



## WELL at a Glance

WELL is an omni-channel digital health company whose overarching objective is to empower doctors to provide the best and most advanced care possible while leveraging the latest trends in digital health. As such, WELL owns and operates 20 primary healthcare clinics, is Canada's third largest digital Electronic Medical Records (EMR) supplier serving over 2,000 medical clinics and 10,000 physicians, operates a leading national telehealth service and is a provider of billing, digital health and cybersecurity related technology solutions. WELL is an acquisitive company that follows a disciplined and accretive capital allocation strategy. WELL is publicly traded on the Toronto Stock Exchange under the symbol "WELL" and was recognized as a TSX Venture 50 Company three years in a row in 2018, 2019 and 2020.

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 has completed thirteen acquisitions since the beginning of 2018, and seven equity investments. The Company is highly diversified with a variety of business units. WELL is the largest owner/operator of primary healthcare clinics in British Columbia including a chain of eighteen medical clinics, a wholly owned dermatology specialized clinic and a majority stakeholder position in an integrative care clinic called Spring Medical. Additionally, WELL is a majority stakeholder in both SleepWorks, an expert in the treatment of sleep apnea and sleep disorder, and Easy Allied Health, a mobile team of allied care health professionals. The Company's EMR acquisitions include OSCAR service providers NerdEMR, OSCARprn, KAI Innovations, OSCARwest, Trinity Healthcare Technologies, MedBASE, and Indivica. WELL is a leading telehealth provider in Canada as the operator of [tiahealth.com](http://tiahealth.com) and [virtualclinics.ca](http://virtualclinics.ca), which combined have over 2,800 clinicians providing virtual care services. WELL's digital health apps group is responsible for the company's apps.health marketplace, as well as the acquisition of Insig Corp. and an equity investment in Phelix.ai. Meanwhile, WELL's billing and back-office business unit includes the acquisition of DoctorCare. Further expansion in cybersecurity has included acquisitions of Cycura and Source44. Finally, acquiring Circle Medical Inc. has marked the Company's milestone entrance into the US marketplace.

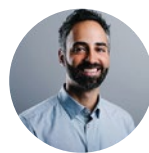
## The Leadership Team



**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

Number of primary clinics	20
Doctors at WELL Clinics	Over 200
Clinics on EMR Network Across Canada	2,000+
Practitioners Supported on EMR Network	10,000+
Registered EMR Patients*	15M+
Practitioners supported on Telehealth	2,800+
Monthly Virtual Care Visits	66,000+
Number of Apps Supported on apps.health	26
Practitioners Supported on Billing and Backoffice	2,000+

\* 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 November 30, 2020)

Trading Symbol	TSX: WELL
Share Price (as of 11-30-2020)	\$7.03
Basic Shares Outstanding	159.3M
52 Week High – Low	\$8.70 – \$1.20
Market Capitalization - Basic	\$1,119.9M

TSX: WELL Stock Price 11-30-2019 to 11-30-2020



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