



## WELL at a Glance

WELL's mission is to positively impact health outcomes by leveraging technology to empower and support patients and doctors. Within British Columbia WELL wholly owns nineteen medical clinics with approximately 180 physicians and is a majority owner in Spring Medical Clinic and SleepWorks Medical. The Company also provides SaaS based software and support to a network of approximately 1,900 medical clinics serving over 10,000 physicians across Canada. WELL's acquisitions of EMR (Electronic Medical Record) service providers have positioned the company as the third largest EMR service provider in the country. In March 2020, WELL launched its telehealth service called "VirtualClinic+". VirtualClinic+ is a digital health communications platform that connects patients to physicians through video, phone and secure messaging. WELL was recognized as a TSX Venture 50 company in 2018, 2019 and 2020. On Friday January 10, WELL graduated from listing on the TSX Venture Exchange to the main TSX Exchange.

The Company's overarching goal is to consolidate and modernize primary healthcare assets using digital technologies and processes that improve patient experience, operational efficiency, and overall care performance. WELL is an acquisitive company that has completed eleven acquisitions since the beginning of 2018, and three equity investments. Its clinical portfolio acquisitions include: six clinics in February 2018, thirteen clinics in November 2018, a majority stakeholder position in SleepWorks in October 2019 and a majority stakeholder position in Spring Medical in December 2019. The Company's digital portfolio of acquisitions include OSCAR service providers: NerdEMR in January 2019, OSCARprn in June 2019, KAI Innovations in July 2019, OSCARwest in December 2019, Trinity Healthcare Technologies in February 2020, MedBASE in May 2020, and Indivica in June 2020. WELL has also made an equity investment in Circle Medical Inc. in November 2018, in Insig Corporation in March 2020, and in Phelix.ai in May 2020. OSCAR, an acronym for Open Source Clinical Application and Resource, is an open-source EMR platform representing 15 – 20% of the overall EMR marketplace in Canada. WELL intends to continue to be an active acquirer within the clinical and digital healthcare marketplaces.

## The Leadership Team



**Hamed Shahbazi**  
Chairman and CEO



**Eva Fong**  
Chief Financial Officer



**Amir Javidan**  
Chief Operating Officer



**Arjun Kumar**  
Chief Information Officer



**Dr. Michael Frankel**  
Chief Medical Officer



**Chris Ericksen**  
SVP Strategic Partnerships  
and Marketing



**Brian Levinkind**  
SVP Corporate Development



**Sara Bond**  
SVP Product Development



**Pardeep Sangha**  
VP Corporate Strategy  
and Investor Relations

# Statistics

## WELL's Digital Portfolio

Clinics in Canada	<b>1,900+</b>
General Practitioners Supported	<b>10,000+</b>
Registered Patients *	<b>15M+</b>

\* Patient count is based on the total number of patient profiles and does not exclude duplicate patient records, inactive, or deceased patients.

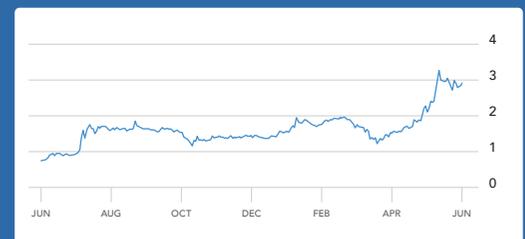
## WELL's Clinic Portfolio

100% Wholly Owned Clinics	<b>19</b>
Majority Ownership Clinics or Services	<b>2</b>
Doctors at WELL Clinics	<b>~180</b>
Patient Visits in 2018	<b>600,000</b>
Clinic, EMR and HQ Staff	<b>~230</b>

## Capital Structure (as of June 1, 2020)

Trading Symbol	<b>TSX: WELL</b>
Share Price (as of 06-01-2020)	<b>\$2.95</b>
Basic Shares Outstanding	<b>121.5M</b>
52 Week High – Low	<b>\$3.75 – \$0.73</b>
Market Capitalization - Basic	<b>\$358.4M</b>

TSX: WELL Stock Price 06-01-2019 to 06-01-2020



For the most up to date Stock Information, visit [www.WELL.company](http://www.WELL.company)



# Why WELL?

## Proven Management

The company's management team has a wide array of senior leadership experience in both technology and healthcare sectors. WELL's CEO, Hamed Shahbazi was named TSX Venture Tech's "Exec of the Year" by Cantech Letter three years in a row, and has had previous experience leading TIO Networks, which sold to PayPal for \$304M.

## Backed by Sir Li Ka Shing

WELL is supported by notable investor Sir Li Ka Shing, and his investment firm Horizon Ventures. Mr. Li is among the top 50th richest persons in the world and his investment record has included companies such as Spotify, Facebook, and other healthcare investments.

## Rapid Growth

WELL is a rapidly expanding company and continues to acquire both clinical and digital healthcare assets. In 2019 WELL reported record revenue of \$32.8M, representing an increase of 211% compared to the prior year.

## Commitment to Values

WELL is a quadruple line company that tracks KPIs in four areas: People, Environment, Community, and Financial. WELL runs a Gives Back program where employees can accrue time to volunteer in their local communities. WELL also participates in the 1% Pledge Program.

## WELL's Future

### Continue to execute on our acquisition growth strategy

We have a strong and active pipeline of potential acquisition opportunities including primary health clinics, OSCAR based EMR service providers, and digital healthcare companies with a focus on patient engagement tools.

### Realize operational excellence

WELL's consolidation efforts help to create synergies between its acquired assets that benefit from accumulated scale and shared services. WELL is also working to carefully deploy technologies that increase clinic automation, reducing associated costs.

### Achieve organic revenue growth

Increasing the retention of physicians and patient customers while launching new revenue generating services. WELL also intends to expand the reach of its OSCAR EMR services and offer additional SaaS practice management software to existing customers.

## The Industry

The Canadian care delivery sector is a \$253 billion industry with physician spending accounting for approximately 15.4% of this spending. Unfortunately, the healthcare space is plagued by operational challenges fueled by fragmentation, underinvestment, and a lack of technology. Canada's healthcare system ranks last among high income nations and is one of the most expensive, having only a poor to moderate performance. The industry is ripe for disruption and stands to benefit from an active consolidator that can help its technological and fragmentation problems.

## WELL's Healthcare Vision

WELL believes that technology is a solution to many of Canada's healthcare challenges. Digital tools such as virtual care, waiting room automation, and precision medicine can all improve care delivery and increase clinic operational efficiency. These tools provide physicians with access to more information, while reducing the roadblocks they may face on a daily basis.

We want our solutions to empower patients to take control of their healthcare, and support physicians in doing their job. Principles such as federated data and a patient controlled health record help to combat the difficulties caused by fragmentation and siloed care.

## Pardeep Sangha

VP Corporate Strategy and Investor Relations

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**WELL Health**  
TECHNOLOGIES CORP