

Home-Delivered Nutrition

Mom's Meals®, A PurFoods® Company
MomsMeals.com | 1.866.716.3257

Confidential and Proprietary

MOM'S
MEALS®



SINCE
1999



YOUR MOM'S MEALS SUPPORT



Cole Bradham

VP, Business Development



877-402-3958



614-738-3133



cole.bradham@momsmeals.com



momsmeals.com



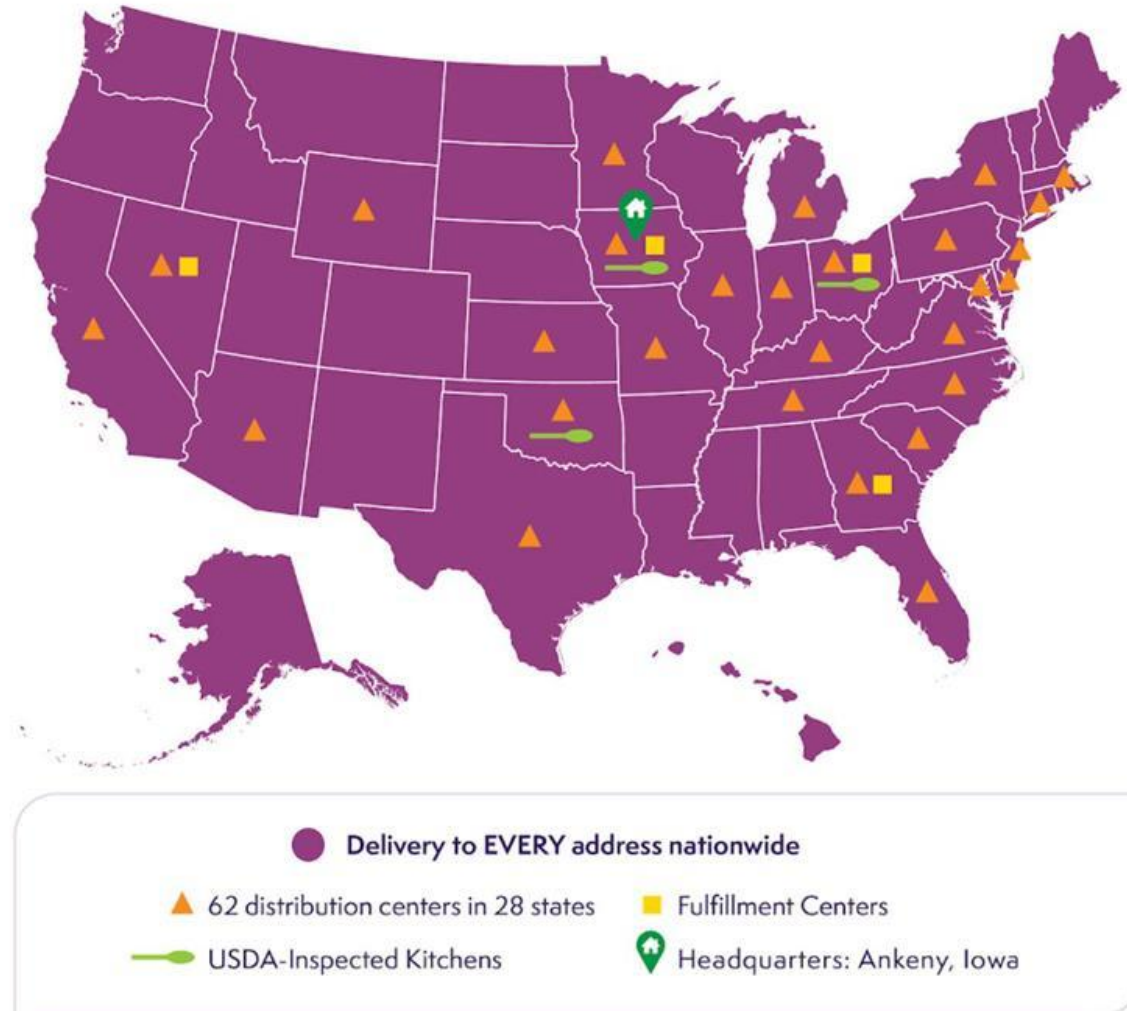


MISSION

Improving life through
better nutrition at home.

