



WELL Health
TECHNOLOGIES CORP

Investor Day Presentation Part 2

June 18, 2024



Disclaimer

This presentation contains forward-looking statements and forward-looking information within the meaning of applicable securities laws. These statements relate to future events or future performance. All statements other than statements of historical fact may be forward-looking statements or information. Forward-looking statements and information are often, but not always, identified by the use of words such as “appear”, “seek”, “anticipate”, “plan”, “continue”, “estimate”, “approximate”, “expect”, “may”, “will”, “project”, “predict”, “potential”, “targeting”, “intend”, “could”, “might”, “should”, “believe”, “would” and similar expressions. Forward-looking statements and information are provided for the purpose of providing information about the current expectations and plans of the management of the Company relating to the future. Readers are cautioned that reliance on such statements and information may not be appropriate for other purposes, such as making investment decisions. Since forward-looking statements and information address future events and conditions, by their very nature they involve inherent risks and uncertainties.

Actual results could differ materially from those currently anticipated due to a number of factors and risks. These include, but are not limited to, the risks associated with: primary healthcare sector in general; competition; that future results may vary from historical results; the availability and effective integration and operation of management information systems and other technologies; ability to mitigate against cyber security risks; ability to access sufficient capital from internal and external sources; changes in legislation, including but not limited to tax laws; and government regulations. Accordingly, readers should not place undue reliance on the forward-looking statements, timelines and information contained in this presentation. Readers are cautioned that the foregoing list of factors is not exhaustive.

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Investor Day Agenda – Part Two

| WELL Health Technologies – 2024 Investor Day | |
|---|---|
| Overview and Key Catalysts | Hamed Shahbazi |
| Canadian Clinics Primary Care WELL Diagnostics Marketing | Dr. Michael Frankel Jeremy Mickolwin Dina Sergi Chris Ericksen |
| 10:45 am | Break |
| ESG and Public Sector Platform Solutions | Shane Sabatino Amir Javidan |
| WELL USA Circle Medical Wisp | Jay Kreger George Favvas Monica Cepak |
| Finance | Eva Fong |
| 12:30 pm | Networking Lunch |



WELL's Public Sector Group (PSG)

Shane Sabatino, Chief People Officer

Titles and Responsibilities (*now and in the past*)

- **WELL Health:**
 - Chief People Officer (Head of HR)
 - Head of Public Sector Partnerships

- ***(Previously) TELUS Health:***
 - President of TELUS Employer Solutions (HR)
 - VP Public Sector Canada - Healthcare

Premiers accept \$46B health-care funding deal offered by federal government

Ford, Trudeau sign \$3.1B health-care funding deal that will see Ontario hire more health workers

Agreement comes year after feds promised to boost health transfers to provinces
by [Nicolas Powers](#) · CBC News · Posted: Feb 09, 2024 5:46 AM EST | Last Updated: February 9



Alberta signs 10-year, \$24B health-care with feds

B.C. budget: Billions earmarked for health care addictions treatment



By [Simon Little](#) · Global News
Posted February 2023

News Release - Manitoba

August 2, 2023

[Français](#)

LARGEST HEALTH-CARE CAPITAL INVESTMENT IN MANITOBA HISTORY OF \$1.5 BILLION WILL REBUILD HEALTH SCIENCES CENTRE WINNIPEG ADULT BED TOWERS, EXPAND BANNATYNE CAMPUS

Federal government signs agreement to commit \$355 million to Nova Scotia's health-care system

JANUARY 10, 2024

Canadian Health Minister Mark Holland announced on Wednesday that the federal government will provide the province \$355 million over three years to improve its health-care system, including

Federal government announces \$560M in funding for health, long-term care in Sask.

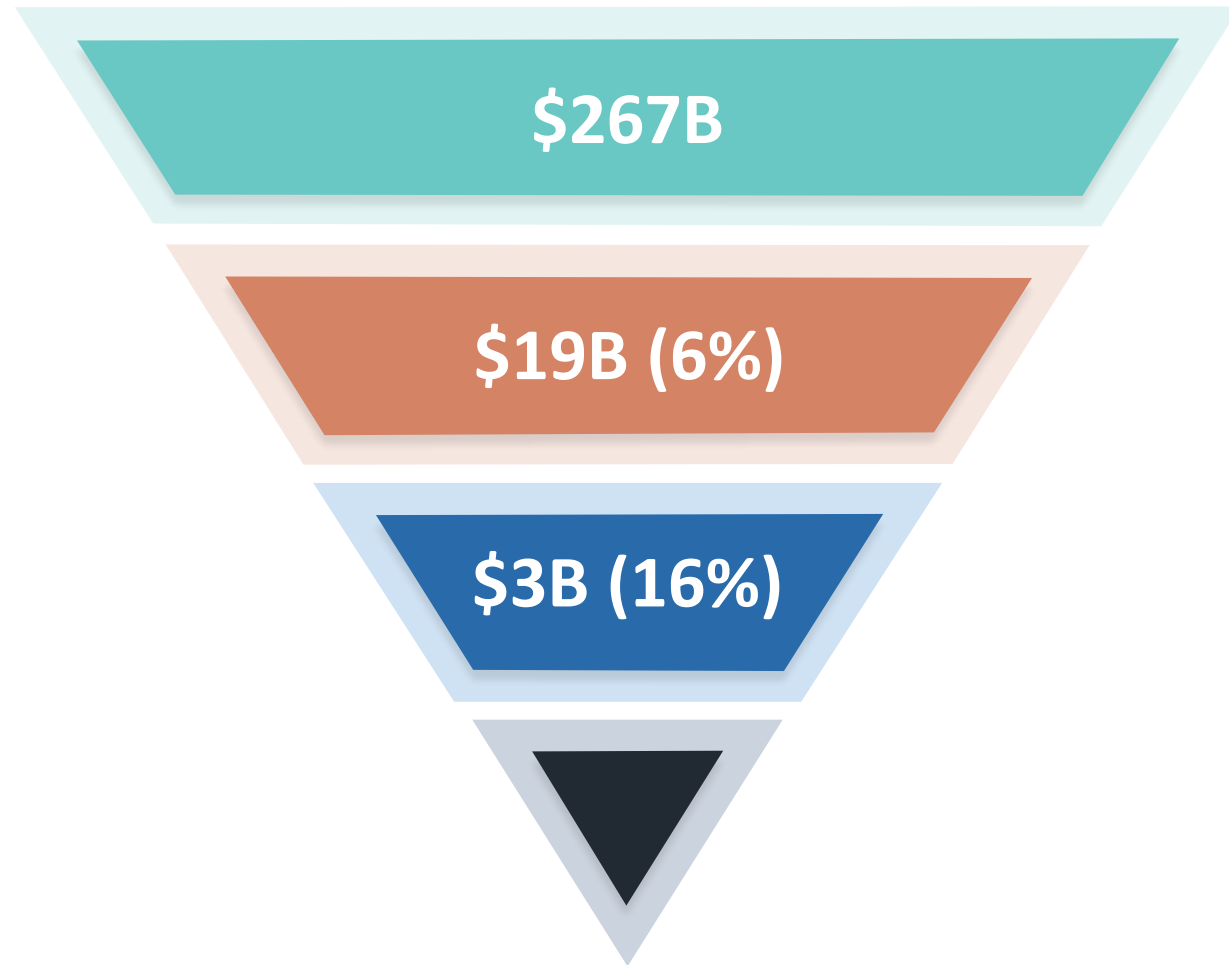
Money for more hospital beds, post-secondary training seats, recruitment included

CBC News · Posted: Mar 18, 2024 2:30 PM EDT | Last Updated: March 18



WELL Health
TECHNOLOGIES CORP

Public Sector Market Opportunity



TAM

SAM

SOM

**= WELL winning
more market share!**

Introduction to WELL's Public Sector Group (PSG)

What is the PSG?

- Is a dedicated division focused on addressing the unique challenges of publicly funded healthcare.

WELL's PSG is positioned...

- To leverage this high growth, high margin and non-dilutive opportunity like never before!
 - *80 cents on every healthcare dollar spent in Canada is funded by the Public Sector.*

Key Public Sector Win Highlights: OceanMD

\$38.5M

OceanMD has signed a contract with British Columbia to provide an array of digital services, such as eReferrals and eConsults

Multimillions

OceanMD also has contracts in Ontario (highest adoption), New Brunswick, Nova Scotia and more P's and T's to come!

eReferral is part of Infoway's Roadmap for Canada!

WELL's Public Sector Group has Structural Advantages

- Leveraging Comprehensive WELL Family Assets to Provide Enterprise Solutions (*sum of parts*):
 - OceanMD Platform
 - EMRs (Electronic Medical Records): 1/3 of all Drs in Canada.
 - Clinics: Provides a network of in person facilities for comprehensive patient care (largest in Canada).
 - Virtual Care: Expands access to healthcare services through telehealth solutions (complements in person).
 - AI Technologies: AI Scribe, EMR inbox efficiency tools, WAIDs, Pre-Patient Summary.
 - Cyber Solutions: Healthcare needs small, medium and enterprise level support - WELL can do all 3 levels.
 - HWAI Family of products/interoperability: Verosource, Pentavere, Khure and more to come!

Future Growth and Expansion – What's Next?

- **National Expansion:** Actively expanding best in breed and bundled solutions to the feds, provinces and territories.
 - Leveraging the recent influx of BILLIONS of dollars across Canada
- **Population Health:** Health Data is the new "oil", WELL Health and HWAI can leverage data to help patients, providers and the health ecosystem overall achieve greater health outcomes.
- **Robust BD and Sales Pipeline:**
 - The collection and evolution of WELL's companies, products and services has us very WELL positioned!
 - With over \$150M+ in potential wins before WELL at the moment, the future is very bright!

WELL's ESG Program



Copilots in Healthcare Transformation

2023 environmental, social and governance report



WELL Health
TECHNOLOGIES CORP

ESG Priority: A healthy place to work

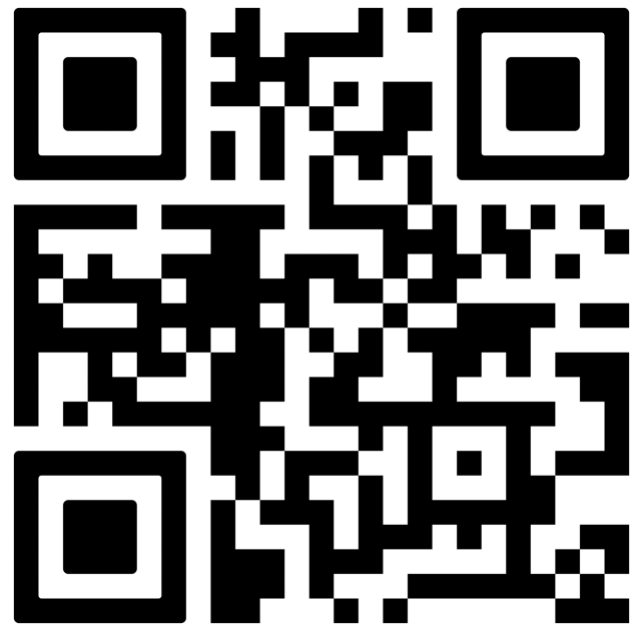
It's official: WELL Health is a Great Place to Work®!

- WELL has been independently certified as a Great Place to Work® by Great Place to Work Institute® Canada, an achievement that reflects the company's strong commitment to creating a workplace culture centered on trust, and inclusivity.



Our latest ESG Report can be found on our WELL Health site:

esg.well.company



WELL Platform Solutions

Amir Javidan, Chief Operating Officer

Breadth and Depth of Platform Solutions

| | Category | Position | Reach |
|---------------|--|----------|--|
| WELL Platform |  EMR | # 3 | <ul style="list-style-type: none"> Provides SaaS-based EMR services to over 2,800 clinics supporting 15,000 physicians & 15M patient profiles. |
| |  Digital Apps & AI Tooling | # 1 | <ul style="list-style-type: none"> Leading AI solutions, #1 digital app ecosystem |
| |  Patient Engagement & eReferral | # 1 | <ul style="list-style-type: none"> eReferrals in 4 provinces - #1, patient engagement /online booking - #1 41k+ users, powers 120K+ eReferrals and 2.2M+ patient engagements every month |
| |  Telehealth | # 1 | <ul style="list-style-type: none"> Leading Canadian telehealth marketplace platform |
| |  Billing & RCM | # 1 | <ul style="list-style-type: none"> Largest billing provider to physicians in Canada with \$600M+ annual claims supported, 2500+ Doctors and 1200+ clinics |
| |  IT & Cybersecurity | # 1 | <ul style="list-style-type: none"> Comprehensive offering of defensive and offensive services and solutions |

Today's Three Areas of Focus

1. AI Tools
2. OceanMD
3. Cybersecurity

WELL AI Product Suite

Building on WELL's position of trust with providers to drive impact across clinical and administrative workflows



AI Voice

An AI voice-enabled virtual assistant that writes clinical notes and provides real-time medical information.



AI Inbox

Industry leading AI for triaging and processing incoming faxes, messages, referrals, e-mails, records, reports etc.



AI Decision Support

AI clinical intelligence platform which allows physicians to instantly identify and assess patients with rare conditions.

