

FIRESIDE CHAT · SIGNOS × GALLAGHER

BEYOND GLP-1S

Building a sustainable weight-loss strategy employers can actually manage

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METABOLIC VISIBILITY

HEALTHCARE DRIVES BY THE REARVIEW MIRROR

12 mo

Annual physical

One snapshot a year

3 mo

A1c

An average of the last
quarter

6–9 mo

Claims data

Arrives long after care
happened

Minutes

**Real-time
metabolic data**

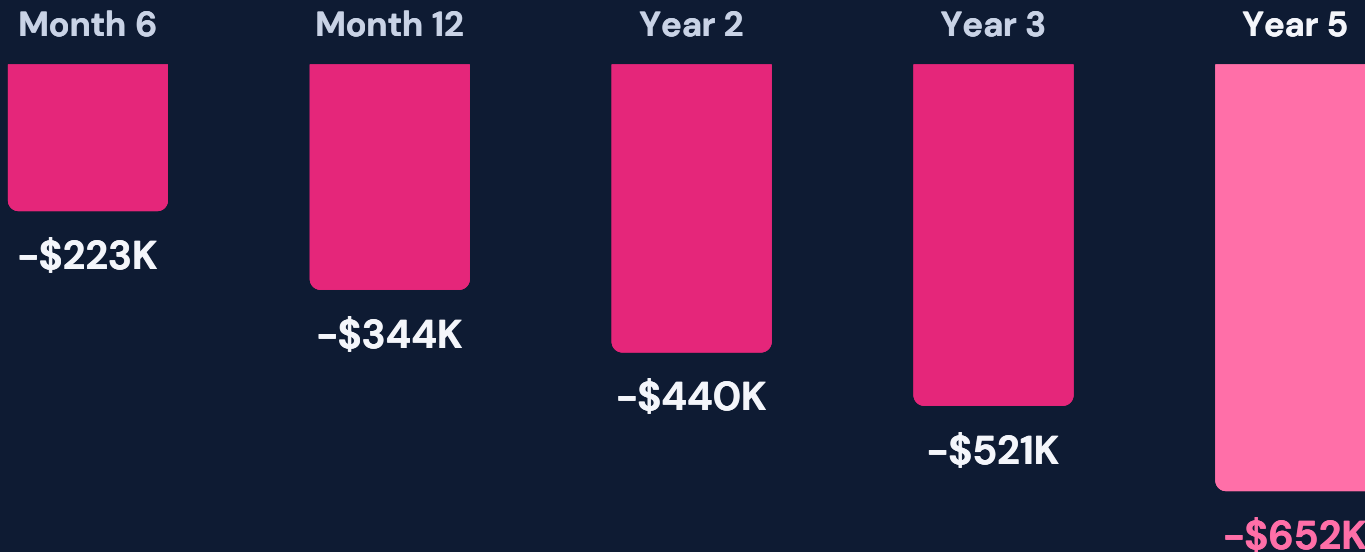
See the meal, the walk, the
night's sleep, and act today

Point-in-time data tells you what already happened. **Real-time data changes what happens next.**

THE GLP-1 REALITY

100 GLP-1 STARTERS COST AN EMPLOYER \$652K OVER FIVE YEARS

Net position per 100 starters at \$449/month, after medical savings



1 in 7

still on a GLP-1 for weight loss at two years

~\$195

monthly net price needed to break even by year 3

Sources: Eli Lilly data as cited in Signos analysis (Sept 2026); Prime Therapeutics, July 2024

THE WHOLE JOURNEY

THE DRUG IS ONE PHASE. EMPLOYERS MANAGE ALL FOUR.

1 · READINESS

Risk: not everyone is a good candidate, and many at-risk employees won't qualify.

Sustains it: clinical criteria, plus an on-ramp for everyone else.

2 · ADHERENCE

Risk: side effects, low protein and muscle loss drive drop-off.

Sustains it: nutrition, protein and daily feedback while appetite is low.

3 · CONTINUATION

Risk: few stay on; about 1 in 7 at two years.

Sustains it: seeing who is responding and who is slipping, early.

4 · OFF-RAMP

Risk: appetite returns and the weight comes back.

Sustains it: a planned taper, and habits built while the drug worked.