MOM'S MEALS OFFERS 27 YEARS OF EXPERIENCE THAT CAN SCALE TO YOUR NEEDS

- Founded in 1999, HQ in Ankeny, Iowa
- Delivering 70+ million meals each year
- 600,000+ individuals served last year
- 69 locations and delivery nationwide - any address, no matter how remote
- 2,300+ employees, all based in U.S





MOM'S MEALS PRESENCE IN NEVADA



11 YEARS

Mom's Meals has been providing medically tailored home-delivered meals in Nevada since 2015



119 EMPLOYEES

In NV, who are proud to work and live alongside the people they serve every day



NV Donations

\$10,000 to Three Square Food Bank in Southern Nevada (2024)
500 food kits to The Just One Project in Southern Nevada (2025)
350 meals donated through Hunger Challenge



1 LOCATION

We have a **25,000 square foot Fulfillment Center in Nevada**. Invested an additional \$2.5M into the facility in 2025



\$340,000

Locally sourced ingredients in 2025 from Nevada



We **deliver meals to every zip code** in Nevada even in rural communities



IMPROVING LIFE THROUGH BETTER NUTRITION AT HOME

EXPANDING ACCESS TO NUTRITION



Long-Term Care



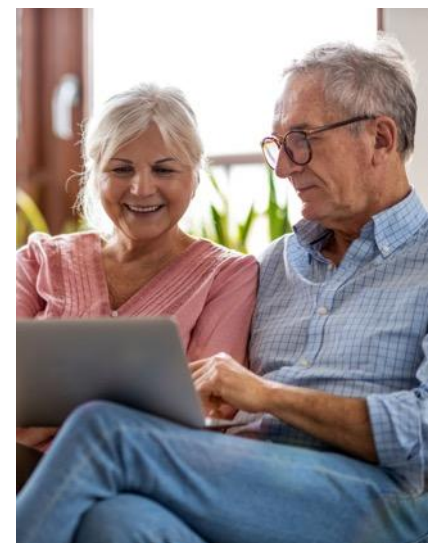
Chronic Care



Post-Discharge



Maternal & Child Health



Private Pay & Caregivers

OUR NUTRITIONAL FOUNDATION

Highest Levels of Food Safety, Quality & Access

- USDA- and FDA-inspected facilities
- Designed to travel nationwide
- Delivery to any address, no matter how remote



High Nutrition Value

- On average, meals contain:
 - <10% of calories from added sugars
 - <10% of calories from saturated fats
 - <700 mg of sodium
 - 19g of protein
 - 9g of fiber



Meets National Nutrition Standards

- USDA Dietary Guidelines for Americans
- American Heart Association
- American Diabetes Association
- National Kidney Foundation



High-Quality Ingredients

- Stringent supplier evaluation and auditing
- Free from:
 - Artificial food dyes
 - Artificial sweeteners
 - Artificial flavors
 - Other additives commonly found in ultra-processed foods



**Wholesome,
Nutritious
Meals That
Taste Great**



MEDICALLY TAILORED MENUS

Meeting the nutritional requirements of most major health conditions



Diabetes-Friendly
<67g carbs, <800mg sodium



General Wellness
Meets Dietary Guidelines and supports overall wellness



Gluten Free
Tested <20ppm gluten
not a dedicated kitchen



Heart-Friendly
<800mg sodium, <30% from fat,
<10% from sat fat



Lower Sodium
<600mg sodium



Protein +
>600 calories
>25g protien



Pureed
For dysphagia patients with
difficulty swallowing



Renal-Friendly
<800mg sodium, <833mg
potassium <300mg phosphorus



Vegetarian
May include dairy, eggs beans,
plant proteins and nuts
(Vegan not available)