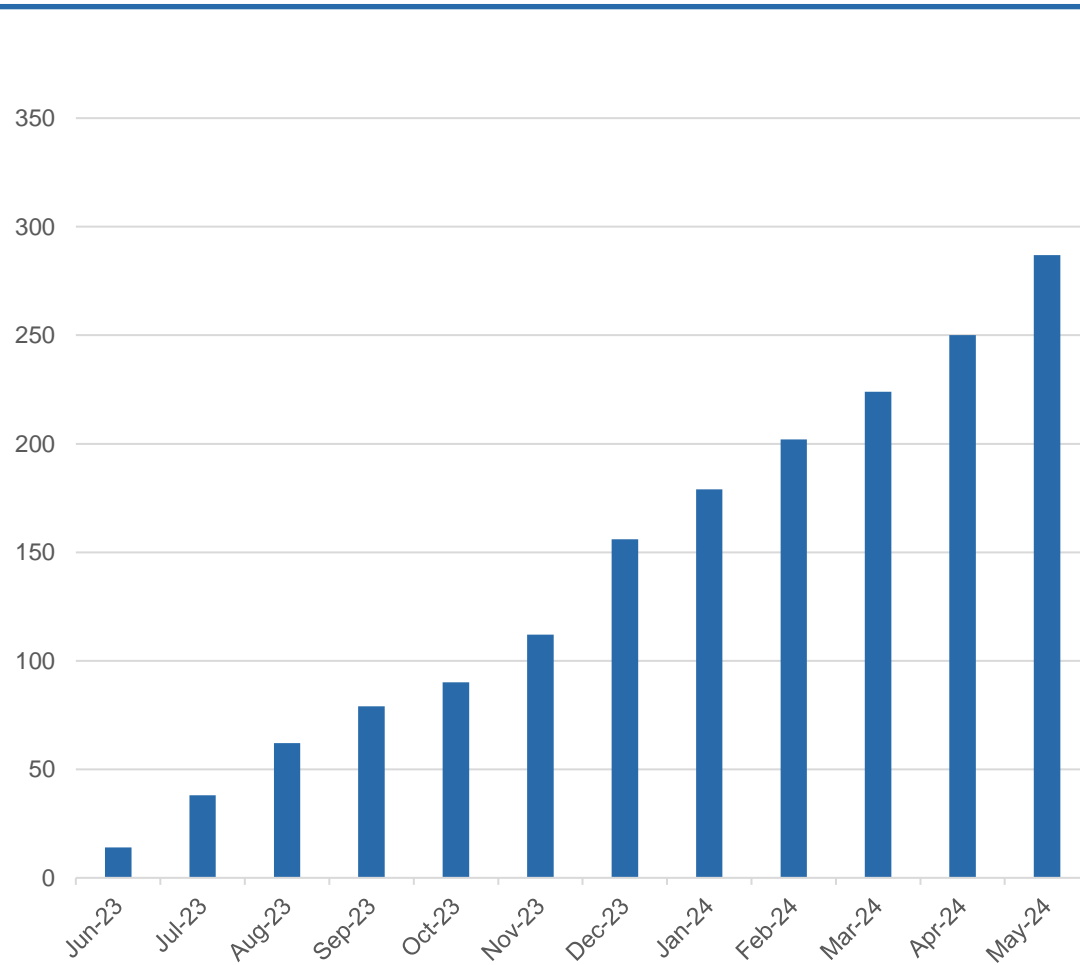
EMR



- ✓ **Deep customer understanding.** WELL uniquely understands clinician challenges and priorities.
- ✓ **EMR Integrated.** Streamlined product experience Improves user experience and power of tooling.
- ✓ **Consolidated support.** One team to solve technical or user issues across solutions.

WELL AI Voice's Impact on Care Delivery

WAIV Active Users



3.5 mins

Saved per encounter.
Equates to >2 hrs/ day.

85%

Agree that WAIV reduced
cognitive load

85%

Agree WAIV saved time
documenting patient encounters

88%

Agree WAIV accurately
transcribed conversations

>55,000

Supported patient encounters
monthly



What Well AI Voice users have been saying...

Ambient has made my work life amazing and I now look forward to coming to work to use it.

Family Physician



I'm using this new AI in my program that I LOVE. Has cut down my note time by half...it's a game changer for me.

Family Physician



I have used scribe and dictation for some time and found it excellent. It has helped in improving the workflow and quality of our SOAP notes.

Family Physician



It is saving us so much time and is allowing us to send consult notes the same day as the appointment; it's amazing! It is safe to say that we will be adding this service.

Family Physician



It gave me more detail in my notes and cut down my charting time considerably.

Pediatrician



Admin time



Physician Burnout



Time to focus on care



Patient Experience

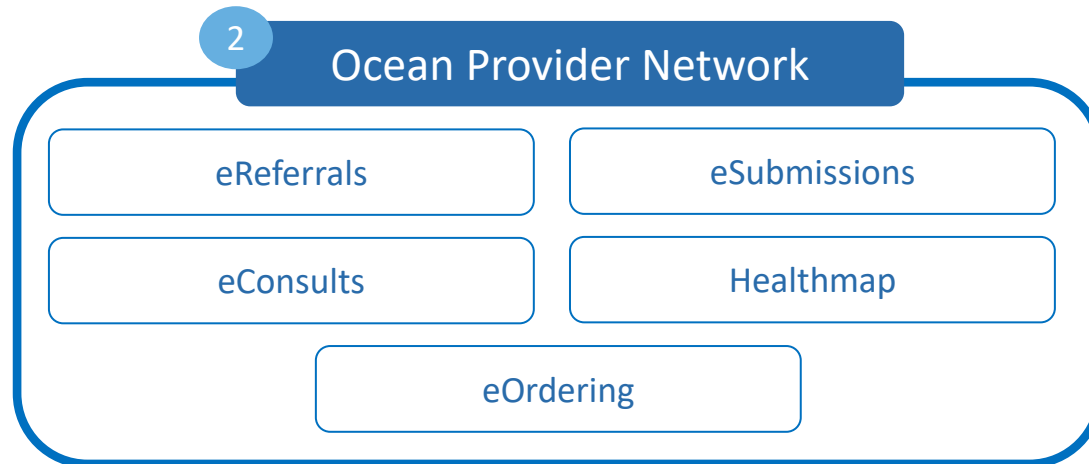
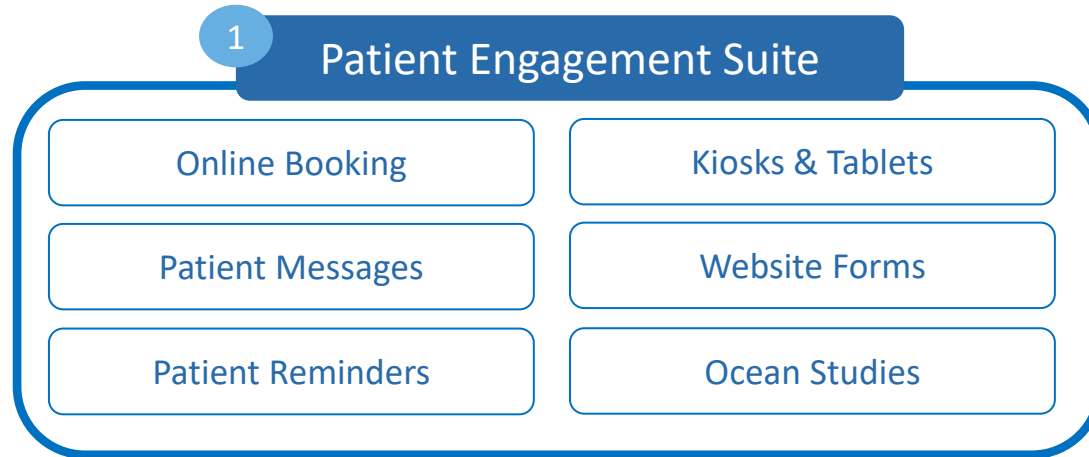


Quality of documentation



OceanMD is empowering providers with best-in-class digital interoperability tools

OceanMD has been selected by Ontario, British Columbia, New Brunswick, and Nova Scotia as the technology partner to power provincial eReferrals.



OceanMD has now secured 4 provincial partnerships



9 Active Provinces

4 Provincial Programs

1 Canadian Strategy



Supported by key public sector wins, OceanMD's growth has accelerated



+62%

Ocean User Growth (to 41K)



+109%

Sent eReferrals



+60%

Online Bookings



+47%

Tablet/Kiosk Uses



+32%

Patient Messages



+54%

Patient Reminders

Ocean powers **1.5M+ eReferrals** and **26M+ patient engagements** per year

Nova Scotia eReferrals Performance To-Date

12K+

**eReferrals per Month
and Growing Rapidly**

90%

**Primary Care Providers
Onboarded as Senders**

95%

**Surgeons Onboarded
as Receivers**



Provincial Mandate to
Adopt eReferrals
Announced



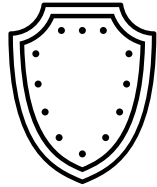
Commitment to Program
Support & Change
Management



Exploring Expansion
to New Programs &
Solutions



Next-Gen Cybersecurity: Secure, Advanced, Reliable Solutions.



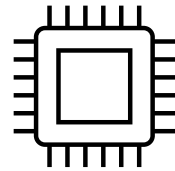
Defensive Capabilities.

24/7 CYBERSOC.

Curated Threat Intel.

Platform Maturity.

Governance for a dynamic
landscape.



Offensive Capabilities.

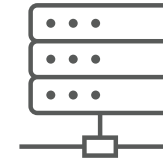
Penetration Testing.

Red Team Exercises.

Vulnerability Assessments.

Phishing Simulations.

Social Engineering.



Technology Solutions.

Network Devices.

Firewalls.

Email Security.

Threat Intel.

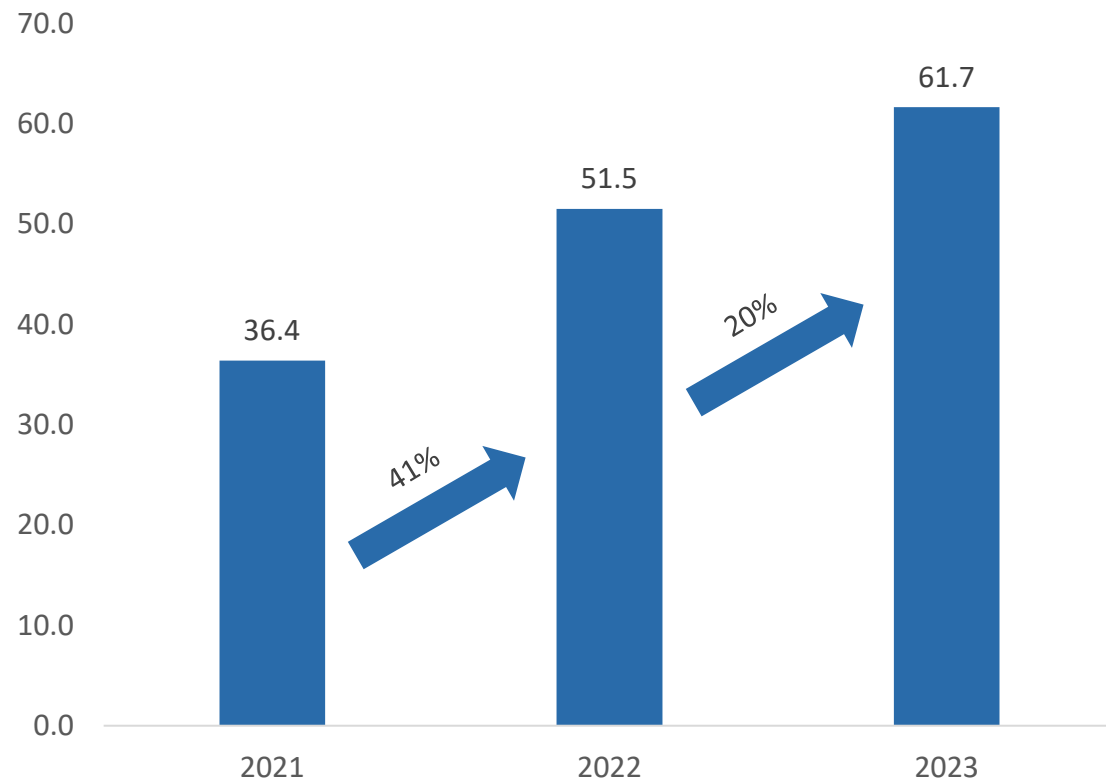
SIEM.

Financial Profile of WELL Platform Solutions

WELL Platform Solutions grew revenue and EBITDA by 20% and 65% respectively in 2023, demonstrating the significant operating leverage in the business

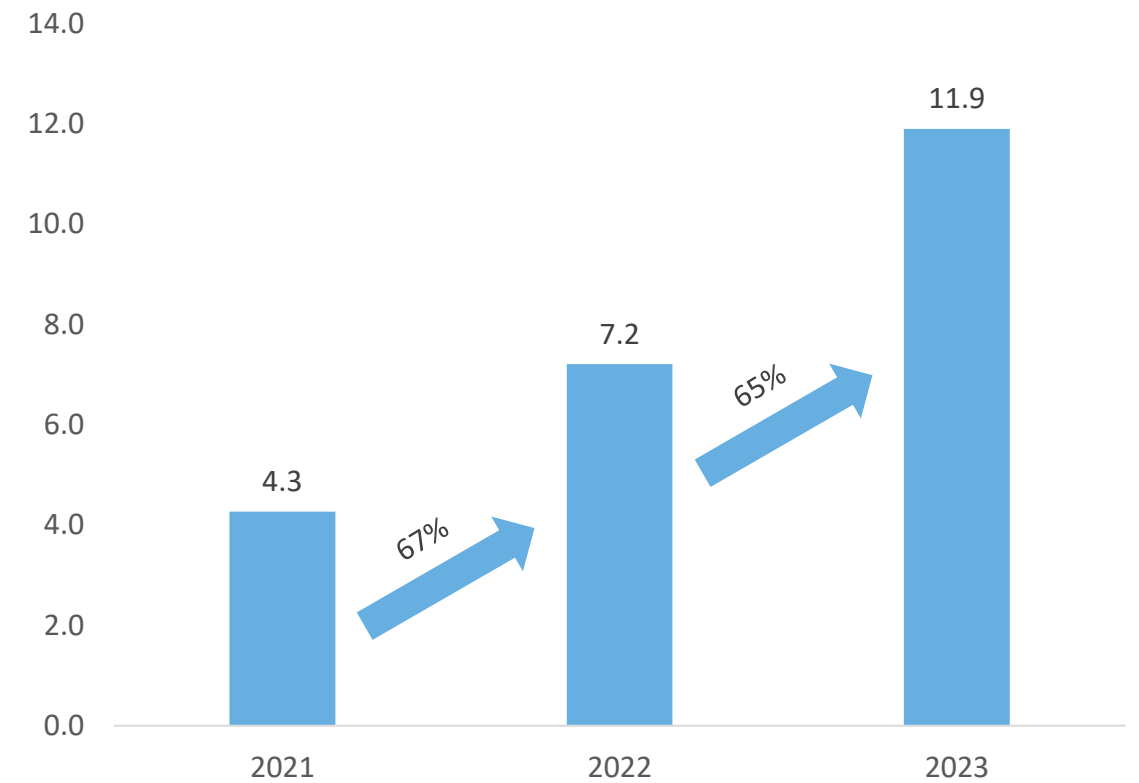
Revenue¹

(C\$ in millions)



EBITDA¹

(C\$ in millions)