ACROSS ALL FOUR Behavior change · Metabolic visibility · Long-term support

BEHAVIOR CHANGE

FEEDBACK, NOT KNOWLEDGE, CHANGES BEHAVIOR

MINUTES

A meal or a walk shows up on your own curve

DAYS

Small swaps repeat because you saw them work

WEEKS

Habits form, and targets adjust as the body changes

MONTHS

Weight, glucose and risk move: clinical outcomes

~90%

keep wearing a glucose sensor when every reading drives a decision (insulin users)

~40%

keep wearing it when readings drive no decision (type 2, not on insulin)

WHAT SIGNOS IS

A SENSOR, A MODEL, AND A DAILY NEXT STEP

FDA-cleared software that pairs a continuous glucose monitor with an AI model, so each person sees how their own body responds and what to try next.

01

THE SENSOR

A Dexcom glucose biosensor reads every five minutes, around the clock.

02

THE MODEL

Learns how this person responds to meals, movement, sleep and medication.

03

THE NEXT STEP

One small action today, one focus this week, targets that adjust over time.

FDA-cleared for weight management, Aug 2025 · Used on, off, or coming off a GLP-1 · Peer-reviewed study: up to 7% average weight loss in 180 days (n=3,007)

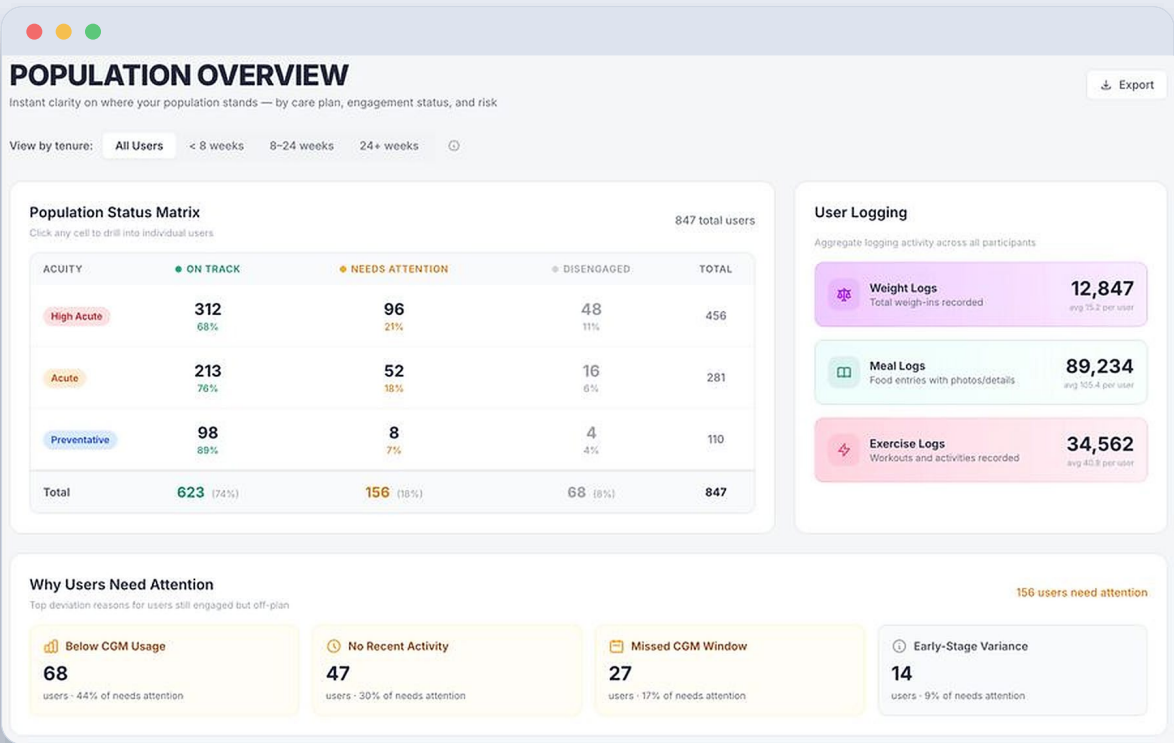
WHAT IT LOOKS LIKE

TWO VIEWS: PERSON AND POPULATION

The member: today's curve, this week's score



The employer: who is on track, who needs attention, and why



Product screens with illustrative data

TAKE THESE TO YOUR CHRO

THREE QUESTIONS FOR THE WHOLE JOURNEY

- 1 Who is a good candidate, and what do we offer everyone else?
 - 2 What keeps people on, and will we know in month one or month nine?
 - 3 What is our plan for the day they stop?
-

GLP-1s are powerful. Sustainable outcomes take behavior change, metabolic visibility and long-term support.