vitalhub
Care Evolved

Investor presentation

May 2024

TSX:VHI
OTCQX: VHIBF

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Who We Are

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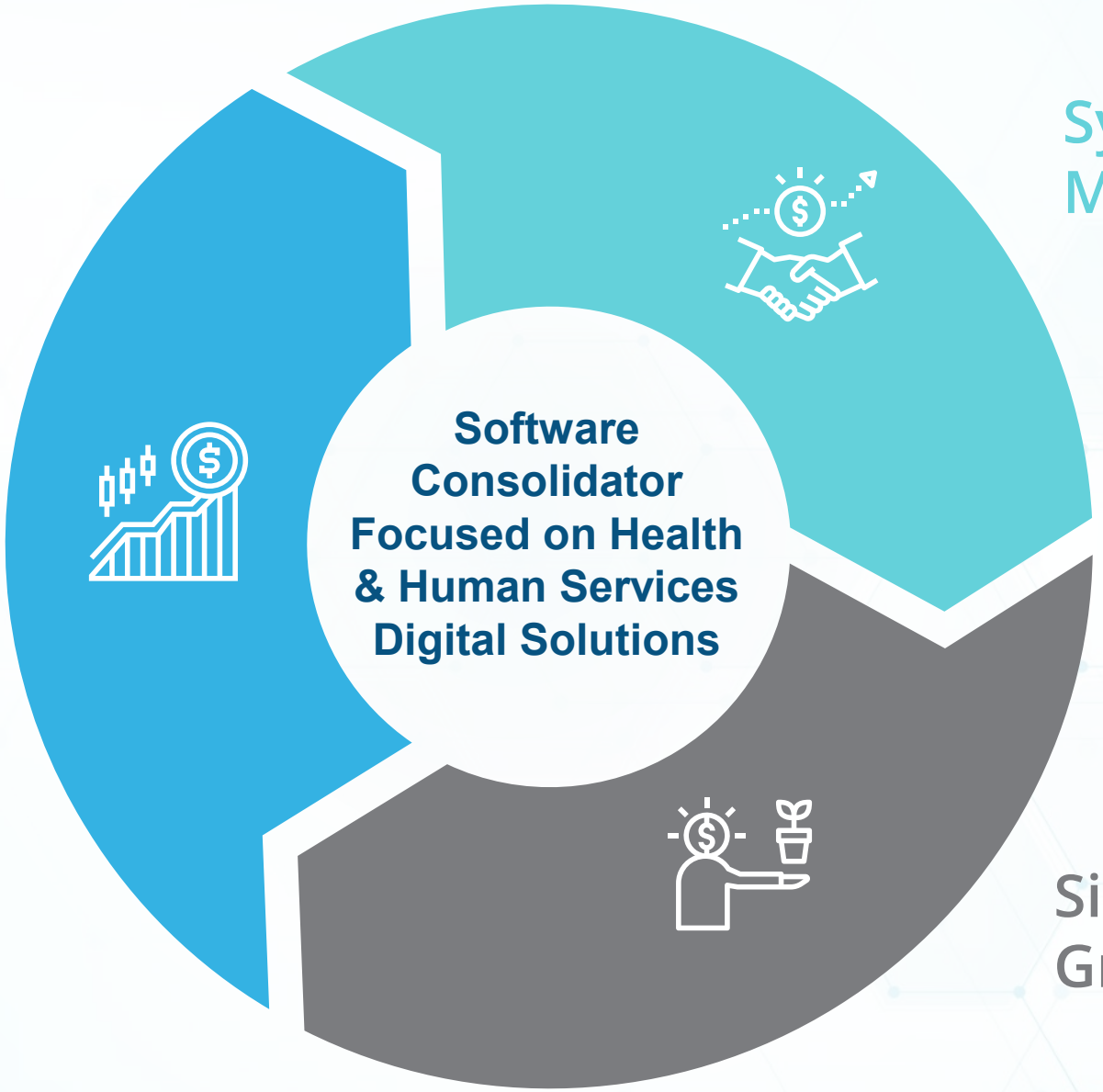
Large, Fragmented Global Market Canada, UK, Australia, Qatar, UAE & Latvia



Synergistic M&A Growth

Sizable Organic Growth

Financial Highlights

$47.8M
ARR

$0M
Debt

Strong institution
shareholder base

$73.5M
Cash on-hand

Cash flow
positive

18%
Trailing 12-month organic revenue growth (ARR)