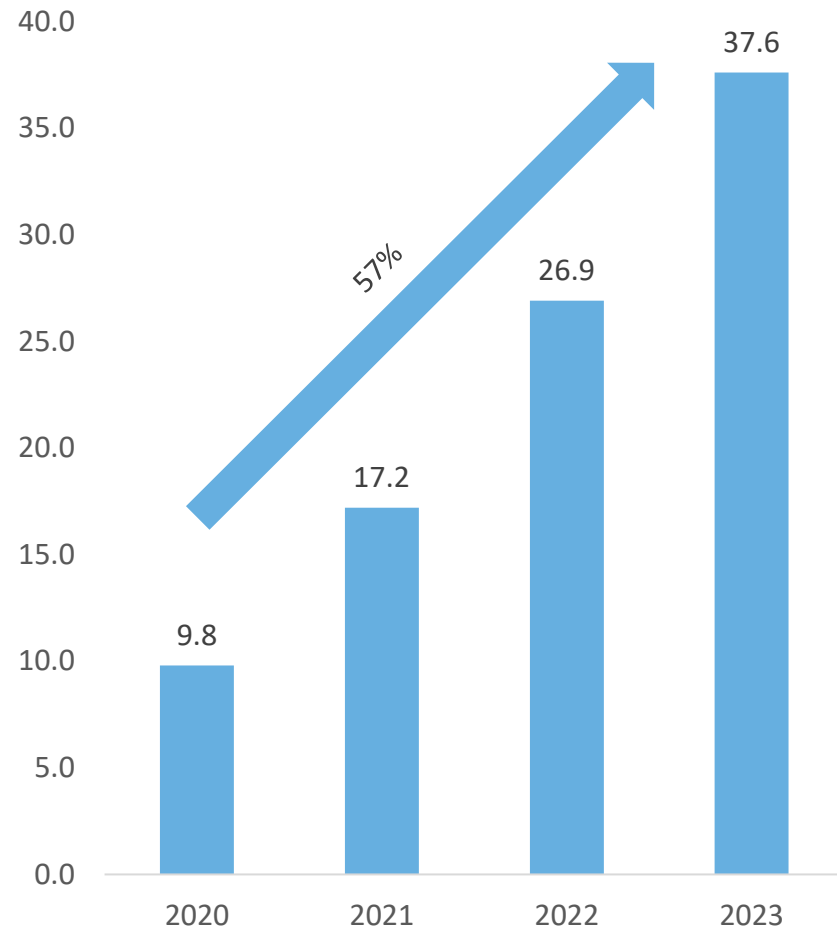
1) All figures have excluded the Revenue and EBITDA of Intrahealth, which was sold on Feb 1, 2024

Provider Solutions/SaaS Performance

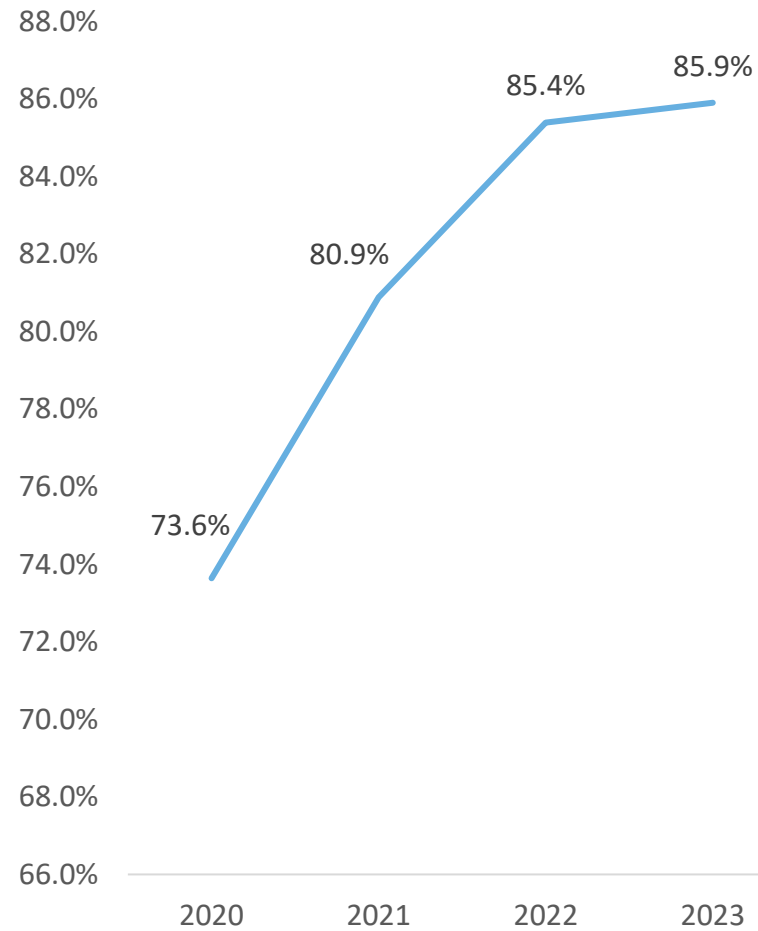
WELL has a world-class digital health business with 3-year revenue and EBITDA CAGRs of 51%

Revenue Growth¹

(C\$ in millions)

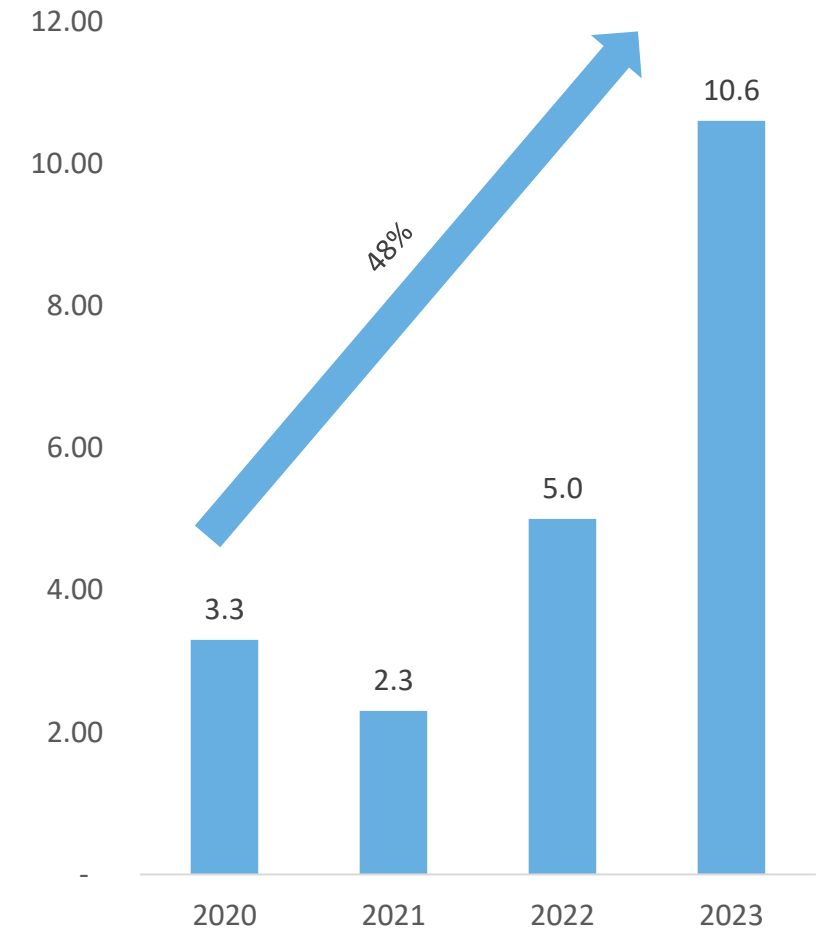


Gross Margin¹



EBITDA Growth¹

(C\$ in millions)



1) All figures have excluded the Revenue and EBITDA of Intrahealth, which was sold on Feb 1, 2024





Questions?



WELL USA

Jay Kreger, CEO WELL USA

WELL Health USA's Lines of Business



CRH Anesthesia is an anesthesia provider formed in 2014. CRH Anesthesia addresses operational, compliance-related, and financial anesthesia service needs nationwide, offering benefits to both physicians and patients.



CRH O'Regan provides specialized gastroenterology care. More than 3,000 physicians nationwide use the CRH O'Regan process, providing patients with fast and pain-free hemorrhoid relief at a 99% success rate.



Founded in 2010, **Radar Healthcare Providers, Inc.** is a professional medical recruitment firm focused on providing anesthesia-related staffing assistance across the nation. Radar joined WELL Health in 2023 when WELL acquired Care Plus.



Founded in 2018, **wisp** is a leading budget friendly telehealth service offering primary care, same day prescription medication and natural remedies regardless of health insurance. In October 2021, wisp was acquired by WELL Health.



Circle Medical is a National US telehealth provider with two brick-and-mortar medical clinics in California. The Circle Medical app is in-network and accessible by 200 million Americans, using AI and deep technology to provide a better patient experience.

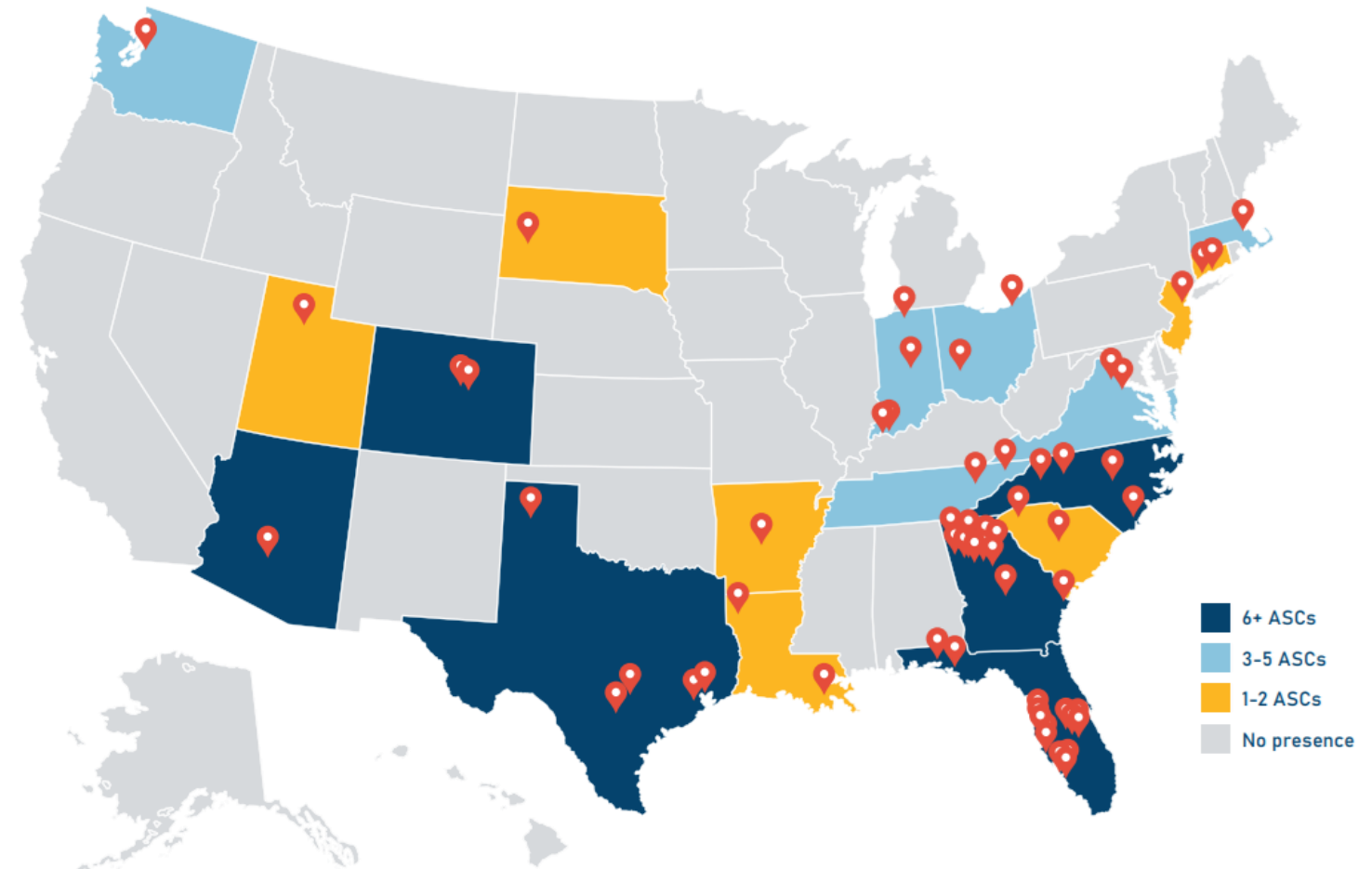


WELL USA's National Footprint

Unrivaled Breadth of Relationships and Highly Scalable Infrastructure

- Relationships with 3,700+ GIs and 1,300+ practices nationwide established via proven track record of delivering value
- Anesthesia partnerships with ~650 gastroenterologists across 148 ASCs in 19 states
- Access and insights into GI partners / customers across 48 contiguous US states
- Proven expandable platform, with anesthesia services in 7 new states over last 3 years
- Robust anesthesia pipeline augmenting density in existing markets and adding multiple new states over next 12 months

National Presence with Growing Regional Density



WELL USA Business Model

Our flexible business models tailored to the unique needs of each group



We are Currently Partnering with Groups that are:

- 1 Considering an anesthesia partner and realizing value in their business
- 2 Outsourcing their anesthesia and considering bringing it “in house”
- 3 Outsourcing their anesthesia and/or seeking an alternative partner to meet evolving market and service demands

Quality and Compliance

- Broad Anesthesia-focused facility accreditation experience (i.e. AAAHC, AAAASF, Joint Commission)
- Robust state and industry specific regulatory experience
- Assigned Anesthesia Medical Director - Anesthesiologist credentialed and available to assist in clinical matters to serve as an added clinical resource for Anesthesiologists, CRNAs, and Physicians

Experienced Anesthesia Support Team and Structure

- Credentialing and recruitment team with deep experience and knowledge of Anesthesia services with regional and national reach and access to resources
- Assigned local Operations Director for day-to-day operational leadership, oversight, and support
- Additional subject matter expertise available ad-hoc based on extensive national anesthesia professional network