NUTRITION COUNSELING & EDUCATION

Member centric education Strengthens participant stability, reduces avoidable utilization, and supports aging in place for agency participants when integrated with Mom's Meals nutritional offerings

- **RD-led, condition-specific expertise**
- **Tailored, member centric engagement**
- **Drives improved clinical outcomes**
- **Assists members with:**
 - Understanding menu options and how to select the right menu for their condition, allergies and preferences
 - Learning about healthy eating for their condition, including portion size, recipe and meal prep ideas, and how to connect with healthy and affordable food in their communities
 - Facilitating progression for members to become more independent in their management of their condition and nutrition
 - Supporting members through nutrition journey



MOM'S MEALS DELIVERS AN INTEGRATED AND FLEXIBLE APPROACH TO NUTRITION

FRESH FOUNDATIONS NUTRITION CARE PLATFORM™

A clinically governed Food as Medicine platform with configurable nutrition capabilities.

Mobile App
Coming Soon!

Deployable. Combinable. Scalable.



Medically Tailored
Meals



General Wellness
Meals



Kosher and Halal
Meals



Shelf Stable
Meals



Oral Nutrition
Supplements



Produce and
Pantry Boxes



Nutrition
Counseling and
Education

Member Engagement • Data Capture • Outcomes Reporting



Home Delivery

Meals delivered directly to participants homes to support nutrition, independence, & care plan goals



Site-Delivered for Congregate Dining

Meals served at PACE centers to support participant engagement, nutrition and overall care experience



Site-Delivered for Redistribution

Meals delivered to PACE centers or partner locations for flexible distribution based on participant needs and program operations



2025 MOM'S MEALS CUSTOMER SURVEY RESULTS



89%

Overall client satisfaction



94%

Delivery service satisfaction



98%

Taste satisfaction



92%

Of customers choose their own meals when ordering



73%

Say **home-delivered meals** is the most important service allowing them to **stay in their homes**



96%

Customer care satisfaction



Scan to read more about our customer survey results in *The Full Scoop*

*Source: 2025 In-cooler survey >1,000 respondents





WHAT MAKES OUR MEDICALLY TAILORED MEALS DIFFERENT



Refrigerated



Supports Most Major Chronic Conditions (pureed, gluten-free, and allergen friendly available)



Choice of Every Meal, Every Delivery*



Compassionate Customer Care



Delivery to Any Address – Home or Site Delivered



Designed by registered dietitians



Produced and packaged in USDA and FDA inspected facilities



No artificial flavors, sweeteners or food dyes

*Initial deliveries will have a variety of meals based on dietary preferences





PREVENTION IS BUILT INTO OUR OPERATIONS

Our operational safeguards include:



Eligibility Verification

- Eligibility checked **before service begins**
- Ongoing verification during service period



Service Verification

- Proof of delivery obtained prior to billing
- Documentation maintained for audit readiness



Service Continuity Monitoring

- Regular communication with members via customer care, drivers, and digital channels (test, email, portal)
- Escalation when clients cannot be reached
- Reporting to case managers



Billing Discipline

- Billing only occurs after confirmed delivery
- Reconciliation and overpayment safeguards
- Internal billing audits to ensure accuracy and alignment with service delivery

Many fraud, waste, and abuse risks originate from operational gaps--these controls are designed to prevent those issues and reduce improper payments before billing occurs



CASE STUDIES: EVIDENCE-BASED APPROACH



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MOM'S MEALS PUBLISHED STUDIES

We are the only MTM provider with 3 NIH-funded studies and 6 published studies demonstrating the efficacy of our solutions



UNITEDHEALTH GROUP[®]



Diabetes

PARTICIPANTS: 154 people with type 2 diabetes and a continuous glucose monitor (CGM)

RECEIVED: 3 diabetes-friendly meals/day for 4 weeks plus meals for 1 other family member

RESULTS: Significant improvements in:

- Time in range (TIR)
- Time above range (TAR)
- Glucose management index (GMI)

