



## WELL at a Glance

WELL is a practitioner focused, digital healthcare company whose platform empowers healthcare providers with technology solutions resulting in improved patient care. WELL has created an end-to-end healthcare system in Canada that is anchored by the nation's largest network of outpatient medical clinics serving primary and specialized healthcare services. The clinic network is driven by WELL's technology platform which includes a leading multi-disciplinary telehealth offering, and various practice management tools to help empower practitioners. In the US, WELL is focused on delivering omni-channel healthcare services and solutions in specialized markets. WELL is publicly traded on the Toronto Stock Exchange under the symbol "WELL" and on OTCQX under the symbol "WHTCF". To learn more about the Company, please visit: [www.WELL.company](http://www.WELL.company)

## WELL's Healthcare Vision

WELL's overarching mission is to positively impact health outcomes by leveraging technology that empowers practitioners and their patients globally.

Digital tools such as virtual care, waiting room automation, and precision medicine can provide continuity of care, facilitate a more inclusive, accessible healthcare environment, and reduce response times for vital services like specialists' referrals. Technology has been proven to positively affect patient outcomes and increase clinic operational efficiency when applicable.

## The Business

WELL has built a comprehensive Practitioner Enablement Platform and unlocks value from this platform via two revenue streams:

- **Fully Managed Service** – Physicians who practice at one of WELL Health's owned and operated clinics, receive access to the full suite of WELL products and services
- **A-La-Carte** – Physicians who practice at a non-WELL owned or operated clinic can pick and choose technology and services solutions offered on WELL's practitioner enablement platform

In Canada, WELL has built a comprehensive end-to-end health care system that includes primary care, secondary care, allied health, and diagnostics. WELL owns and operates 82 clinics across Canada and provides technology solutions to thousands of practitioners across the country. WELL's Virtual and Technology Solutions provide software, tools, and services for medical clinics and healthcare practitioners including Electronic Medical Records (EMR), telehealth platforms, practice management, billing, RCM, digital health apps and cybersecurity solutions. The WELL EMR Group services 2,800+ clinics across Canada serving over 21,000 practitioners. WELL is also a leading multi-disciplinary Telehealth service provider across North America and its virtual app marketplace, apps.health, provides 41 different digital health apps that are integrated to WELL's EMR.

In the US, WELL targets specialized sectors in health care where technology can be leveraged to maximize patient outcomes. The Company's US-based businesses include CRH Medical, Circle Medical, and WISP. CRH Medical is a wholly owned subsidiary provides services to 90 Ambulatory Surgery Centers (ASC) in the United States. Circle Medical provide omni-channel healthcare services and solutions in specialized markets through in-person and a complete telehealth offering. WISP is a leading provider of telehealth and e-pharmacy solutions specializing in women's health services.

# Statistics

WELL Healthcare Providers	2,100+
Practitioners supported by WELL's platform	21,000+
# of WELL Clinics	82
Clinics supported by WELL's platform	2,800+
Total annualized patient visits*	4.6+ Million
Number of apps supported on apps.health	41
Practitioners supported on Billing and Backoffice	3,200+
CRH number of clinics served	90

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

## Capital Structure (as of June 30, 2022)

Trading Symbol	TSX: WELL
Share Price (as of 06-30-2022)	\$3.07
Basic Shares Outstanding	212.8 Million
Insider, Li-Ka Shing, Horizons Ownership	27%
52 Week High – Low	\$8.86 – \$2.99

Market Capitalization - Basic

TSX: WELL Stock Price 06-30-2020 to 06-30-2022



For the most up to date Stock Information, visit [well.company/for-investors/stock-information](http://well.company/for-investors/stock-information)

# Why WELL?

## Proven Management

WELL has an award-winning, diverse management team with years of Senior leadership experience in both the technology and healthcare sectors. WELL's CEO, Hamed Shahbazi, has 20+ years of experience in the technology sector with a proven track record of success in purpose driven business. In 1997, he founded TIO Networks (TSXV:TNC) a kiosk solution provider and transitioned it into a multi-channel payment solution provider, specializing in bill payment and other financial services for the underserved. In July of 2017, TIO Networks was acquired by PayPal (NASDAQ:PYPL)

## Rapid Growth

WELL is a rapidly expanding company and continues to acquire both clinical and digital healthcare assets. WELL is projected to achieve over \$525M revenue in 2022. WELL reported Q1-2022 revenues of \$126.5M, representing a 395% year-over-year growth from Q1 of the prior year. WELL became Adjusted EBITDA profitable in Q4-2020 and is currently estimated to be approaching an Adjusted EBITDA run-rate of almost \$100M.

## Acquisition Growth Strategy

Our approach to M&A centers around opportunities that fit and complement our practitioner enablement platform. This includes primary health clinics, EMR service providers, and digital healthcare companies with a focus on patient engagement tools. WELL is committed to staying disciplined and opportunistic around M&A, and we structure acquisitions to emphasize alignment between existing management and our own objectives. We take advantage of a flywheel effect: (i) we start with our disciplined purchasing process (ii) we integrate the acquired company into our platform by optimizing their operations (cost-synergies) (iii) we scale the business through cross-selling (revenue-synergies) (iv) and then we reinvest the cash flows generated using our disciplined purchasing process.

## The Industry

The Canadian care delivery sector is a \$308 billion industry with physician spending accounting for approximately 13% of this spending.<sup>1</sup> 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.

1. Canadian Institute for Health Information



TSX : WELL

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# Leadership Team



**Hamed Shahbazi**

Chairman and CEO



**Eva Fong**

Chief Financial Officer



**Amir Javidan**

Chief Operating Officer



**Chris Ericksen**

SVP Strategic Partnerships  
and Marketing



**Dr. Michael Frankel**

Chief Medical Officer



**Arjun Kumar**

Chief Information Officer



**Shane Sabatino**

Chief People Officer



**Atoussa Mahmoudpour**

Chief Legal Officer