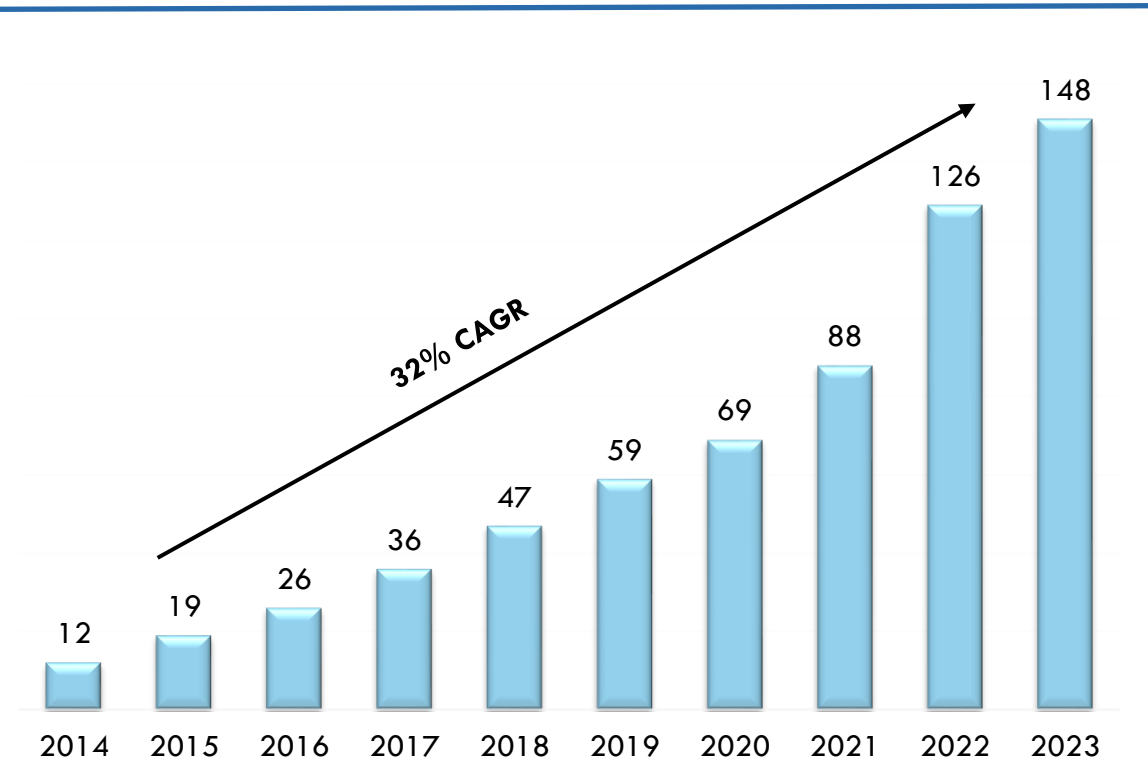
CRH Anesthesia

CRH Anesthesia is the largest single specialty anesthesia provider partnering primarily with GI groups across the US, and, has leveraged its scale to support multispecialty facilities

Company Snapshot

| | | |
|--|--|---|
| 615,000 Patient Cases Annually | 650 GI Physicians Across 148 ASCs | 47 Transactions Completed Since 2014 |
| 1,300+ Anesthesia Providers | Presence in 19 States | Trained 3,700+ GIs on the O'Regan System |

Affiliated ASC Count



RADAR Recruitment Overview

RADAR enhances the CRH service offering and our ability to provide timely and efficient staffing solutions to your center in order to avoid the disruption of care to patients.

The RADAR Difference

Affiliated ASC Count

Anesthesia Expertise

- Recruiters are exclusive to anesthesia and have differentiated knowledge of employment terms and conditions in the anesthesia market
- Ability to negotiate provider compensation that aligns with healthcare clients' objectives

Full Desk Model

- Facilitate full process from sourcing (both candidates and clients), negotiation, credentialing and then staffing
- Recruiters pride themselves on their execution speed and responsive service

Network of Providers

- Nationwide network of CRNAs / MDAs to source from to meet any type of staffing need
- Successful outcomes have fed recurring placements and mandates

12

Total Recruiters

46 States

National Footprint

7+ Years

Avg Recruiter Tenure

90,000+

CRNA / MDA Database

200+

Clients Served

315,000+

Hours Staffed



Multi-Pronged Approach to M&A

Existing Infrastructure



CRH ORegan System®
Non-Surgical Hemorrhoid Treatment

wisp



M&A Criteria



Established Payor Partners



Attractive Geography



Ability to Leverage Existing Network /
Synergistic



Profitability / Pro Forma



Growth / Risk Potential

Development Pipeline

Qualified Acquisition Leads

10+
Identified Targets

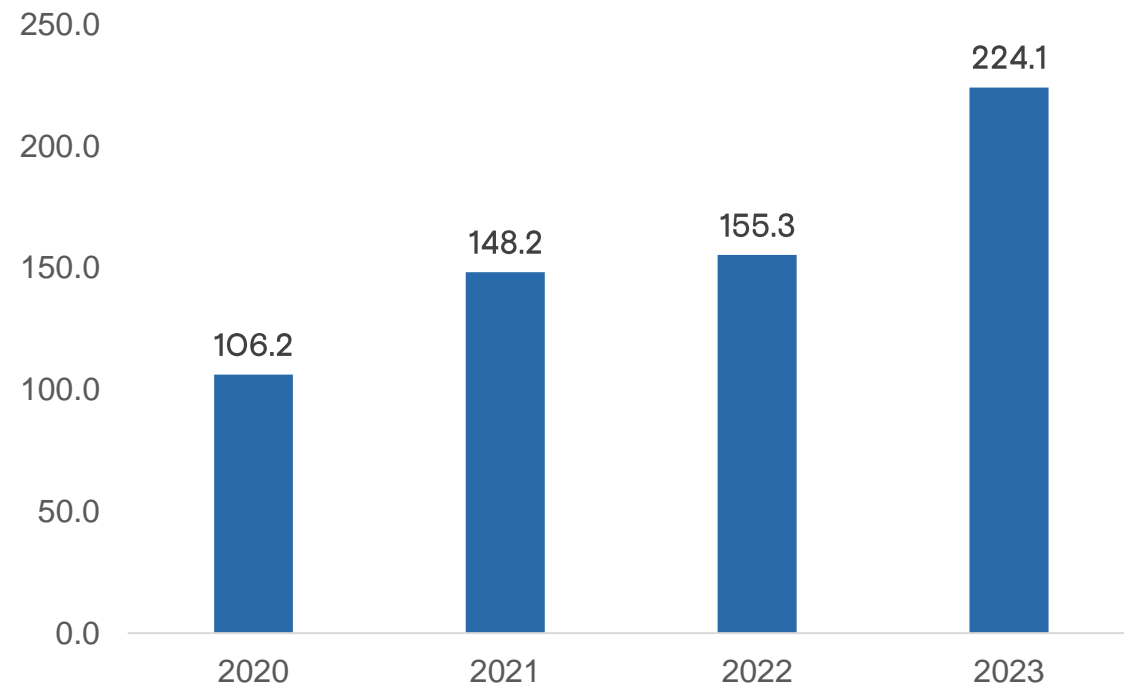
Infusion, Pharmacy,
Staffing, Pathology, Primary
/ UC Clinics, Tech-enabled,
RCM, other



CRH Financial Profile

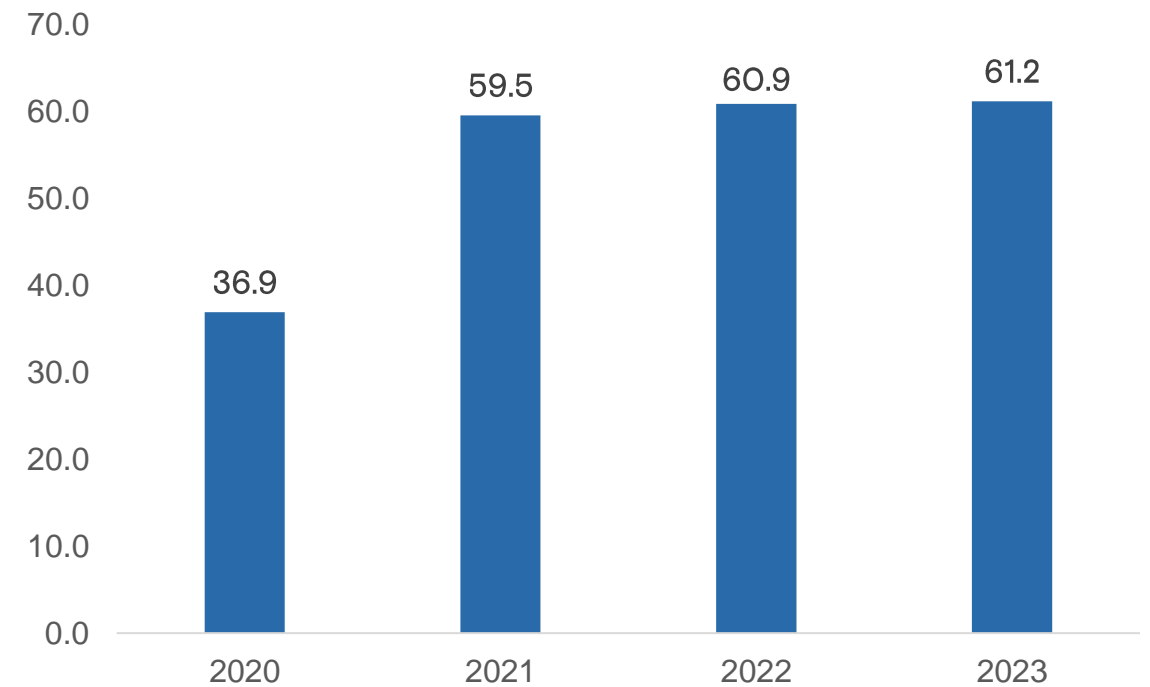
Revenue

(US\$ millions)



Adj. EBITDA

(US\$ millions)

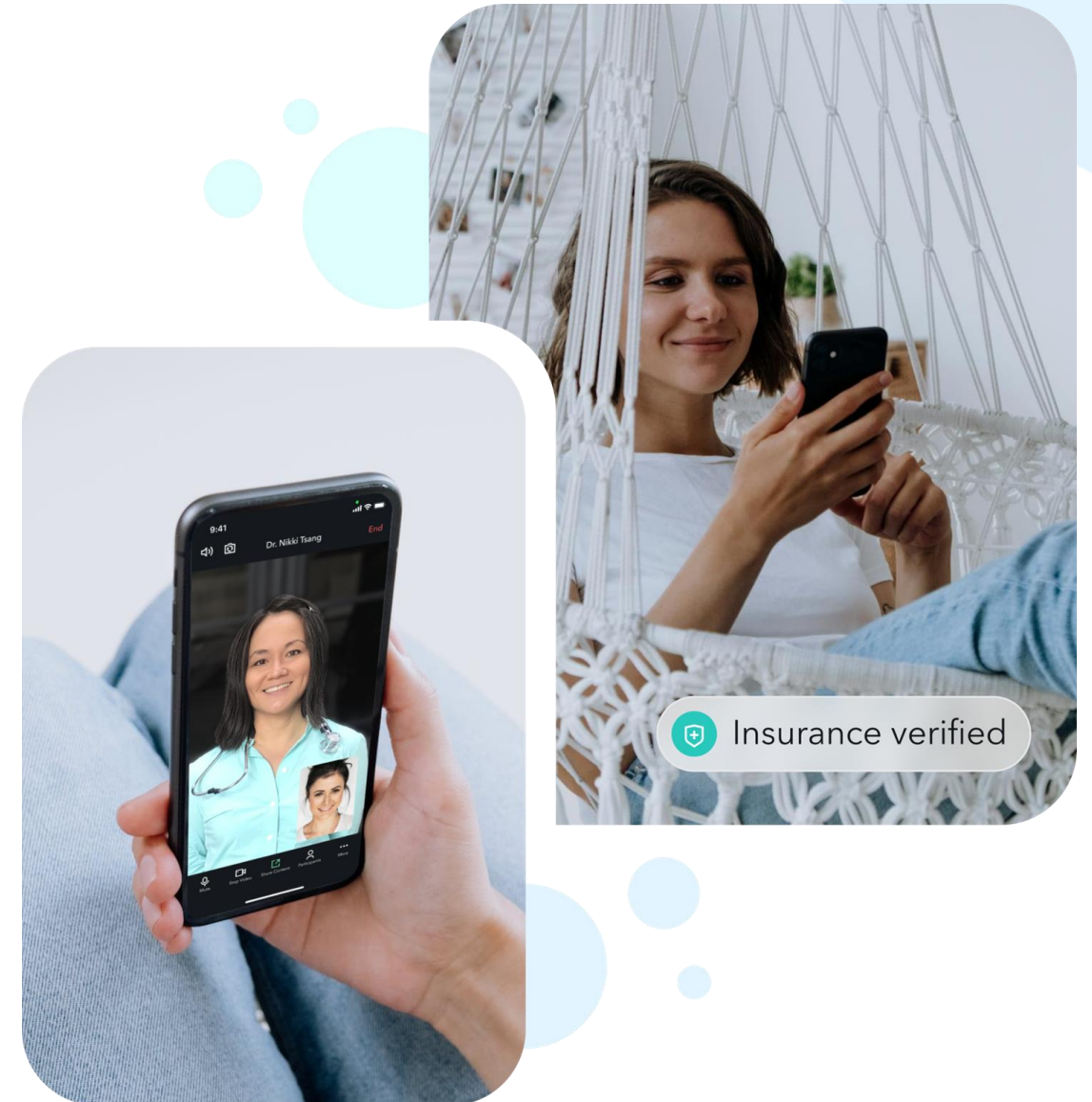


Circle Medical

George Favvas, CEO Circle Medical



Our mission is to build the technology that makes **quality, delightful primary care** accessible to everyone on the planet.