Renal

PARTICIPANTS: Dialysis patients

RECEIVED: 3 meals lower in sodium, phosphorous and potassium/day for 4 weeks

RESULTS: Reduction in the following

- Interdialytic weight gain (IDWG)
- Sodium intake
- Thirst and dry mouth scores

Chronic Liver Disease

PARTICIPANTS: 40 adults with cirrhosis and ascites (chronic liver disease)

RECEIVED: 3 lower sodium meals/day for 4 weeks

RESULTS: Those receiving meals had reduced need for paracentesis (surgical puncture to remove fluid)

- Improved quality of life
- Fewer days in the hospital
- Improved grip strength

Heart Failure

PARTICIPANTS: Medicare Advantage members with and without heart disease

RECEIVED: 2 or 3 meals/day for 4 weeks (56-84 meals)

RESULTS: Exposure to posthospitalization home delivered meals was associated with lower 30-day rehospitalization and mortality

Heart Failure

PARTICIPANTS: 33 patients aged 65 or older hospitalized for heart failure

RECEIVED: 3 meals lower in sodium, phosphorous and potassium/day for 4 weeks

RESULTS: Reduction in the following

- Fewer HF rehospitalizations
- Improved HF symptoms and physical limitations

Food As Medicine Evidence

FOCUS: Review of clinical, economic and policy evidence on medically tailored meals

RESULTS: Improves health outcomes, reduces hospital and ED use and lowers total cost of care

IMPLICATIONS:

- Validates MTMs as a value-based care solution
- Supports expanded coverage and adoption

Sources: <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC9396729/>, <https://onlinelibrary.wiley.com/doi/10.1111/hdi.12902>,
<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC7793123/>, <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC10291360/>,
<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC6205816/>, <https://www.mdpi.com/2227-9032/13/22/2899>





Inland Empire Health Plan(CHF)



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IEHP CASE STUDY

Dual-eligible members members with heart failure

- 93 enrolled members recruited from Riverside and San Bernardino Counties starting June 2021
- 6-month program of services from IEHP and Mom's Meals – Home-delivered meals, Produce and Pantry Boxes, Nutrition Counseling, safety



50%

reduction in
hospitalizations
and ED visits



5.8 lbs.

average weight
loss/person



INCREASE

in medication
adherence
PDC from 33% to 100%



COST SAVINGS

Annual Cost Savings
\$77,419 to \$58,064
per member per year
=
\$19,355 per year
cost savings or
\$1,613 value



25%

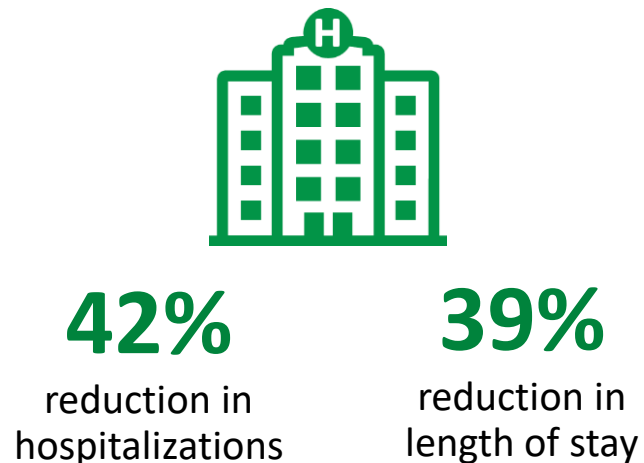
reduction in total
cost of care



IEHP 12-MONTH RESULTS

Reanalysis of claims 12 months after program end date show lasting impact

- Data for 93 enrolled members reanalyzed 6 months after first analysis; 12 months after program end date
- Members self reported improved access to healthy foods and lower salt consumption, as well as reduced HF symptoms such as shortness of breath and swelling





UHC HPN CASE STUDY (Diabetes)

