



# Statistics

## WELL at a Glance

WELL is an innovative technology enabled healthcare company whose overarching objective is to positively impact health outcomes by leveraging technology to empower and support healthcare practitioners and their patients. WELL has built an innovative practitioner enablement platform that includes comprehensive end to end practice management tools inclusive of virtual care and digital patient engagement capabilities as well as Electronic Medical Records (EMR), Revenue Cycle Management (RCM) and data protection services. WELL uses this platform to power healthcare practitioners both inside and outside of WELL's own omni-channel patient services offerings. WELL owns and operates Canada's largest network of outpatient medical clinics serving primary and specialized healthcare services and is the provider of a leading multi-national multi-disciplinary telehealth offering. WELL is publicly traded on the Toronto Stock Exchange under the symbol "WELL". To access the Company's Canadian telehealth service, visit [tiahealth.com](http://tiahealth.com), and for corporate information, visit: [www.WELL.company](http://www.WELL.company).

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

- A substantial omni-channel patient services offering powered by its own practitioners,
- A Virtual SaaS and services technology offering to non-WELL practitioners in five countries

WELL's Omni-Channel services approach includes providing primary, allied, secondary, diagnostics and specialized care to all its patients. As such, WELL owns and operates 74 clinics across Canada and operates 2 clinics in California, USA under Circle Medical. WELL's wholly owned subsidiary, CRH Medical, also provides services to 77 Ambulatory Surgery Centers (ASC) in the United States. WELL's Allied Care services include SleepWorks Medical and Easy Allied Therapy.

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 operates in 5 countries with 2,800+ clinics across Canada serving over 15,000 practitioners. WELL is also a leading multi-disciplinary Telehealth service provider across North America and its virtual app marketplace, [apps.health](http://apps.health), provides over 30 different digital health apps that are integrated to WELL's EMR.

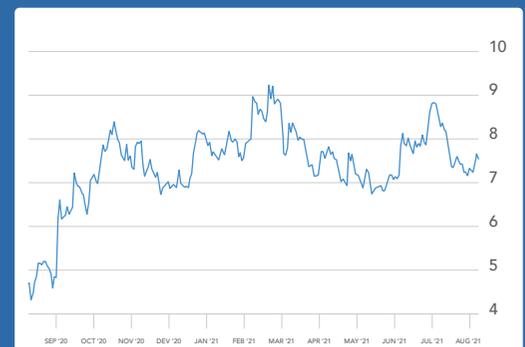
# of health clinics	<b>74 in Canada, 2 in US</b>
WELL Healthcare Providers	<b>Over 1000</b>
Doctors at WELL Clinics	<b>Over 200</b>
Clinics on EMR Network Across Canada	<b>2,800+</b>
Practitioners Supported on EMR Network	<b>15,000</b>
Registered EMR Patients*	<b>15M+</b>
Total Omni-channel patient visits in Q2-2021	<b>559,008</b>
Number of Apps Supported on <a href="http://apps.health">apps.health</a>	<b>33</b>
Practitioners Supported on Billing and Backoffice	<b>2,000+</b>
CRH Number of Clinics Served	<b>77</b>

\* 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 Aug. 10, 2021)

Trading Symbol	<b>TSX: WELL</b>
Share Price (as of 08-10-2021)	<b>\$7.52</b>
Basic Shares Outstanding	<b>205.3M</b>
52 Week High – Low	<b>\$9.84 – \$4.05</b>
Market Capitalization - Basic	<b>\$1.54 B</b>

TSX: WELL Stock Price 08-10-2020 to 08-10-2021



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



**Dr. Michael Frankel**  
Chief Medical Officer



**Arjun Kumar**  
Chief Information Officer



**Shane Sabatino**  
Chief People Officer



**Atoussa Mahmoudpour**  
Chief Legal Officer



**Jamil Nathoo**  
SVP, Capital Markets



**Brian Levinkind**  
SVP, Corporate Development

## 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. WELL recently surpassed \$240M annualized revenue run rate in Q2-2021 with revenues of \$61.8M, representing a 484% year-over-year growth from Q2 of the prior year. With the acquisition of MyHealth, WELL is on track for an annualized revenue run-rate approaching \$400M. WELL became Adjusted EBITDA profitable in Q4-2020 is currently estimated to be approaching an EBITDA run-rate of almost \$100M.

### Acquisition Growth Strategy

We have a strong and active pipeline of potential acquisition opportunities including primary health clinics, 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.



**WELL Health**  
TECHNOLOGIES CORP

**TSX : WELL**

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