Fastest growing US digital primary care provider



\$95M USD

Revenue run rate

143%

3-year CAGR

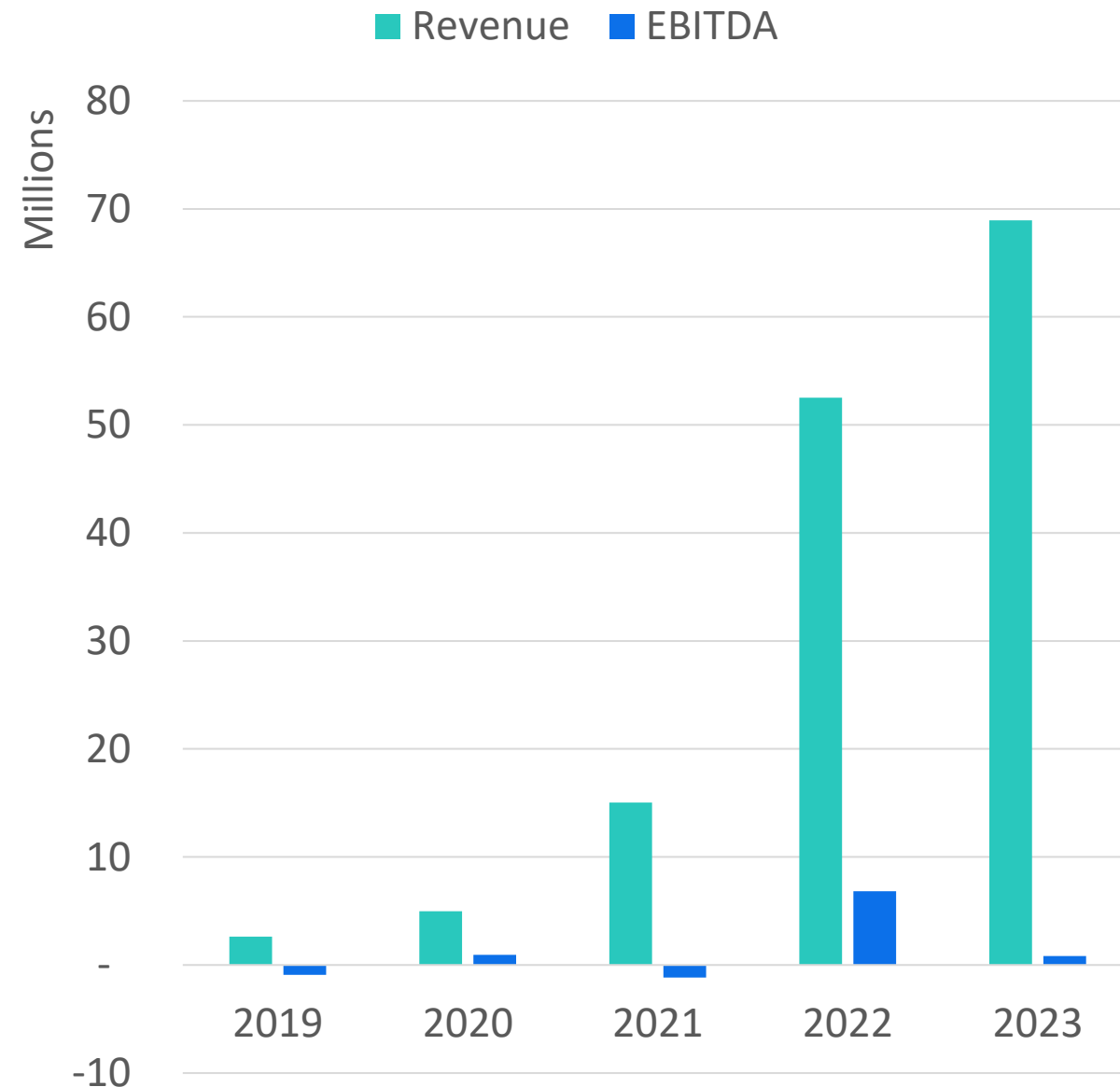
900k/year

Appointment run rate

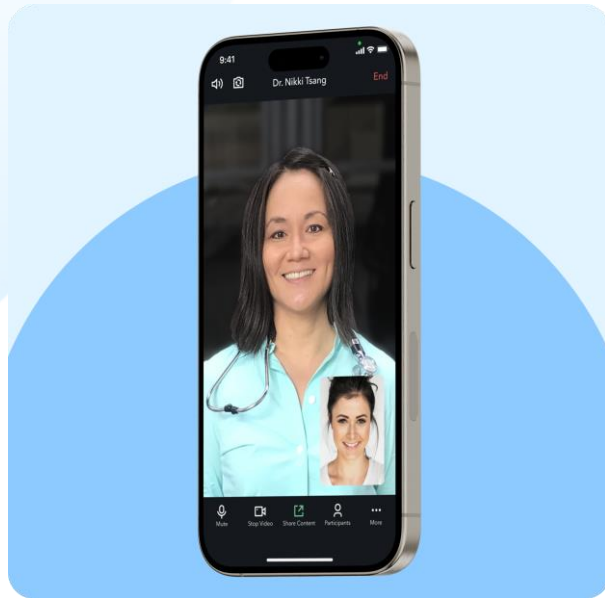
350+

Medical providers

 **EBITDA Profitable**

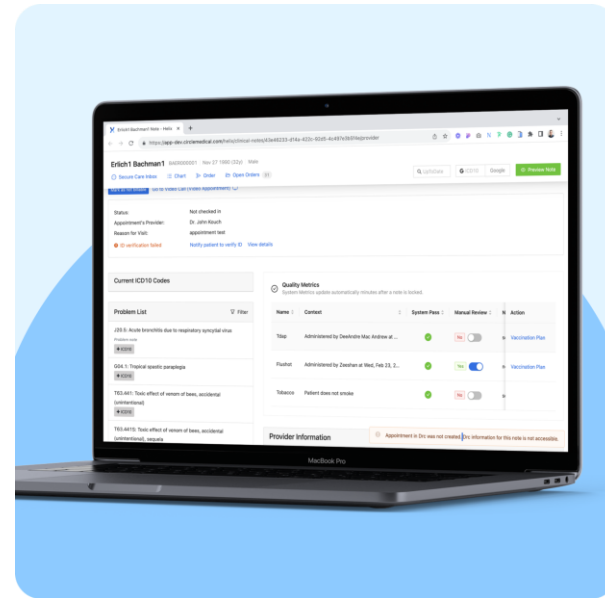


Full-stack primary care practice



Proprietary mobile app

Patients report an NPS of 60+, far above the industry average



Proprietary EHR (Helix)

Providers can complete common tasks like charting faster than competitors



Proprietary network

Access to same-day availabilities instead of having to wait weeks or months



Proprietary data

Structured data from 1 million patient encounters/year

Why primary care?



Large market

\$300B TAM, increasingly moving to virtual

Sticky

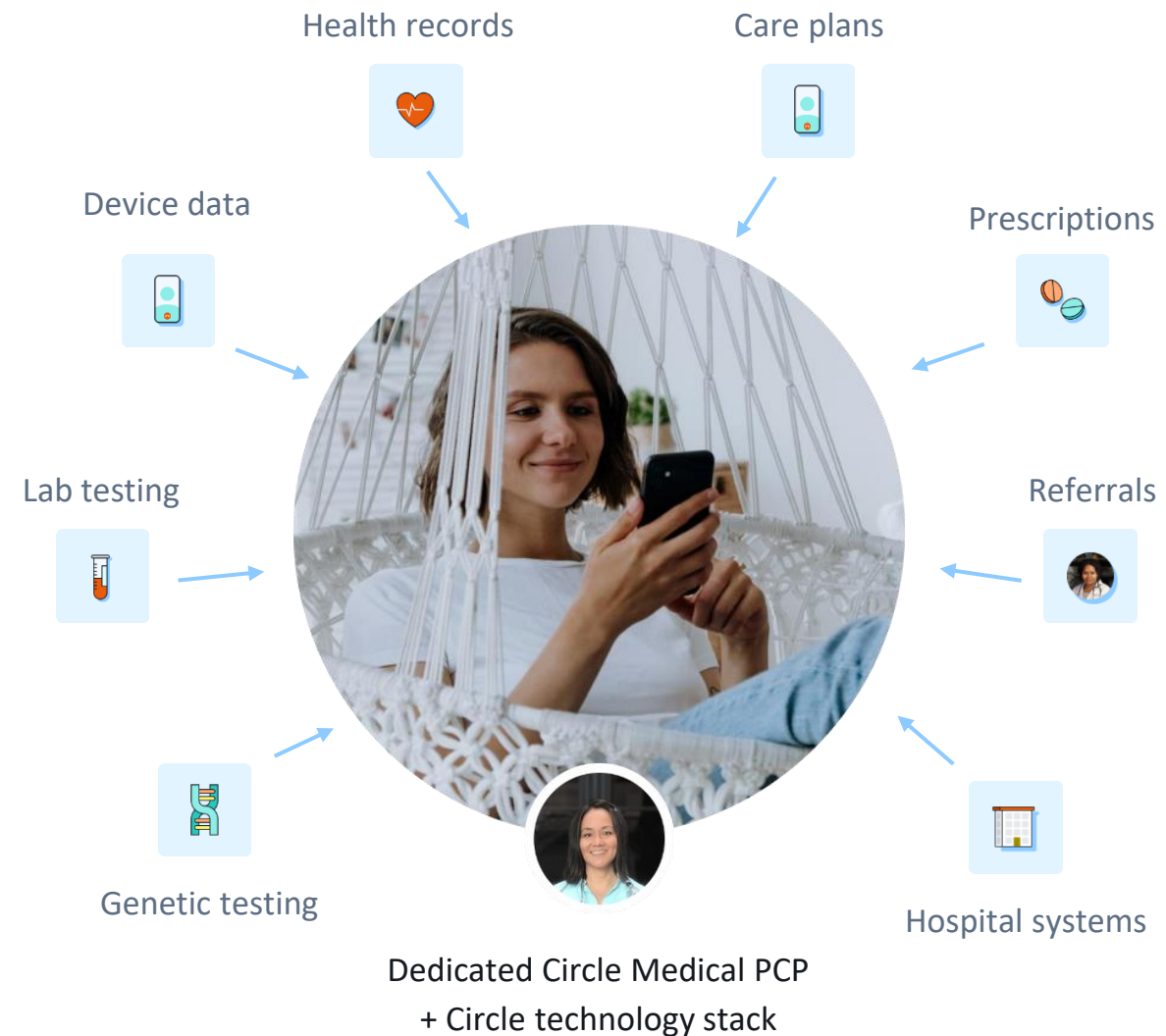
Primary care is longitudinal, with high engagement and LTV

Data to feed AI

Massive data that can be used to improve outcomes and develop new lines of business

Competitive advantage

Circle's technology, processes, and provider network are hard to replicate



National footprint



97% of visits are virtual

More scalable model

Virtual visits in 35 states

Covering 80% of the US population

3 flagship brick and mortar clinics

With 20 satellite clinics across the country

San Francisco and Montreal

Co-headquarters



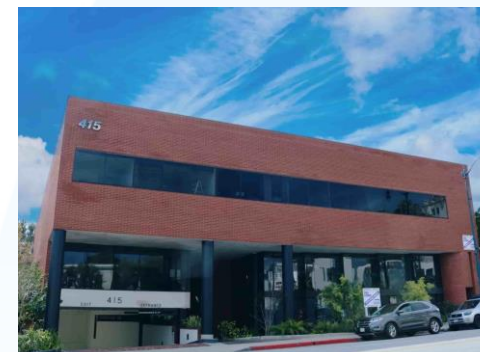
New York City

Lower Manhattan



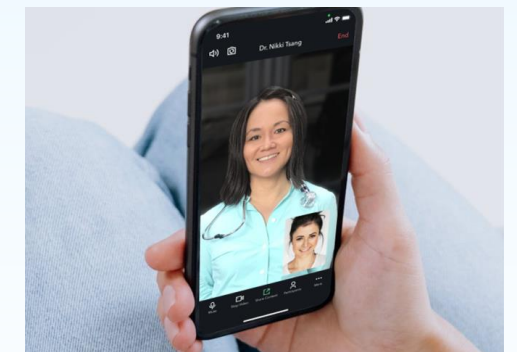
San Francisco

Financial district



Los Angeles

Beverly Hills



Virtual clinic

60,000+ appt/month

Business model



\$123

Revenue/visit

54%

Gross margin

\$159

CAC

\$1,123

24-month LTV

We are in network with all major insurance




Many more!

Land and expand strategy



Circle Medical | What we treat | FAQs | Providers | Locations | About | Download app | Book Now



Medically Managed Weight Loss. Meet with a Doctor today.

- ✓ 100% Board-Certified Providers
- ✓ Most insurance accepted
- ✓ No membership or hidden fees
- ✓ A non-judgemental, safe space
- ✓ Without Insurance: \$100 per appointment
- ✓ With Insurance: ~\$35 per appointment †

Book Appointment

Same-day Availabilities

Circle Medical | What we treat | FAQs | Providers | Locations | About | Download app | Book Now


Meet with an online doctor over video about mental health and treatment today

Speak to a board-certified primary care provider in a safe, compassionate space to discuss and diagnose common mental health related issues including Anxiety, Depression, and [ADHD](#).

Book Appointment

Availabilities Today

If you need immediate assistance, please seek out your local emergency room or urgent care facility. Mental health crisis hotline: [988](#) National suicide prevention hotline: [800-273-8255](#)




Circle Medical | What we treat | FAQs | Providers | Locations | About | Download app | Book Now

Sounder sleep for all

Meet with an online doctor today about your Sleep Apnea

If you or someone you care about is experiencing poor sleep, or you are concerned about possibly having Sleep Apnea, taking an at-home sleep study has never been easier.