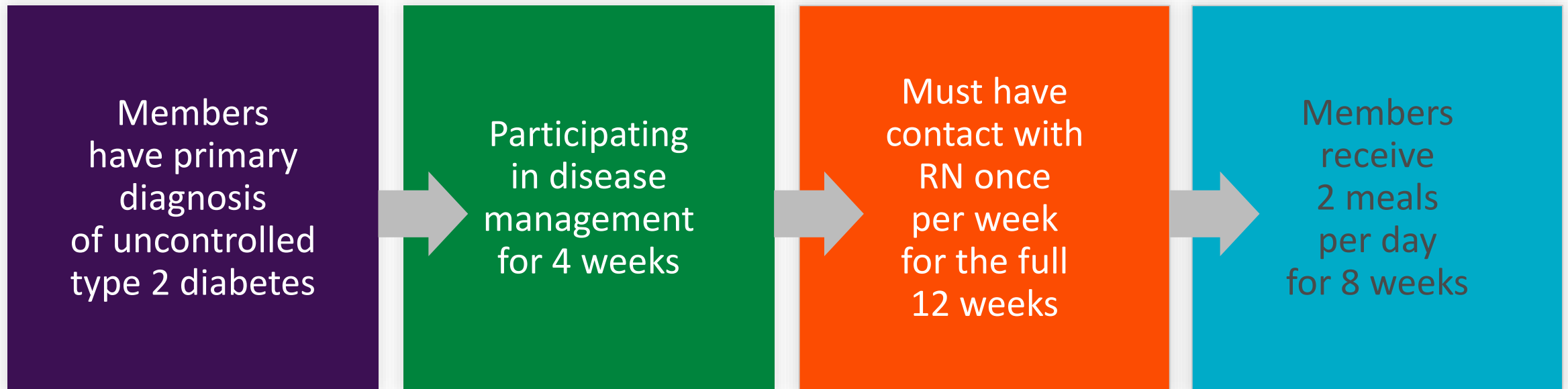
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HPN CHRONIC CARE PROGRAM DESIGN



HEALTH PLAN OF NEVADA
A UnitedHealthcare Company



HPN DIABETES PILOT :PROGRAM RESULTS

125 members completed the 8-week meals and counseling program



17.5% Avg. A1c Reduction



HPN IMPACT: DOUBLED MEMBER CONVERSION

The addition of Mom's Meals to the Diabetes Management Program increased member engagement



 **21%**

Member call conversion rate for DM program after adding Mom's Meals. Compare to typical rate of 11%.

 **55%**

Average length of member engagement in program increased from 8 to 18 weeks once Mom's Meals were introduced.



HPN IMPACT: SHARP COST OF CARE REDUCTION



HEALTH PLAN OF NEVADA
A UnitedHealthcare Company

↓ **32%**

Decrease of total cost of care post-period
PMPM lowered from \$1,339 to \$911

Total cost savings
(annualized)

\$427 PMPM • \$5,127 PMPY

↓ **82%**

Acute in-Hospital Stays

↓ **44%**

**Observational
Stays**

↑ **27%**

Rx PMPM
Rx spend increased,
indicating medication
adherence

Source: Pulled claims six months before admission into program and six months post-program





SIMPLY FL CASE STUDY (Maternal Health)



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GESTATIONAL DIABETES STRATEGY AT SIMPLY HEALTHCARE/ANTHEM

OBJECTIVE

Reduce risks associated with diabetes during pregnancy, including:

- C-Section rates
- Delivery complications
- NICU admissions
- Hospital admissions
- ER Usage
- Preterm deliveries

Identify eligible members



Enroll in monitoring/IVR program



Deliver nutritious meals directly to members' homes



Track progress with monthly/semi-monthly touchpoints



Analysis and Outcomes

An orange graphic of a spoon handle and bowl, positioned at the top left of the slide.

SIMPLY'S PROGRAM: TAKING CARE OF BABY AND ME

Member Identification

- Identified through a bi-weekly claims report
- My Advocate Program
- Inpatient Census

Members Eligibility

- Members with high-risk members with history of preterm labor, preterm deliveries and high blood pressure
- Members with gestational diabetes, history of gestational diabetes or preexisting Diabetes Mellitus (Mom's Meals)

Contact with Case Manager

- At least monthly; more depending on risk level
- Members also receive a glucometer for tracking blood sugar levels and supplies, education, and insulin management as prescribed per physician plan of care
- Referrals sent to Dietician or Nutrition Consultant



MEDICALLY TAILORED MEALS

Improve health outcomes and reduce total cost of care

Mom's Meals partnered with Simply Healthcare to provide home-delivered meals to high-risk pregnant women with gestational diabetes in Florida.

