



## 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 overarching mission is to positively impact health outcomes by leveraging technology that empowers Practitioners and Patients.

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 proven to positively effect patient outcomes and increase clinic operational efficiency when applicable. 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 75 clinics across Canada and operates 2 clinics in California, USA under Circle Medical. WELL's wholly owned subsidiary, CRH Medical, also provides services to 78 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 36 different digital health apps that are integrated to WELL's EMR.

# Statistics

# of health clinics	<b>75 in Canada, 2 in US</b>
WELL Healthcare Providers	<b>2,000+</b>
Clinics supported by WELL EMR Group globally	<b>2,800+</b>
Practitioners supported by WELL EMR Group	<b>15,000+</b>
Registered EMR Patients*	<b>15+ Million</b>
Total annualized patient visits	<b>2.8+ Million</b>
Number of apps supported on <a href="http://apps.health">apps.health</a>	<b>36</b>
Practitioners supported on billing and backoffice	<b>2,500+</b>
CRH number of clinics served	<b>82</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 January 4, 2022)

Trading Symbol	<b>TSX: WELL</b>
Share Price (as of 01-04-2022)	<b>\$5.09</b>
Basic Shares Outstanding	<b>208.1 Million</b>
52 Week High – Low	<b>\$9.84 – \$4.64</b>
Market Capitalization - Basic	<b>\$1.06 Billion</b>

TSX: WELL Stock Price 01-04-2020 to 01-04-2022



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

# 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

## 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.

## 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).

### 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 achieved almost \$400M annualized revenue run rate in Q3-2021 with revenues of \$99.3M, representing a 711% year-over-year growth from Q3 of the prior year. With the acquisitions of MyHealth and WISP, WELL is on track for an annualized revenue run-rate approaching \$450M by the end of CY2021. 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

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.



**TSX : WELL**

### Jamil Nathoo

Senior Vice President of Capital Markets

550 - 375 Water Street  
Vancouver, BC, Canada  
V6B 5C6

**T** : 604-628-7266  
**E** : investor@WELL.company  
**W** : WELL.company