Better outcomes due to artificial intelligence



Scribe Q1

Fills out clinical notes, adds ICD-10 codes pending provider approval

Execute Q2

Submits lab, imaging, and prescription orders for providers

Assist Q3

Makes recommendations to providers during appointments

Assure Q4

Reviews charts and patient panel to ensure clinical compliance

Competitive advantage

MILA partnership

Access to a network of over 1,200 AI researchers

Data

Approaching 1 million patient encounters/year and tens of millions of medical records on our patients

Permissionless innovation

As a full stack practice, we can roll out AI tools progressively in a seamless fashion

Target \$1billion revenue in five years



TAM: \$300 billion

Total US Primary Care spend



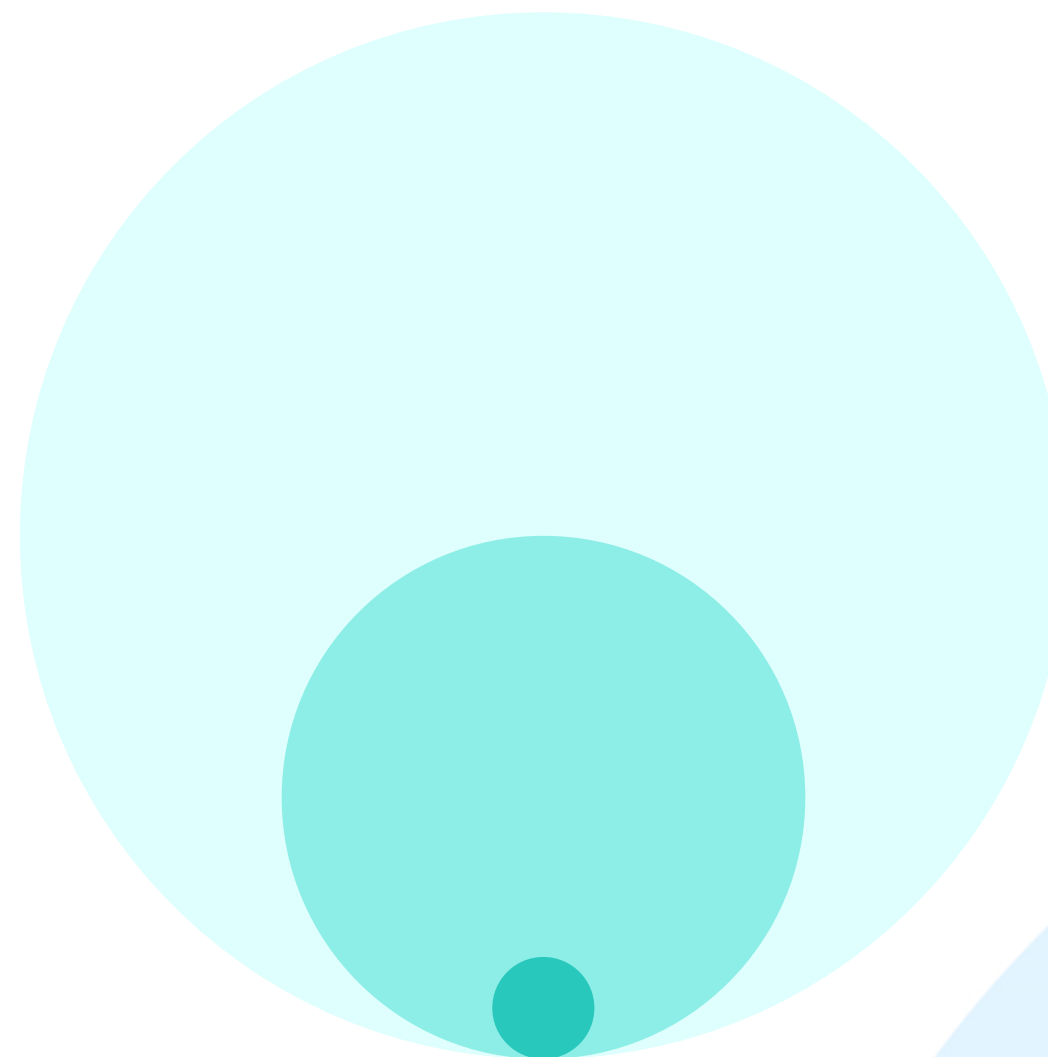
SAM: \$150 billion

Adults with commercial insurance



SOM: \$16 billion

Virtual primary care in states we currently service, reachable via current channels



Proven leadership team



George Favvas

Cofounder, Chief Executive Officer
YC alum, led Circle from \$0 to \$80M revenue run rate, 2 prior exits



Georgia Psarras

Chief Financial Officer
20 years public and private company experience in software, healthcare and transportation



JS Boulanger

Cofounder, Chief Technology Officer
YC alum, prior exit, strong expertise in artificial intelligence



Luc Vezina

Chief Operations Officer
20 years as tech executive, ex CEO of a SaaS company he led from \$0 to \$13M revenue and an exit



Dr. Nicole Tsang

Chief Medical Officer
14 years primary care experience, oversaw growth to 390+ providers



Catherine David

Head of Growth
Grew venture backed startup from £20M to £400M revenue in 5 years

Wisp

Monica Cepak, CEO Wisp

INTRO



Monica Cepak
CHIEF EXECUTIVE OFFICER

Monica Cepak brings ~20 years of expertise in both the technology and healthcare sectors. Prior to becoming CEO, she served as Chief Marketing Officer at Wisp and was responsible for patient acquisition and marketing strategy. Her professional journey is seasoned with extensive global experience, having worked with preeminent tech giants such as Samsung and LinkedIn as a growth consultant across different continents.

Before joining Wisp in June 2022, she held notable leadership positions in various healthcare and technology firms, including VP of Marketing at Allara and Head of Marketing at Lyft (New York).

Monica holds an MBA from INSEAD, a Master of Public Policy from Erasmus University, and a Bachelor of Arts from Princeton.



MAKING SEXUAL HEALTHCARE ACCESSIBLE AND STIGMA-FREE



Our mission is to **democratize access to sexual and reproductive healthcare.**

We empower our patients to take ownership over their health, by providing convenient, affordable, same-day treatments for common, yet stigmatized conditions —all from the comfort of home.



WE'VE BUILT ONE OF THE LARGEST SEXUAL & REPRODUCTIVE BRANDS IN THE US ...

Wisp was established to serve as a **supportive “Big Sister”** for women, addressing sexual & reproductive health issues by providing **trusted, discreet** and **judgment-free** services.

We are **Wisp**, because women shouldn't have to **whisper** about their sexual health.

CURRENT OPERATIONS

522k → 1.1M
Total Patients
(From 2021 to 2023)

75
Patient
NPS Score

50+D.C.
States Served

399K → 900K+
Annual Consultations
(From 2021 to 2023)

Top 5
Recognized Women's
Health Brand in the
US

60+
Treatment Options

526K → 1.2M
Prescriptions
Fulfilled
(From 2021 to 2023)

4.6/5.0
Trustpilot Score

95
Employees &
Contractors

FINANCIAL METRICS

~US\$70M
Run Rate Revenue
(as of May 2024)

29%
y/y Revenue Growth

72%
Returning Revenue
(Q1 2024)

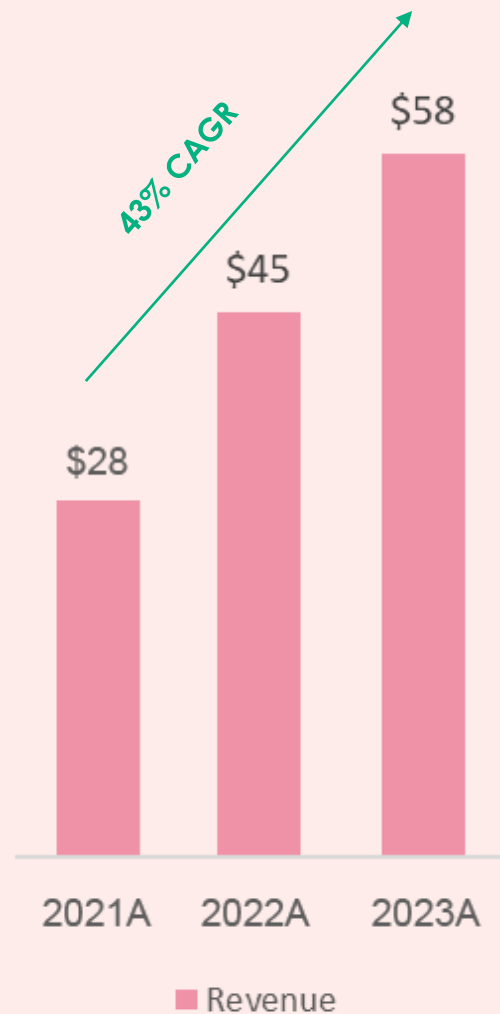
EBITDA Positive
Past 3 Years

72%
Gross Margin
(Q1 2024)

<\$2M
Primary Capital
Raised

DTC BUSINESS MODEL

Revenue and Growth (2021A–2023A) (US\$MM / %)



100% Cash Pay

Typically lower cost than copay, with premium charge for same day pharmacy pick up service

25 Providers

Network of MDs, OBGYNs, NPs who deliver care through async and sync consultations

3-5 Hours Time to Complete Consult

Fastest on the market vs. 30 day on average wait time to see an OBGYN

Low CAC

Acquire patients at episodic moment of need then cross sell, upsell subscription services - half that longitudinal services

¹ EBITDA before shared services, stock-based compensation, and other.

A SPECIALIZED PORTFOLIO OF PRODUCTS HELPS US SCALE

Our commitment to **improving outcomes** is reflected in our range of treatments which includes **proprietary formulations**, developed with a focus on **improved efficacy**



| Vaginal Health | Herpes | Reproductive Health | Prevention | Wellness Essentials | STI & STD |
|---------------------|----------------|-------------------------|-------------|-------------------------|----------------|
| Bacterial Vaginosis | Cold Sores | Control Your Cycle | D-Mannose | Balancing Wash | Chlamydia |
| UTIs | Genital Herpes | Birth Control | Boric Acid | Lube + Toy Cleaner | Gonorrhea |
| Yeast | | Emergency Contraception | Probiotics | Libido + Orgasm Support | Trichomoniasis |
| Vaginal Dryness | | | AV Defender | Skincare | DoxyPEP |

WisP has a curated portfolio of 17 branded and 40+ off-the-shelf medications

| | Recurring | Episodic | | | |
|--------------------------|--------------------------|--------------------------|-------------------------|-------------------------|-------------------------|
| 59% of Revenue | 19% of Revenue | 16% of Revenue | 3% of Revenue | 2% of Revenue | 1% of Revenue |

Delivery of Care



Pharmacy Pick-Up
• Same Day pick-up at local partner pharmacies



Home Delivery
• 3-5 days discreet delivery to doorstep

Note: All revenue numbers and percentages are based on calendar year 2023

A HIGHLY ENGAGED AND VALUABLE BASE OF PATIENTS

1M+ patients served

5x
Active Patient
Growth
(2020 to 2024)

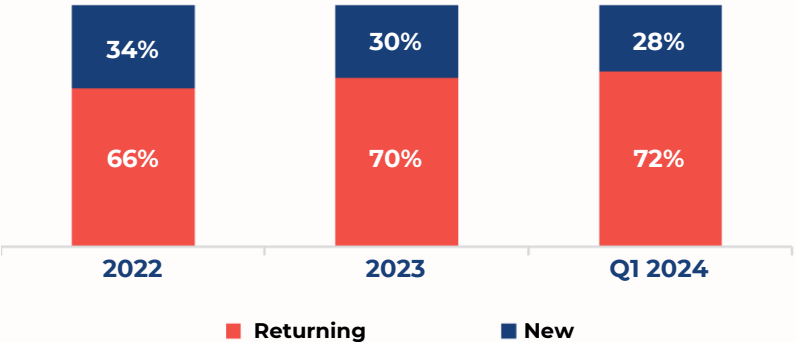
3.2x
LTV / CAC⁽¹⁾
(Realized over 36 months)

54%
Email Open
Rate

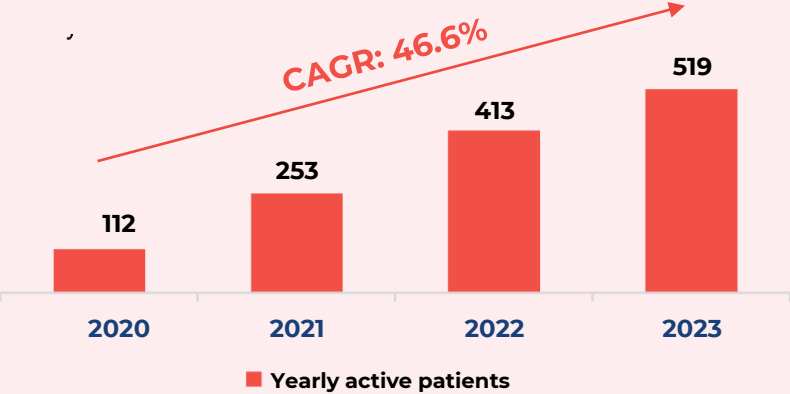
Proven track record of **converting patients from one-time to subscription**. Poised to **bolster subscription revenue** through expanded offerings

Exceptionally sticky patient base with a growing proportion of returning orders

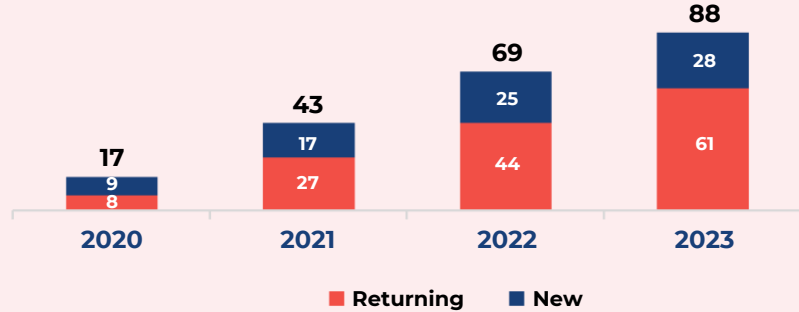
Revenue Returning vs. New Patients



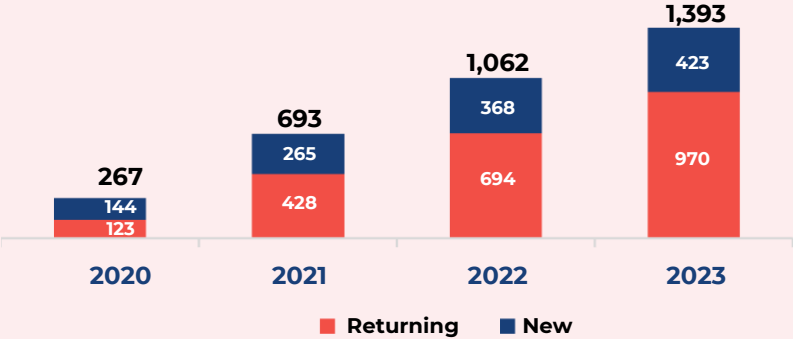
Active annual patients ('000s)



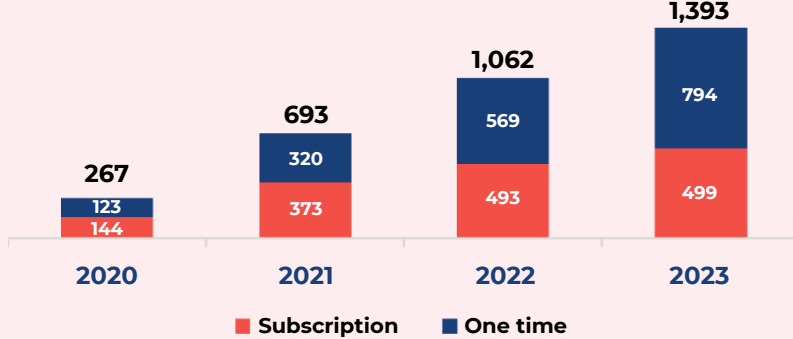
Avg. monthly active patients ('000s)



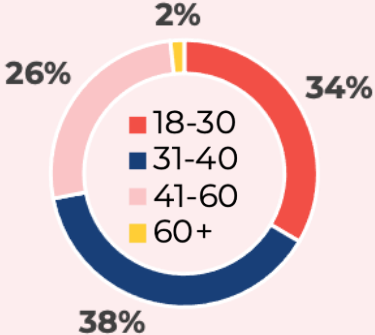
of orders, returning vs new ('000s)



of orders, subscription vs one time ('000s)



Patients by Age



Note: ¹ Average realized cumulative gross profit in the first 36 months since inception for cohorts that have been active for 36+ months

EXPANSION TO CAPTURE ADDITIONAL SHARE OF THE WOMEN'S HEALTHCARE SPEND

\$15B
 more in spend on out-of-pocket healthcare costs per year by working-age US women collectively compared to men

30%+
 of women willing to budget for out-of-pocket expenses for digital health solutions, for an average of \$119-\$215 spent per year

Women's Health Cycle



Age 60+
 ~\$3.3B
 TAM

Age 40-60
 ~\$11.0B
 TAM

Age 18-40
 ~\$17.0B
 TAM

Other Chronic Conditions

Hormone Replacement

Menopause } **In 2025**

Fertility } **In 2024**

wisp
NOW

STD Testing + Treatment
 Migraine (2025)

Intimate Care

Cycle Management

Birth Control

NEW SERVICES & CAPABILITIES THAT ARE DESIGNED TO DELIGHT OUR PATIENTS



Fertility

OTC supplements, testing and prescriptions for women who are looking for information on their reproductive health or are currently trying to conceive.

