



ASX RELEASE

## Limeade Signs Three-Year, Multi-Million Dollar Contract with UPMC Health Plan, Inc.

SYDNEY, Australia and Bellevue, Washington. – 21 November 2022 – [Limeade](#) (ASX: LME, or the Company), an immersive employee well-being company that creates healthy employee experiences, today announces a new enterprise contract with UPMC Health Plan, a Pittsburgh, Pennsylvania based insurance company.

Under the terms of the contract, Limeade will receive US\$10.5 million over the three-year contract, representing Contracted Annual Recurring Revenue (CARR) of US\$3.5 million. The platform is slated to launch in January 2023 and be available to nearly two million UPMC Health Plan members, including those covered by fully insured and self-insured plans, as well as those covered by UPMC Health Plan's Medicare products.

"Through serving a large portion of UPMC Health Plan members, this agreement will be one of Limeade's top 5 customers," said Henry Albrecht, Limeade CEO. "Our entire company is focused on innovating, serving customers and converting our late-stage pipeline to high quality contracts so that we can deliver organic CARR growth in FY22 and drive adjusted EBITDA breakeven in FY23."

*This release dated 21 November 2022 has been authorised for lodgement to ASX by the Board of Directors of Limeade and lodged by Mr Danny Davies the Limeade ASX Representative.*

– ENDS –

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## About Limeade

Limeade is an immersive employee well-being company that creates healthy employee experiences. Limeade Institute science guides its industry-leading software and its own award-winning culture. Today, millions of users in over 100 countries use Limeade solutions to navigate the future of work. By putting well-being at the heart of the employee experience, Limeade reduces burnout and turnover while increasing well-being and engagement — ultimately elevating business performance. To learn more, visit [www.limeade.com](http://www.limeade.com) (ASX listing: LME).

Limeade, Inc. Australian Registered Business Number 637 017 602, a public limited company registered under the Washington Business Corporation Act (UBI Number: 602 588 317).

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