Participants received:

- 2 meals a day for 10 weeks from our diabetes-friendly menu
- Referrals to dietitians or nutrition consultants
- A glucometer to test blood sugar levels

RESULTS AFTER TWO YEARS



45%
DECREASE

In NICU admissions with
8 due to hypoglycemia*



35%
IMPROVEMENT

In blood sugar control

*Improvement between year one and year two of the program.



UHC WISCONSIN CASE STUDY (Behavioral Health)



UHC WI MEMBER IDENTIFICATION



- 96 members with a primary risk factor of behavioral health were identified out of 260 high-utilizing members with a behavioral health diagnosis
- Aimed to engage 50-75 members
- Members from SSI population and BadgerCare and MyConnections plan
- All members have case management
- Members were recruited through their case manager
- Case managers contacted members weekly to assess:
 - Provider visits
 - Medication adherence (also monitored report on fills)
 - Satisfaction



UHC WI HOME-DELIVERED MEALS PROGRAM

Intervention

Meal Benefit: Program enrollees received 3 condition-appropriate home-delivered meals per day for 90 days

UHC WI additionally offered two shorter-term VAB meals programs:

- **Post-Discharge:** Medicaid SSI members with pneumonia, COPD or cardiac disease discharging from an IP hospital stay were eligible for home-delivered meals
- **COVID-19 Support:** Members impacted by COVID-19 were eligible for home-delivered meals

For both programs, members were identified through working with a case manager

- Pilot date range and analysis completed
 - One year (pre-period and post-period)
- Analysis completed by UHC Healthcare Economics team



UHC WI IMPACT: SHARP REDUCTION IN COST OF CARE

44%
DECREASE

In total cost of care post-period
for program membership

PMPM lowered from \$1,491 to \$837

20%
INCREASE

In total cost of care for
lowest cost members

PMPM rose from \$422 to \$508

 **61%**

Inpatient Costs

 **48%**

Inpatient Admits

 **34%**

ED Utilization

 **27%**

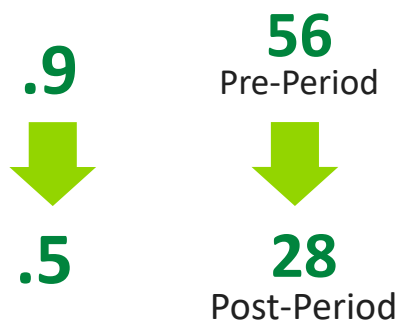
Inpatient Days

UHC WI IMPACT: POSITIVE UTILIZATION CHANGES

Inpatient admits

DECREASED SIGNIFICANTLY

Average IP Visits PMPY

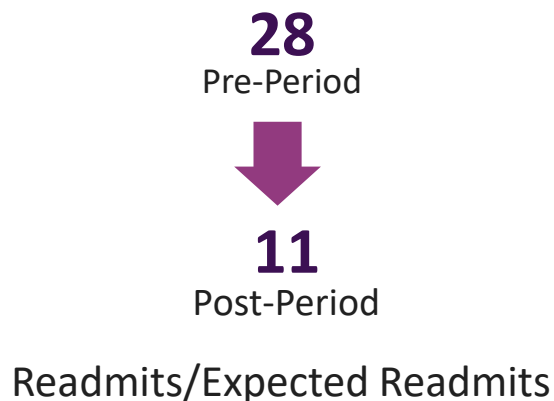


IP admits **DECREASED** in every category with most change among lower utilizers (1-3 admits)

Most members had **no IP visits pre-period** and ended up with an average of **.3 PMPY post-period**

Readmissions

DECREASED SIGNIFICANTLY



Outpatient costs

DECREASED SOMEWHAT