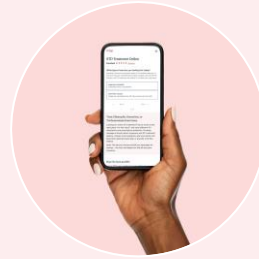


TAM expansion



Improve patient retention

- ✓ Phase 1: June 2024
- ✓ Phase 2: Q3 2024



Wisp+

New monthly membership program that will unlock discounts, product exclusives and more



Generate incremental subscription revenue



Improve revenue visibility & retention

- ✓ \$10 / subscriber / month
- ✓ Pilot in June 2024



Provider Platform

Enhanced provider platform for optimized clinical workflows

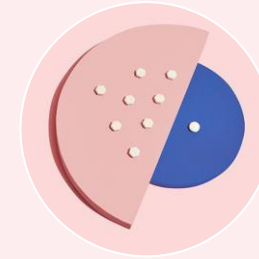


Improved provider efficiency



Compliance automation

- ✓ 2024



AI Initiatives

Ongoing AI investments to optimize patient workflows & improve marketing performance



Improve provider efficiency



Grow organic traffic & optimize paid marketing performance

- ✓ 2024



Consumer App

Launch of new mobile consumer app



Enhanced patient experience and accessibility



Unlock additional synchronous care solutions

- ✓ For Consideration
- ✓ in 2025

EXPERIENCED EXECUTIVE TEAM WITH TRACK RECORD OF SUCCESS



Chief Executive Officer
Monica Cepak

Monica Cepak has 20+ years of experience in tech and healthcare. Before becoming CEO, she was Wisp's Marketing Chief, handling patient acquisition and marketing strategy. She's worked with Samsung and LinkedIn as a growth consultant worldwide.

Before Wisp, she held leadership roles at Allara and Lyft (NY). Monica has degrees from INSEAD (MBA), and Princeton (BA).



Chief Operating Officer
Shervin Bakhtiari

Shervin Bakhtiari has 25+ years of experience in tech and healthcare. He's Wisp's COO and formerly led digital apps and virtual patient services at WELL Health. Shervin has global experience in tech innovation and M&A from his work in Silicon Valley, Asia, Nordics, and the Middle East.

Before Wisp, he held executive roles in healthcare, tech, and consulting. Shervin has degrees in Engineering from the University of British Columbia (Master's and Bachelor's).



Fractional CFO
Samantha Hystad

Samantha Hystad boasts ~17 years of finance and accounting expertise. She presently serves as VP of Finance at WELL Health US and, while also serving as Fractional CFO at Wisp. She holds a BComm in Accounting from The University of British Columbia and is a certified Chartered Accountant since 2005.

Before joining WELL Health in 2015, she held pivotal roles in financial reporting, financial consulting, and audit.



Chief Medical Officer
Dr. Jillian Lopiano

Dr. Jillian Lopiano has 17+ years of OB/GYN expertise. She's Medical Director at Betty's Co. and Chief Medical Officer at Wisp. Dr. Lopiano earned degrees from George Washington University (MD), Yale University (MPH), and Boston College (BA).

Before Wisp, she held leadership roles at Christus Children's Hospital and imaware.



Fractional CTO
Simon Williams

Simon Williams has 36+ years of tech expertise in healthcare and technology. He's Wisp's Fractional CTO and formerly CTO at Patina Health. Simon holds a degree in Business Computing from Gloucester College.

Before Wisp, he led teams at Patina Health, Lemonaid Health, AT&T, and Vodafone.





Questions?



WELL Finance

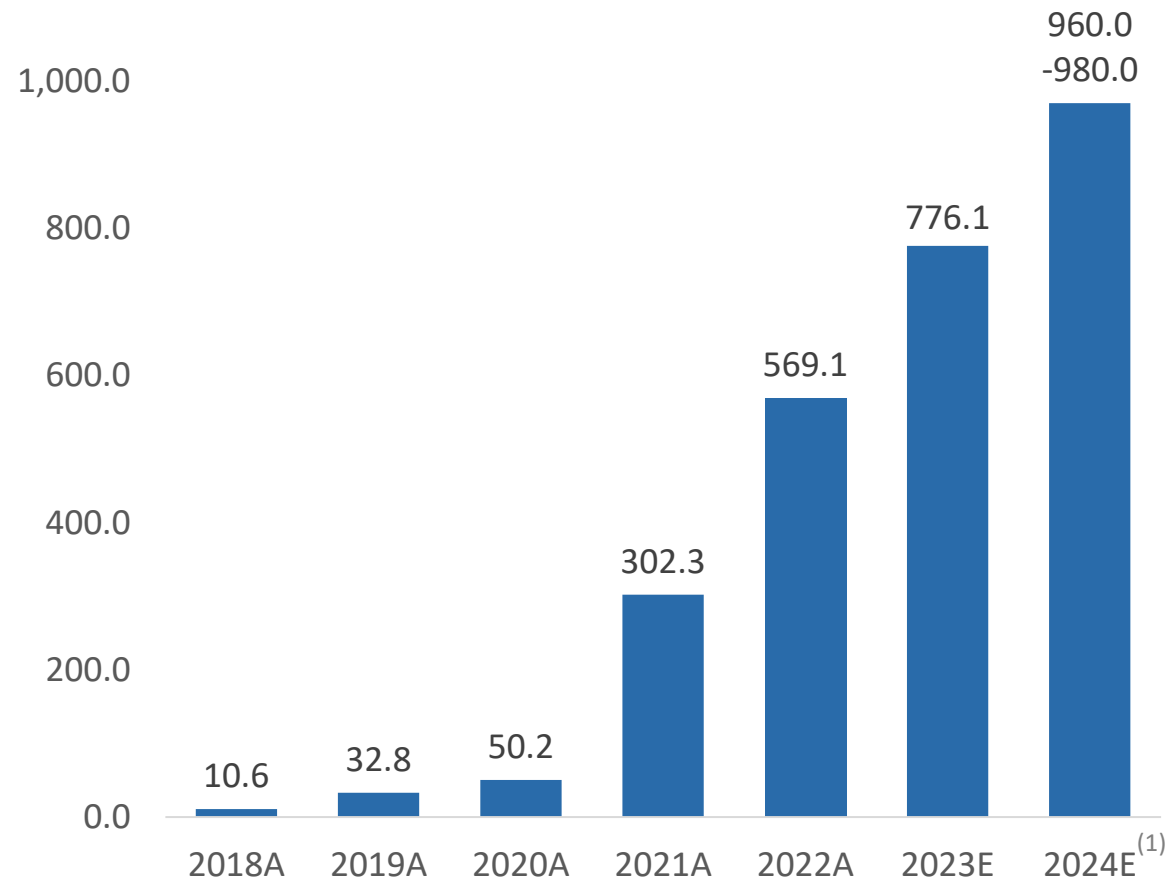
Eva Fong, CFO

Historic Financial Growth

WELL has achieved exceptional growth in revenue, EBITDA, and free cash flow, underscoring our strong financial foundation and ability to generate consistent value

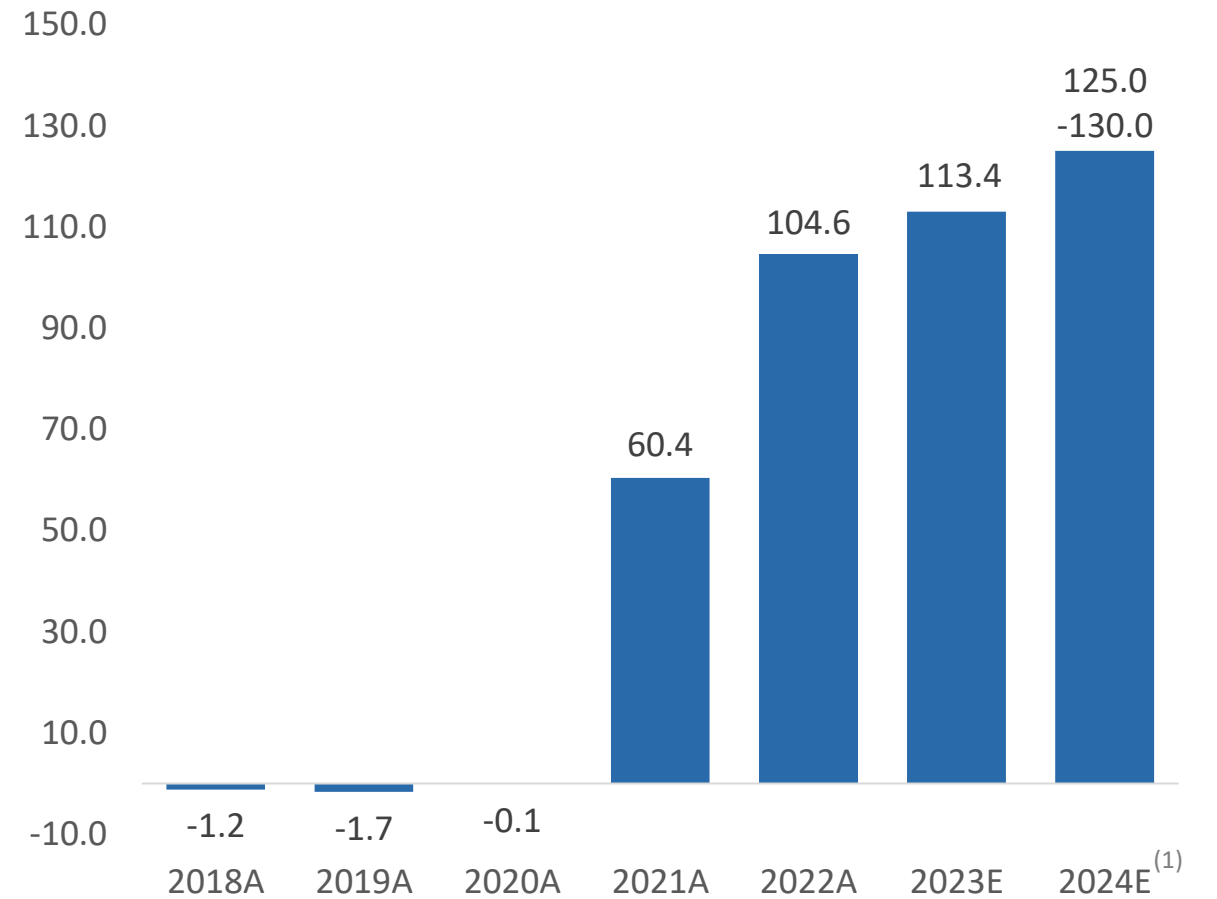
Revenue

(C\$ in millions)



Adj. EBITDA

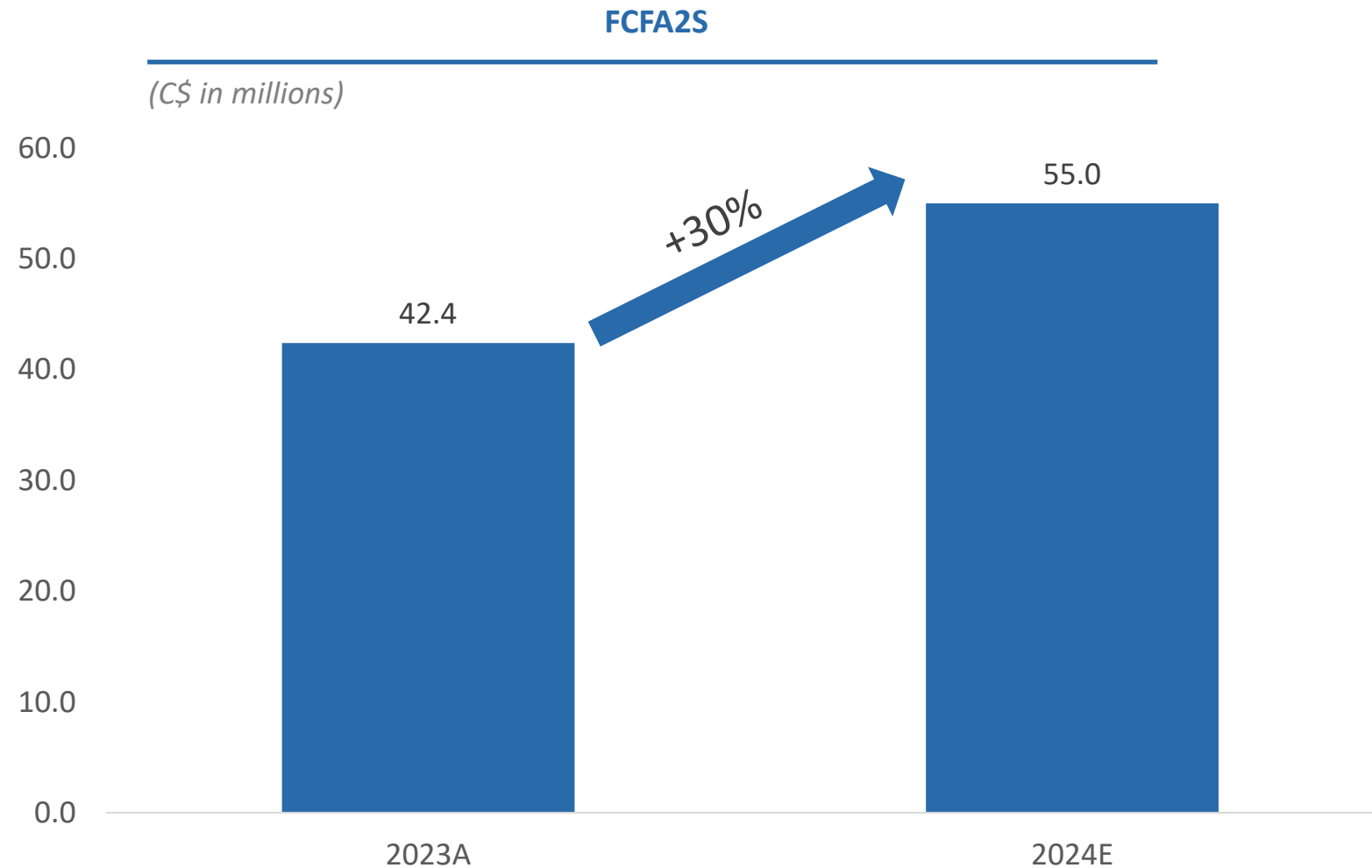
(C\$ in millions)



(1) See press release dated May 8, 2024.

