



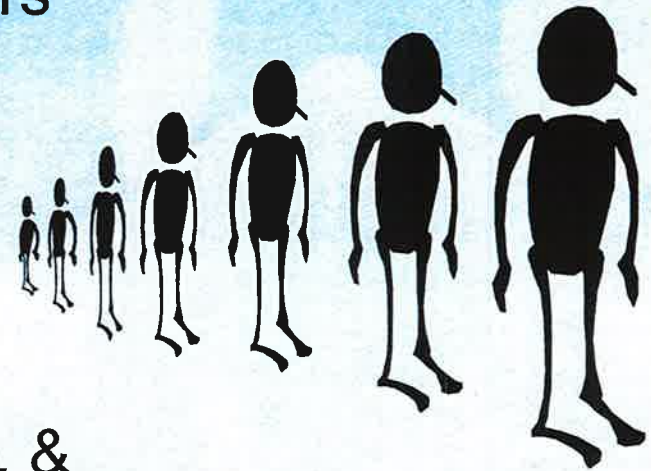
Lifestyle is the single largest factor for illness and premature death.



The Problem



- Modifiable Health Risk Factors
 - Lack of physical activity
 - Poor nutrition habits
 - Tobacco use
 - Alcohol consumption
- 80% of heart disease, stroke, & type 2 diabetes cases
- 40% of cancer cases



What Is Wrong With This Picture?



- We spend 97% of available healthcare dollars for restoration/illness, and...
- We spend 3% of the available healthcare dollars on prevention

BUT...

- 72% of disease is preventable
- 50% of cancers are avoidable
- 50% of accidents are avoidable

