

Company Summary

Investment Profile

1. Health services company focused on the intersection of physical & mental health in chronic conditions, initially in IBD
2. Applying a scientifically validated assessment to identify, stratify and predict high-cost patients and lower costs of care
3. Clear strategy with customers including health plans, employers and pharmaceutical manufacturers delivering value-based care
4. Significant milestone agreement with US health plan focused on IBD condition management
5. Experienced Board and management team, leading experts in GI and whole-person healthcare

Share Information

Ticker	TRL5
Share Price	1.75p
Shares in issue	161.51m
Market Cap	£2.83m

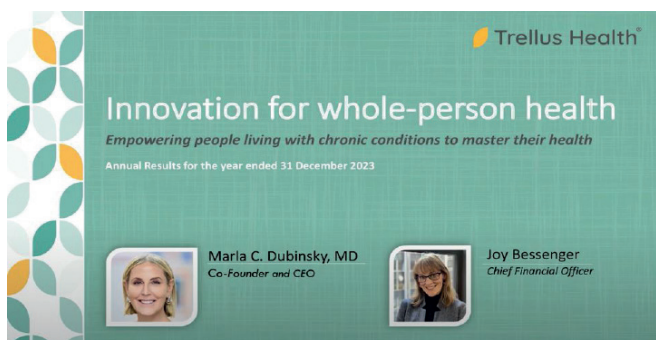
(Source: [The London Stock Exchange](https://www.londonstockexchange.com), May 2024)

12-Month Share Price



(Source: The London Stock Exchange, May 2024)

Latest Company Presentation



Innovation for whole-person health
Empowering people living with chronic conditions to master their health
Annual Results for the year ended 31 December 2023

Marla C. Dubinsky, MD
Co-Founder and CEO

Joy Bessenger
Chief Financial Officer

Click to watch presentation

Company Overview

Trellus Health (AIM: TRLS) is a health services company delivering innovative, scientifically validated programs and technologies designed to facilitate the management of chronic conditions, improve health outcomes and lower the costs of care.

The Company is initially focused on inflammatory bowel disease ("IBD"), which includes the chronic incurable conditions of Crohn's Disease and ulcerative colitis, but its whole-person approach to value-based care has potential utility across many conditions.

The Company was founded by Mount Sinai Health System faculty members Marla C. Dubinsky, MD, and Laurie Keefer, PhD, both experts at treating and healing both the physical and emotional impacts of IBD and who have been innovators for whole-person healthcare for a combined 50 years.

Building resilience and Trellus Elevate™

Trellus Health deploys a scientifically validated methodology (GRITT™: Gaining Resilience Through Transitions), developed at Mount Sinai, which aims to build resilience and wellness in people with chronic conditions. Resilience provides critical skills that enable the self-management of a chronic condition, improving outcomes and reducing utilisation of health services, therefore lowering costs for partners.

This proprietary, resilience-driven methodology has demonstrated:

- 71% reduction in Emergency Department (A&E) visits
- 94% reduction in unplanned hospitalisations, indicating the potential for significant cost savings for healthcare payers
- 49% reduction in required opioid use
- 73% reduction in corticosteroid use after 12 months

Trellus Health integrates its proprietary resilience-based methodology with the technology, tools, and expert coaching and educator team to deliver **Trellus Elevate™**, a whole-person technology-enhanced experience that meets each individual's unique needs and empowers them to master their physical and emotional health. Trellus Elevate's™ clinically proven solutions result in relieving disease burden, building self-management skills and promoting positive health behaviours that improve outcomes and enables thriving in the face of a chronic condition.

"With Trellus Elevate™, I have a new form of resilience that allows me to go beyond surviving the day-to-day but influencing my day-to-day so that I can live the fullest of each day. After participating in Trellus Elevate™, the ball and chain of living with ulcerative colitis holding me back from everyday experiences is definitely a lot lighter." - Sydney, a Trellus Elevate™ member with ulcerative colitis

Commercial strategy and landmark agreement

Trellus Health has a business-to-business-to-consumer (B2B2C) strategy, targeting regional and national health plans, employers, health systems, GI provider networks and pharma companies engaged in value-based care, helping lower costs and improve outcomes.

In February 2024, following the successful conclusion of small pilot programs with various B2B2C partners, Trellus Health signed a 21 month agreement with a large US health plan, where Trellus Elevate™ will be made available at a greater scale than it ever has before, to members with IBD receiving care in two US states.

The agreement is currently in an enrolment phase, prioritising the onboarding of members as well as the sustained engagement of those on the platform. The two partners are collaborating closely, and the health plan is actively marketing Trellus Elevate™ as an available resource to its members and providers alongside Trellus Health's own marketing activities, with encouraging early adoption trends.

Delivering Commercial Traction: Development Strategy



As Trellus Health's B2B2C programs expand, the Company's business model will move towards including a share in the cost savings of its partners.

Licensing agreements with Pharma

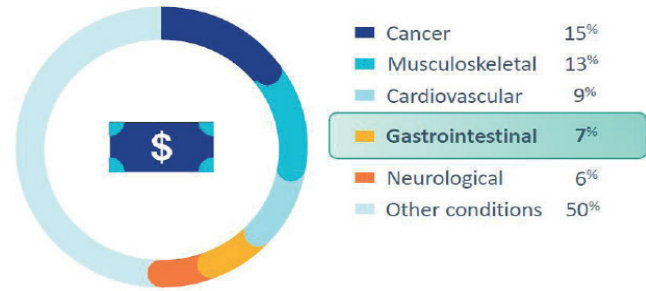
Trellus Health has also signed two licensing agreements with pharma partners for elements of its proprietary methodology, one of which being the use of a resilience-based assessment in a clinical trial setting. These agreements show the increasing value that partners are placing on resilience and the growing understanding that it affects the way in which people respond to different therapies.

Whilst modestly sized at this stage, the agreements are a sign of a potential additional and diversified revenue stream at no additional resource cost to the Company.

Market opportunity

GI conditions such as IBD and IBS incur high costs, ranking in the top five conditions for health spending, and also lead to significant comorbidities. c. 3m people in the US have IBD, and c. 30m have IBS, representing a significant market opportunity for Trellus Health to improve outcomes and lower costs for these populations.

Health Action Council Spend by Condition
GI Top 5 Cost Category¹



Management Team



CEO and Co-Founder, Dr. Marla Dubinsky, is a Professor of Pediatrics and Medicine at the Icahn School of Medicine at Mount Sinai. She is the Chief of the Division of Pediatric Gastroenterology at the Mount Sinai Kravis Children's Hospital and the Co-Director of the Susan and Leonard Feinstein IBD Clinical Center. She is an international expert in GI conditions and has published in over 340 peer reviewed journals and lectured widely both nationally and internationally. She is the recipient of the 2022 Sherman Prize recognizing excellence in the field of IBD and the Healio Lifetime Disruptor award.



Joy Bessener, CFO, has worked for over 20 years with both privately and publicly held life sciences and healthcare companies, with significant experience across finance, operations, corporate strategy and development, compliance and governance and strategic communications. Her most recent full-time role was at IMV, Inc., a clinical-stage, dual-listed (NASDAQ/TSX) biotechnology company.