Free Cashflow Available to Shareholders

WELL has provided guidance of ~C\$55 million in FCFA2S¹ in 2024.



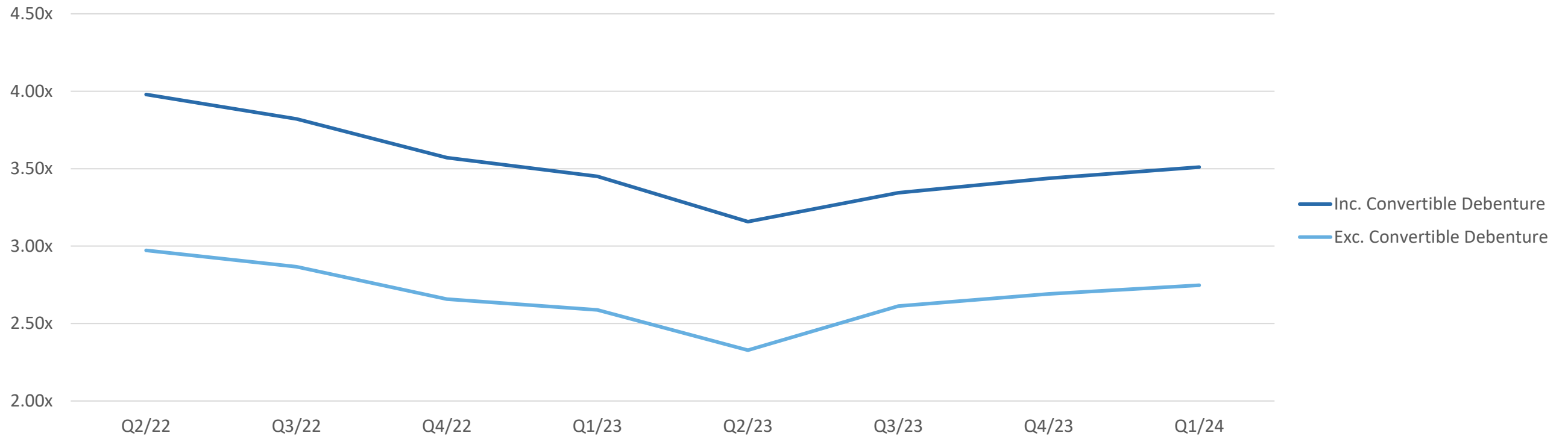
We define FCFA2S as Adjusted EBITDA available to Shareholder less cash tax, cash interest and cash capex.



Balance Sheet Strength and Leverage

Robust cash position, manageable debt levels, and improving leverage ratios as EBITDA and FCFA2S grows

Net Debt to Shareholder Adj. EBITDA Ratio¹



1) Net debt to shareholder EBITDA ratio is defined as net bank debt less cash on hand, divided by Adjusted EBITDA attributable to WELL shareholders. We show the lower line excluding convertible debentures from this calculation because convertible debentures are not included in our bank covenants.

Doctors Pay – Typical Non-WELL Clinics

2 full time staff to pay 200 doctors = 320 hrs/month

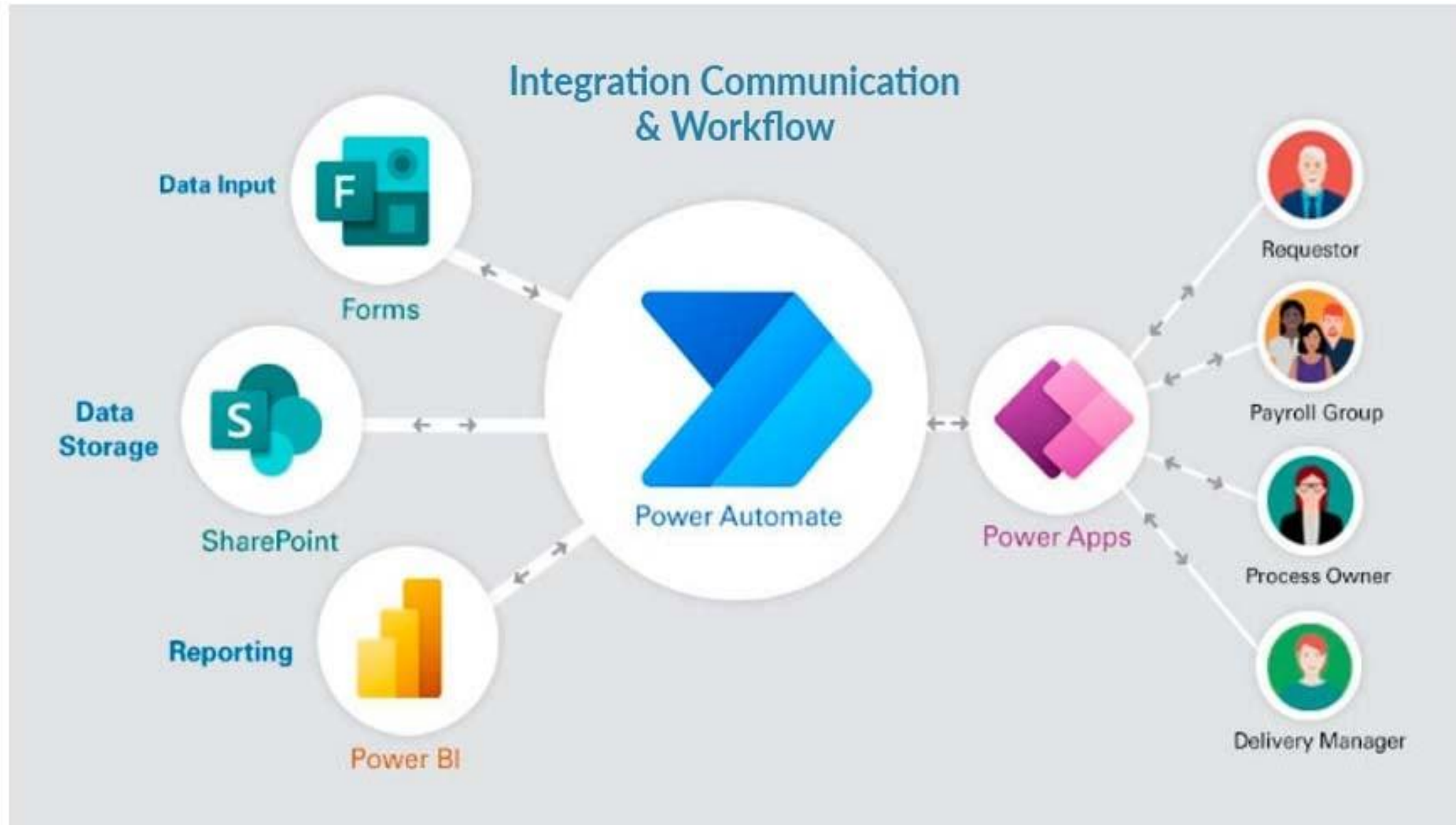
$$\begin{array}{r} 665.00 \\ 70.00 \\ \hline \end{array} \times \begin{array}{r} 95.90 \\ 65.90 \\ \hline \end{array} = \begin{array}{r} 631.75 \\ 45.50 \\ \hline 677.25 \end{array}$$

$$\begin{array}{r} 116.35 \\ 210.00 \\ 625.00 \\ \hline \end{array} \times \begin{array}{r} 95.90 \\ 102.50 \\ 65.90 \\ \hline \end{array} = \begin{array}{r} 110.54 \\ 178.50 \\ 406.25 \\ \hline 695.29 \end{array}$$



- All variable billing codes
- Complex payment models
- Manual calculations
- Paper cheques
- No integration to accounting systems
- Lack of data/KPI visibility for docs

WELL Doctor Pay Automation



Doctors Pay – WELL Clinics

10 hours/month to pay 200 doctors = 31x efficiency

 Approvals | Power Automate

CFO doc pay approval request for MCI - Mississauga West (2024-06-15)

Created by Jaspaul ~~XXXXXXXXXX~~ <XXXXXXXXXX@well.com>

Requested for **Payroll No-Reply** <payroll@well.com>

Date Wednesday, June 12, 2024 4:55 p.m.

Created

Link <https://welllifestyles.sharepoint.com/:f/s/dataservices/EpGRiybSpHBBggzoYM3ICu0BV5>


Controller (Derek Lai) has approved the invoices. They are now awaiting your approval.


- Automatic system integrated calculation,
- 1-click review and approval


WELL Health Kerrisdale Pay Statement for Dr. Peter ~~Hansen~~

 well_flow_executor on behalf of Doctor Services

To  petergrahamson@well.com

Cc  Indira Singh

 This message was sent with Low importance.

 Dr. Peter ~~Hansen~~ Doctor's Pay Invoice for Kerrisdale - Monday, January 15, 2024.pdf
98 KB

- Automatic system generated Invoice to Doctor

Please see the attachment for your invoice for the 2024-01-15 pay day at Kerrisdale.

HEALWELL AI

Hamed Shahbazi, Founder and CEO

HEALWELL AI

- **AI-enabled clinical decision support** is the future of healthcare.
- HEALWELL provides leading AI tools and software to healthcare providers, with the **ability to screen and detect hundreds of rare, complex and chronic diseases** .
- Lead investor and exclusive strategic partnership with **WELL Health Technologies (TSX:WELL)**, Canada’s largest healthcare provider network.
- **Established Commercial clients**. Inclusive of 6 of the top 10 largest big pharma companies.
- **Robust M&A strategy and pipeline**; announced four transactions since debut including: Pentavere Research Group, Intrahelath Systems, VeroSource Solutions, BioPharma Services⁽¹⁾.
- Experienced team in healthcare, technology, M&A, and capital markets, with a **proven track record** of success and execution.

| | |
|--------------------------------------|-------------|
| Headquarters: | Toronto, ON |
| Number of Employees ⁽¹⁾ : | 390+ |
| Revenue (Est. Run-Rate)*: | \$65M+ |
| # of Connected Providers: | 19,000+ |
| # of Pharma Clients** | 250+ |

* Reflects estimated revenue from continuing operations on a trailing twelve-month basis as of December 31, 2023 from HEALWELL, Pentavere, Intrahealth, VeroSource, and BioPharma

**Reflects estimated number of pharmaceutical and life science companies since inception that have transacted with HEALWELL and its subsidiaries (inclusive of BioPharma and VeroSource)

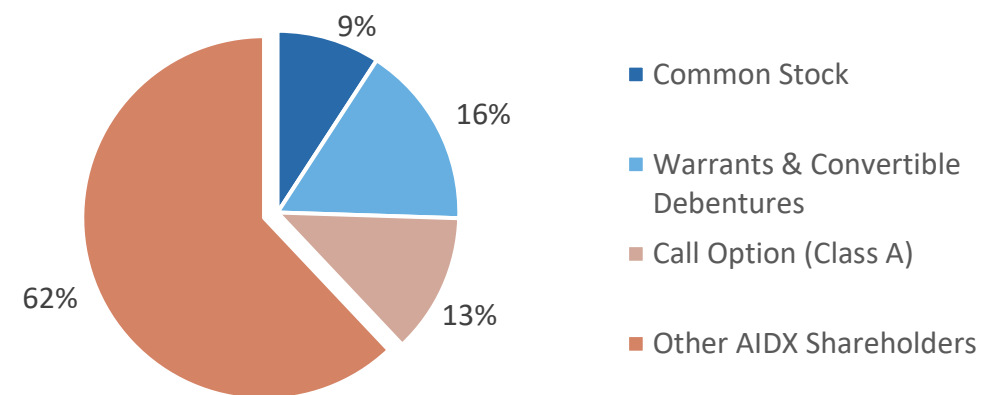
(1) Announced acquisitions of VeroSource Solutions and BioPharma Services have been signed but are not yet closed. HEALWELL anticipates closing these transactions in Q3-2024, pending regulatory approval and closing conditions.

WELL and HEALWELL AI

Rationale for the Transaction

- Significant Opportunity to Mobilize Data from WELL Ecosystem
- Opportunity to Benefit from Pure-Play AI Vehicle
- Decentralized Operating Model
- Call Option Structure Protects WELL's Bottom Line During Building Phase But Does Not Cap HEALWELL Value
- WELL's Plan is to Consolidate HEALWELL AI within the next 12 to 18 months

Current Valuation of WELL's Position



| | Shares | \$ Value ¹ |
|-------------------------------------|-------------|-----------------------|
| Common Stock | 22.7 | 64.5 |
| Warrants & Convertible Debentures | 40.3 | 114.5 |
| Call Option (Class A) | 30.8 | 87.5 |
| Total WELL Ownership | 93.8 | 266.4 |
| WELL Shares Outstanding | | 245.6 |
| Value of AIDX per WELL Share | | \$1.08 |
| Voting Interest F/D ² | | ~70% |

1) Value calculated based on June 14, 2024 closing price of \$2.84

2) Voting interest is materially higher than owned shares outstanding due to Class A shares which have 10 votes per share.

Final Thoughts

Hamed Shahbazi, Founder and CEO



Best-in-Class Leading Technology



Proven Capital Allocation Model



Increasing Shareholder Value by Unlocking Sum of Parts



Improving Cashflows and Decreasing Dilution



“Generational” Opportunity in Canadian Clinics



Strong and Deep Management Team





Questions?



Contact

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