-William B. Mercer Study, 2003

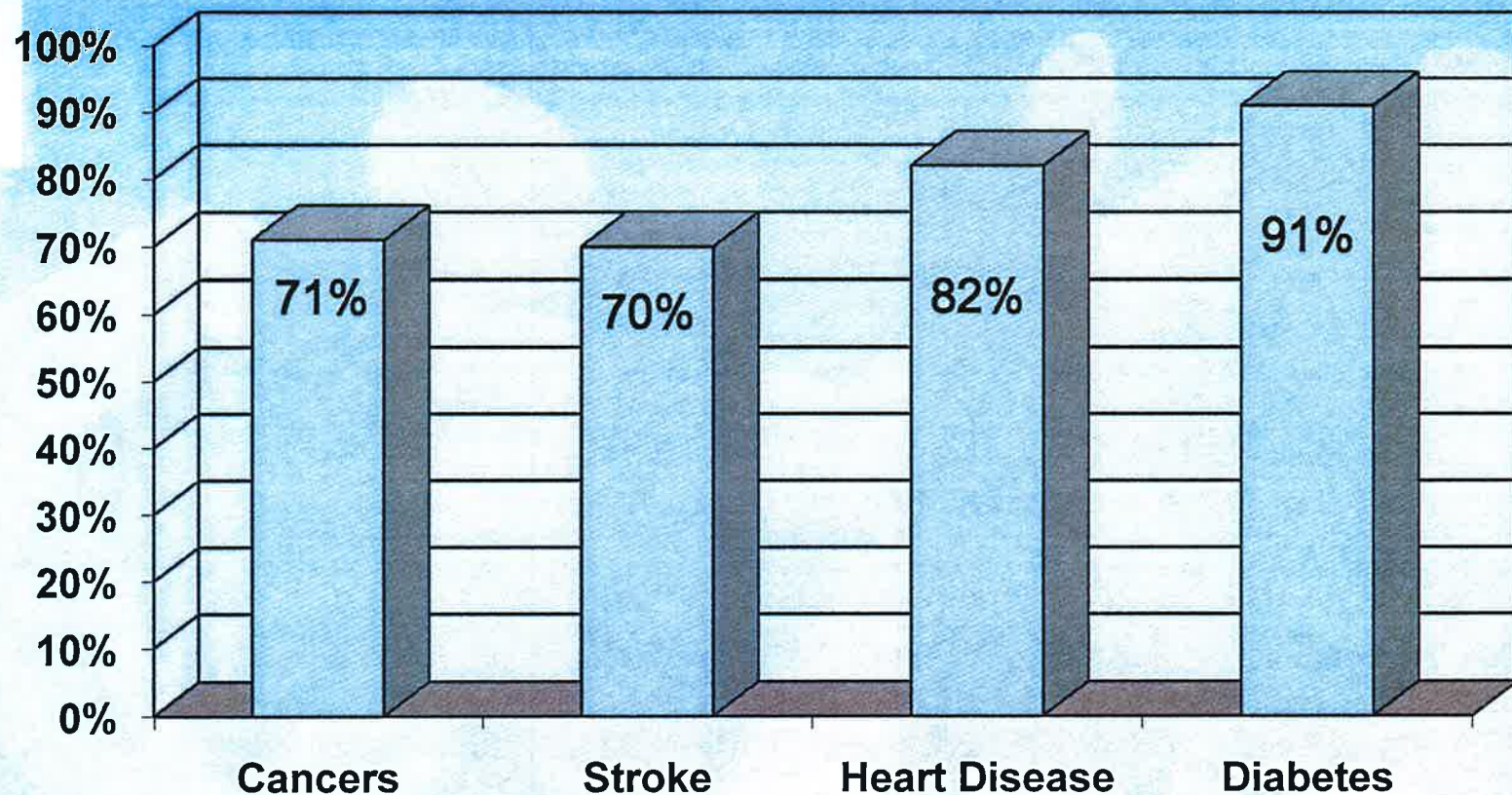


The Crisis: Lifestyle



- Americans get 34.7% of their calories from fat.
- 30% of the American adult population gets the recommended amount of physical activity
- 29% of the population stops taking prescribed medications before they run out
- More than 1/2 of Americans with chronic disease do not follow physician lifestyle recommendations
- 20.8% of Americans smoke tobacco

Chronic Diseases Caused by Poor Lifestyle

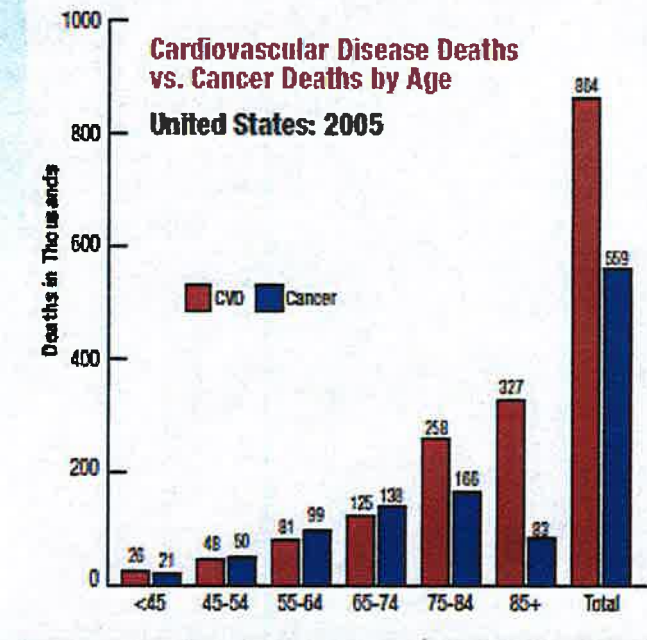


Sources: Stampfer, 2000; Platz, 2000; Hu, 2001

The Crisis: Cardiovascular Conditions



- 1 in 3 adults has high blood pressure
 - 78.7% of adults with high BP are unaware of their condition
- 42% of adults have high cholesterol
- Cardiovascular disease accounts for 34.5% of all deaths
- In 2006, there were 4,378,000 visits to the emergency room with the diagnosis of cardiovascular disease

