



Statistics

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 27 healthcare clinics, is Canada's third largest digital Electronic Medical Records (EMR) supplier serving over 2,200 medical clinics and 10,700 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.

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.

The Business

WELL'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. The Company is highly diversified with a variety of business units.

Healthcare Clinics: WELL is the largest owner/operator of healthcare clinics in British Columbia including a chain of twenty medical clinics including a dermatology specialized clinic and a majority stakeholder position in an integrative care clinic called Spring Medical. WELL also operates five clinics in the province of Quebec, which were acquired through the ExcelleMD acquisition.

Allied Health: 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.

Telehealth: WELL is a leading telehealth provider in Canada as the operator of both tiahealth.com and virtualclinics.ca, which combined have over 2,800 clinicians providing virtual care services.

WELL EMR Group: WELL is the third largest Electronic Medical Record (EMR) provider in Canada serving over 2,200 clinics with 10,700 physicians. The Company's EMR acquisitions include OSCAR service providers NerdEMR, OSCARprn, KAI Innovations, OSCARwest, Trinity Healthcare Technologies, MedBASE, Indivica, OpenHealth, and ClearMedica.

WELL Digital Health Apps: This is a single entity encompassing all of WELL's digital health assets, including the Company's apps.health marketplace and acquisitions of Insig and AdraCare, along with the investments in Phelix.ai and Pillway.

WELL's Billing and Backoffice Services: This business unit acts as a consolidation point for billing related acquisitions, assets and other similar growth initiatives, including the acquisition of DoctorCare.

WELL Cybersecurity: WELL is committed to providing cybersecurity protection and patient data privacy across all of the Company's entities and assets. This business unit includes the acquisitions of Cycura and Source44.

US Operations: Acquiring Circle Medical Inc. has marked the Company's milestone entrance into the US marketplace.

Number of health clinics	27
Doctors at WELL Clinics	Over 200
Clinics on EMR Network Across Canada	2,200+
Practitioners Supported on EMR Network	10,700+
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 February 9, 2021)

Trading Symbol	TSX: WELL
Share Price (as of 02-09-2021)	\$8.86
Basic Shares Outstanding	163.0M
52 Week High – Low	\$9.84 – \$1.20
Market Capitalization - Basic	\$1.4B

TSX: WELL Stock Price 02-09-2020 to 02-09-2021



For the most up to date Stock Information, visit www.WELL.company

The Leadership Team



Hamed Shahbazi
Chairman and CEO



Eva Fong
Chief Financial Officer



Amir Javidan
Chief Operating Officer



Chris Ericksen
SVP Strategic Partnerships
and Marketing



Pardeep Sangha
VP Corporate Strategy
and Investor Relations



Dr. Michael Frankel
Chief Medical Officer



Arjun Kumar
Chief Information Officer



Shervin Bakhtiari
GM, Digital Health Apps



Iain Paterson
CEO, Cycura



Paulo Gomes
DoctorCare

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. More recently WELL reported a record quarter for Q3-2020 with revenue of \$12.2M and in December 2020 the company announced it achieved an annualized revenue run rate of over \$94M.

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.

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.



TSX : WELL

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