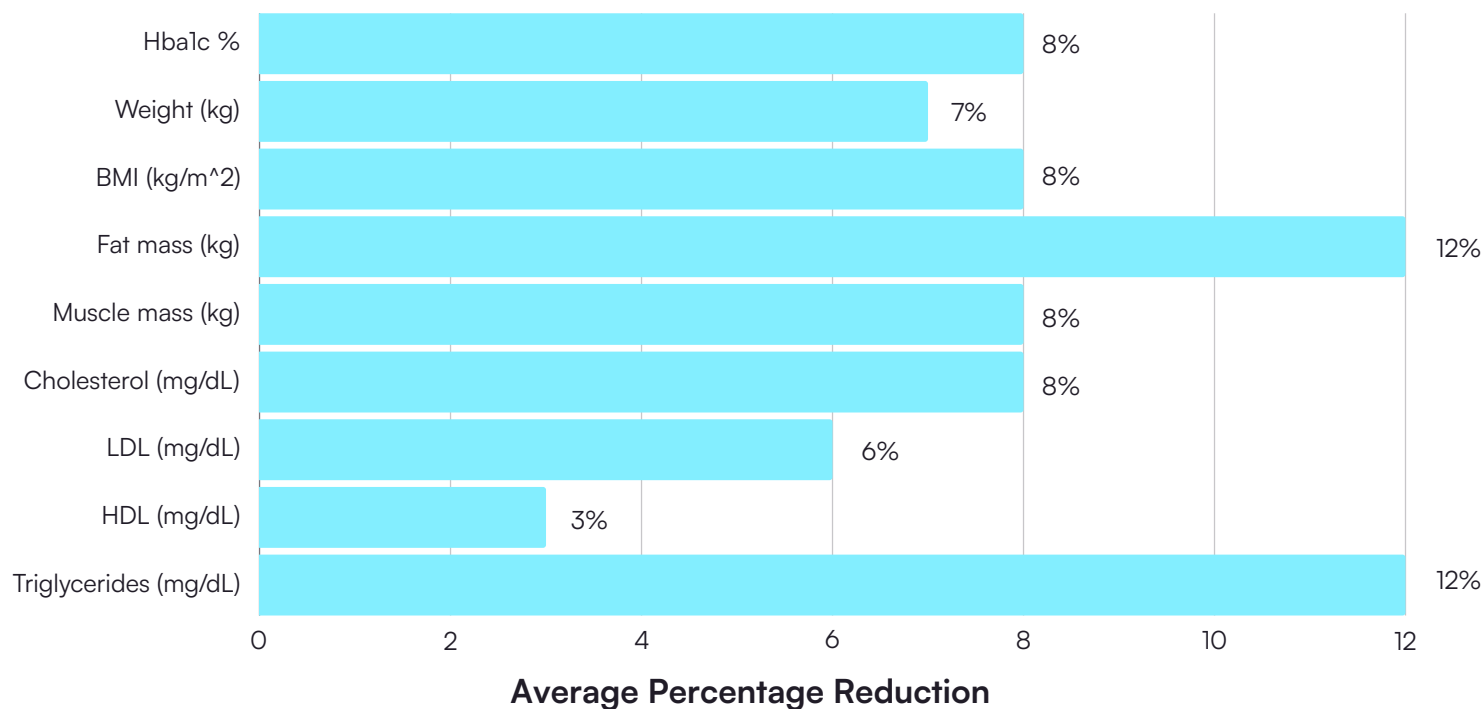
PREDIABETES REMISSION

79%

**OF PREDIABETIC PATIENTS REVERSED THEIR CONDITION TO
HEALTHY CLINICAL PROFILE, IN ONLY 3 MONTHS**

In a focused analysis of prediabetic patients in Zone, 79% successfully reversed their condition within 3 months, showing significant improvements in key health parameters. HbA1c levels reduced by -0.45, indicating an 8% improvement, highlighting the positive impact on glycemic control. There were notable reductions in weight (-7.07 kg), BMI (-2.73 kg/m²), and fat mass (-5.16 kg), reflecting 7%, 8%, and 12% improvements, respectively. Lipid profiles also showed positive changes, with reductions in cholesterol (-15.75 mg/dL) and triglycerides (-19.03 mg/dL), contributing to cardiovascular health. These findings underscore the program's efficacy in promoting weight loss, reversing prediabetes, and improving overall metabolic health in a short timeframe.