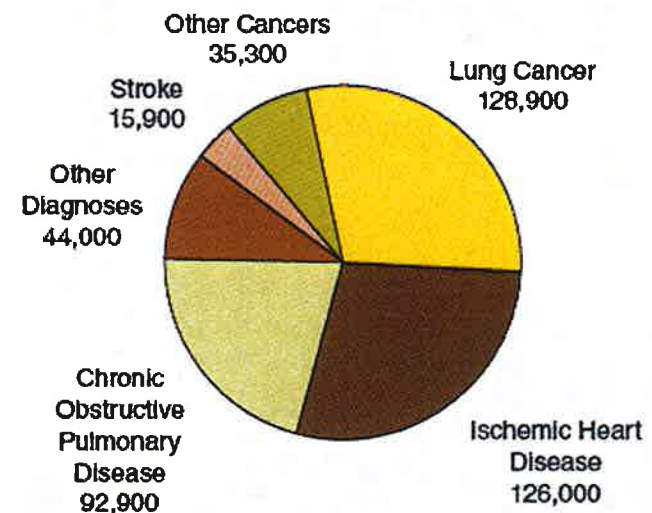


The Crisis – Tobacco-Related Illness



- 20.8% of Americans smoke
- Leading cause of preventable death
 - 1 in 5 deaths attributed to tobacco (443,000 deaths/year)
- For each death, 20 people suffer from serious tobacco-related illness

About 443,000 U.S. Deaths Attributable Each Year to Cigarette Smoking*



* Average annual number of deaths, 2000–2004.
Source: *MMWR* 2008;57(45):1226–1228.

The Impact - Tobacco



What it Means to Average Employer . . .

- The average smoker costs
 - \$1,623 per year in excess medical expenses
 - \$3,391 per year in excess medical expenses *and* productivity losses
- Twice as likely for hospital admissions
- 50% more likely to be absent
 - 5.5 more work days per year

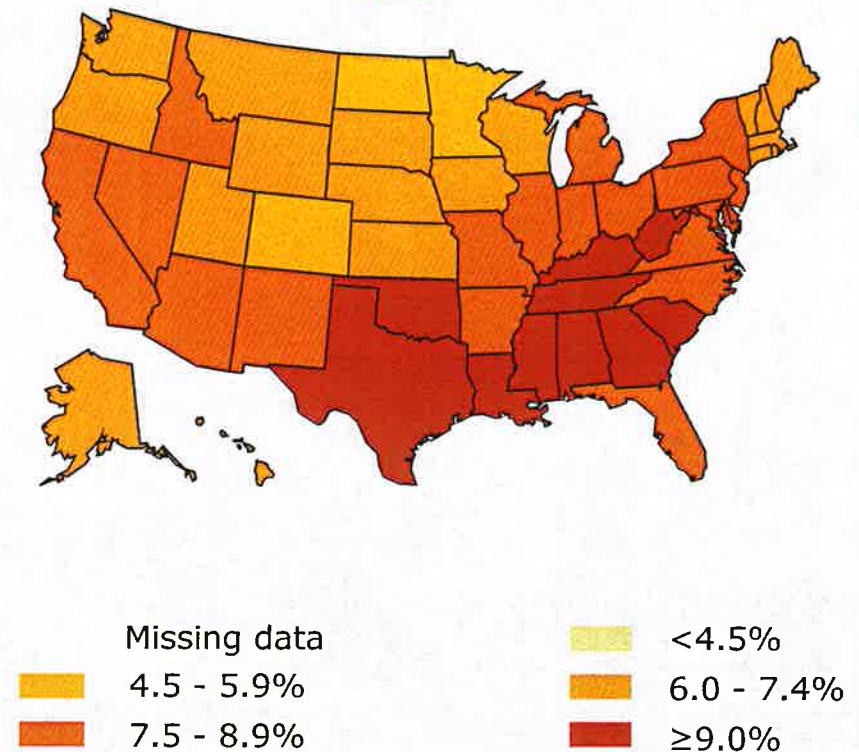


Wellness Target: Diabetes



- 10.7% of Americans over the age of 20 have diabetes
- Diabetes-associated complications
 - Heart disease and stroke
 - High blood pressure
 - Kidney disease
 - Amputations
 - Blindness

Percentage of U.S. Adults with Diagnosed Diabetes in 2007



The Impact: Diabetes



What it Means to Average Employer . . .

- The average diabetic costs \$11,744 in *direct* healthcare costs per year
- Cost of healthcare for persons with diabetes is 5 *times* that of healthy people
- Rates of heart disease increase 2 to 4 times in people with diabetes
- Diabetes is the leading cause in kidney failure



* Estimate cost based upon Centers for Disease Control and Prevention statistics and not actual Texas Molecular data.

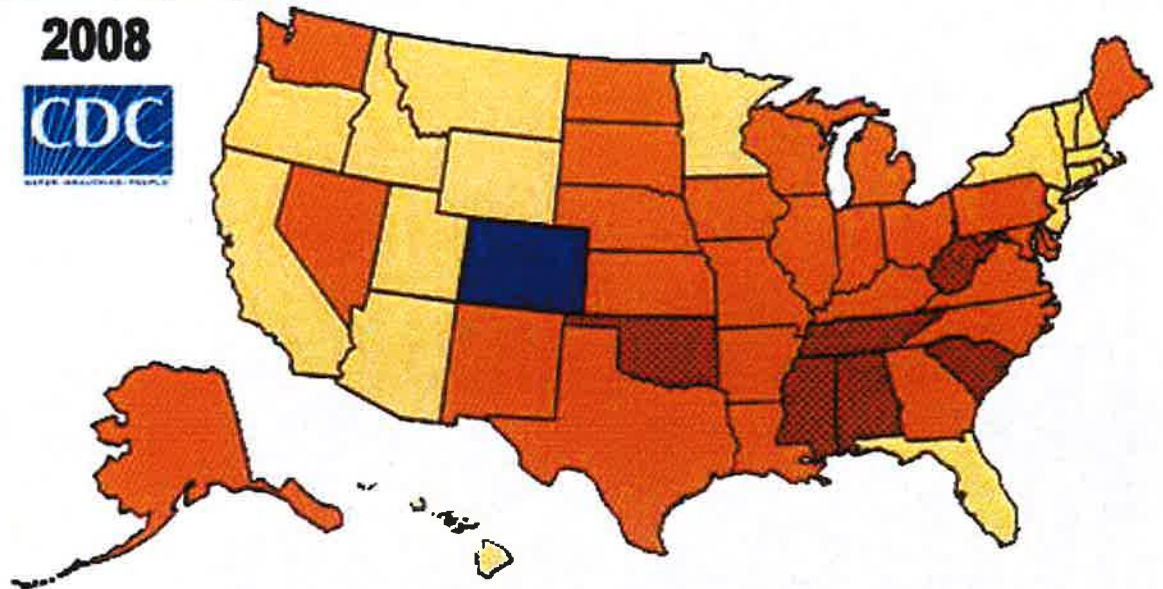
The Crisis - Obesity



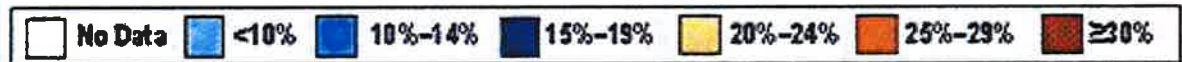
1999



2008



The rising rate of obesity is responsible for **\$90 billion** in U.S. healthcare expenditures each year



The Impact - Obesity



What it Means to the Average Employer . . .

- Medical costs are 77% higher for obese person
- Obesity-related disabilities cost employers upwards of \$8,720 per claimant per year
- A BMI (Body Mass Index) > 27 (overweight) equals an average production loss of 5.79 hours/week
- An obese person averages 7 or more absences per year

Costs Follow Risks



- A 19-year study of 10,245 men at Cooper Clinic showed that the average cost for “fit” men was 53% less than “unfit” men*
- The average cost of an overweight female is 22.6% more than a healthy weight female**

*Medical & Science in Sports & Exercise, 2005

**Journal of American Medical Association, 2005

It pays to take care of your health!