3 Months Reductions in Pre-diabetic Patients



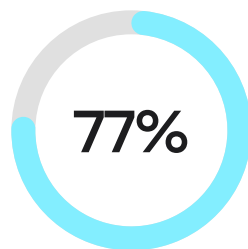
METABOLIC MARKERS

Zone Members achieved improved metabolic markers at 6 months

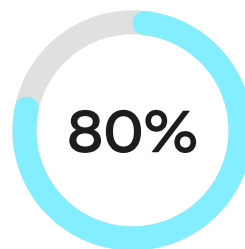
Over the course of a six-month observational period, Zone members exhibited substantial enhancements in their metabolic health markers. A noteworthy 95.45% of Zone members demonstrated progress in at least two key metabolic markers. Specifically, 77% of participants achieved a clinically significant weight loss of 10% and 80% achieved a reduction in fat mass. 73% of subjects exhibited a 5% decrease in LDL cholesterol levels, indicative of favorable cardiovascular health outcomes. Additionally, half of the cohort manifested a 5% reduction in triglyceride levels, and 64% experienced a corresponding decrease in total cholesterol.



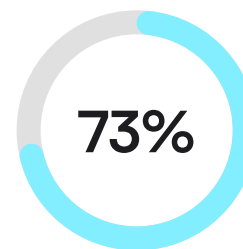
OF ZONE MEMBERS ACHIEVED AT LEAST 2 OF MARKERS



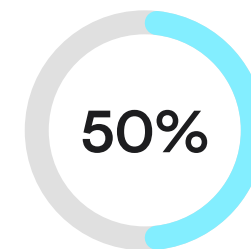
**of members
achieved 10%
weight loss**



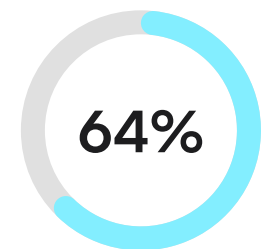
**achieved a
10% fat mass
loss**



**achieved a 5%
LDL reduction**



**achieved a 5%
triglycerides
reduction**



**achieved a 5%
cholesterol
reduction**

HOW ZONE COMPARE TO OTHER REPORTED RESULTS

For our six-month hybrid medicated obesity program at [Zone.health](https://zone.health), we employ a comprehensive approach that combines GLP-1 medications and multidimensional, hyper-personalized lifestyle modifications. This includes the integration of applications, an accountable coach, food logging, personal dietary plans, continuous glucose monitoring (CGM), monthly medication titrations, and personalized guidance from a personal trainer.

Zone vs Trials and RWE studies and Medicated weight loss programs

	Zone.Health at 26 weeks	STEP-4 Trial at 20 weeks (1)	RCT at 28 weeks (2)	RWE study at 26 weeks (3)	Coach focused medicated program (Calibrate) at 26 weeks	Coach focused medicated program (Accomplish) at 26 weeks
Weight loss	-13%	-8.75%	-12%	-10.9%	-11.6%	-11%

Most importantly, most of these studies lack reporting muscle mass retention/loss after the use of these medications, which is an important factor in deciding titration doses. Our monthly at home body composition analysis is an important component of the follow up improvement data.

These distinct trials and studies underscore the varied approaches and patient populations addressed by each program. [Zone.health](https://zone.health)'s hybrid approach stands out not only in the magnitude of weight loss achieved but also in its comprehensive and individualized strategies for overcoming obesity. Zone.Health is also surpassing weight loss in other well-known weight loss programs in the United States.

The above table shows that Zone.Health currently exceed clinical trial results on GLPs (STEP-4), published Randomized Clinical Trails and Real World Evidence studies reported.

ZONE HELPS MEMBERS ACHIEVE RESULTS THAT CANT BE MEASURED

“In the span of 6 months, I lost 18kgs and reversed my pre-diabetes, fatty liver, and hyperlipidemia. As a co-founder of Zone as well as an early patient, the journey helped me not only completely reverse my own metabolic issues, but also re-shape and enhance the experience for all of our members.”

“

“I can play more often with my kids because of the lifestyle changes.
Thanks to the team at Zone. I highly recommend this program for people looking to lose weight and feel good about themselves.”

“Zone Health turned my weight loss struggles around. The caring team transformed my habits and helped me reach my goals in just 6 months. Highly recommend for effective and lasting results.”

”



CONCLUSIONS



The *zone.* Results Guaranteed

If members who complete their 6 months program don't lose **10%** of their initial body weight they're eligible for a refund.

*terms and conditions apply



Quality Evidence

The hybrid program, combining GLP-1 medications with a continuous, data-driven lifestyle intervention, has shown significant weight loss and improved metabolic health outcomes. The evidence from our initial cohort highlights an average weight loss of 13% sustained over 6 months, coupled with remarkable improvements in metabolic markers such as lipid profile and liver enzymes. 78% of patients with prediabetes reserved their condition within three months, showcasing the program's efficacy in addressing key health concerns. We will continue to report longer term outcomes in future reports.



Continuous Research

Zone's research to date has established the program's efficacy. Ongoing iteration and quality improvement will ensure engagement, quality, and results can continue to improve with scale. Zone.Health findings suggest that this approach that utilizes continuous engagement by an integrated care team and using digital tools can lead to better outcomes and Return-on-Investment when using GLP-assisted weight loss programs.

Results from this initial report has been accepted for publication in the *Journal Diabetes Technology and Therapeutics* at the annual ATTD-2024 conference.