Adjusted EBITDA Positive

81%
Gross profit percentage

What We Do

Including workflow automation

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Efficient Patient Flow & Operational Visibility

60% of revenue

Patient Flow Solutions
~17 products
Service point journey tools (pre-, during, and post-visit) that increase efficiency, streamline communication and improve quality of care

Real Time Operational Visibility Solutions for Providers, Operators and Regulators
~20 products
Visibility tools enhancing organizational agility and operational insights, data and analytics

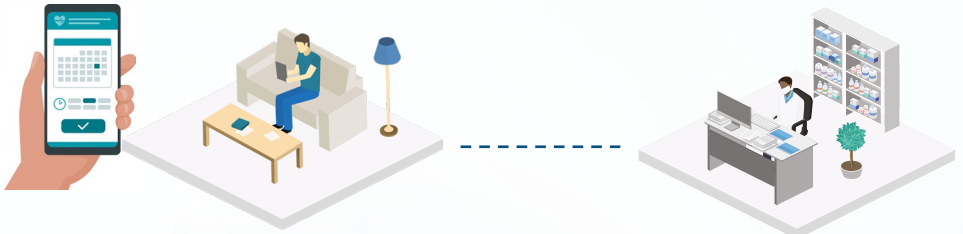
Anticipated area for significant future organic growth

Optimized EHR, Case Management & Care Coordination

- 20 modules built on TREAT EHR platform
- Complete client / medical records accessible by both patients and providers of care
- Leading vendor in Ontario marketplace, with representation across Canada (Nova Scotia, Yukon Territory, and Northern Ontario)
- Winning large regional initiatives as single vendor consolidation continues
- Recently signed multi-year licensing agreement for provincial adult correctional facilities across Ontario
- Expanding internationally (UK, Australia, Qatar, UAE & Latvia)

VitalHub Solutions

Patient Service-point Journey



Create a mobile appointment

Appointment Portal | SMS Reminders | Virtual Clinics

Join a virtual clinic

Virtual Clinics

Patient check in from their car

Mobile

Patient registration at kiosk

iReceptionist | Walk-In | Wayfinding | Wayfinding

Patient waits for procedure

Wait time

Procedure performed with activity manager

Activity Manager

Performance management

Performance Manager

Results are shared in person and online

eOutcomes

Real-Time Operational Visibility

VitalHub solutions improve transparency and communication through real-time whole system visibility, Integrated information for coordinated care, and optimization of patient movement

VitalHub Solutions – TREAT EHR System

Deployed in long term care, clinical care, mental health, addiction and other community health settings

Registration and enrollment

Social worker / nurse
Client profile creation, scheduling, documentation

Integrated care management

Doctor
Incident reporting, eDocs, Teams & Alerts, Integration and more

Billing, reporting and dashboards

Administrator
Billing management, Assessment, Reporting, Analytics and more

Facilities

Facilities
Facility & Bed Management

Market Size and Opportunity

$4.0B
marketplace

Significant opportunity for organic growth

Including workflow management

3 million beds across target regions

Canada, Europe, Middle East, Australia

VitalHub patient journey product suite

Our install base represents 60,000 beds across 4 countries

Substantial opportunity to sell-in VitalHub's full product suite across existing install base comprising upwards of $20 million

Innovations Lab

150+

developers, engineers and QA professionals

Founded in

2007

100%

owned by Vitalhub

Broad capabilities supporting over

8 different

technology environments

Supports development, quality assurance, help desk and Infrastructure

M&A Strategy

Synergistic rollup strategy with a clearly defined framework for increasing growth and profitability

Cost-effective R&D
The Innovation Lab reduces software development costs

Consolidate G&A
One central functional area improves efficiencies and effectiveness

Sales
Cross-selling and upselling VitalHub mHealth platform into install base

Optimize S&M
Implementation of effective sales and marketing processes

Sell Organically
Develop and sell new mobile VitalHub products into large growth markets

M&A Model

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Revenue multiple
1.0-2.5x
Median Deal Size

Combination of
cash & stock

Annual revenue
$1-12 MM Breakeven or Profitable

60%
Recurring revenue

Targets

1. Strategic acquisitions in key active geographies (Canada, UK, Australia)
2. Geographic expansionary acquisitions

20-30%
Target EBITDA

400
Pipeline of acquisition targets

20%
Reduction in costs for VitalHub

Timeline

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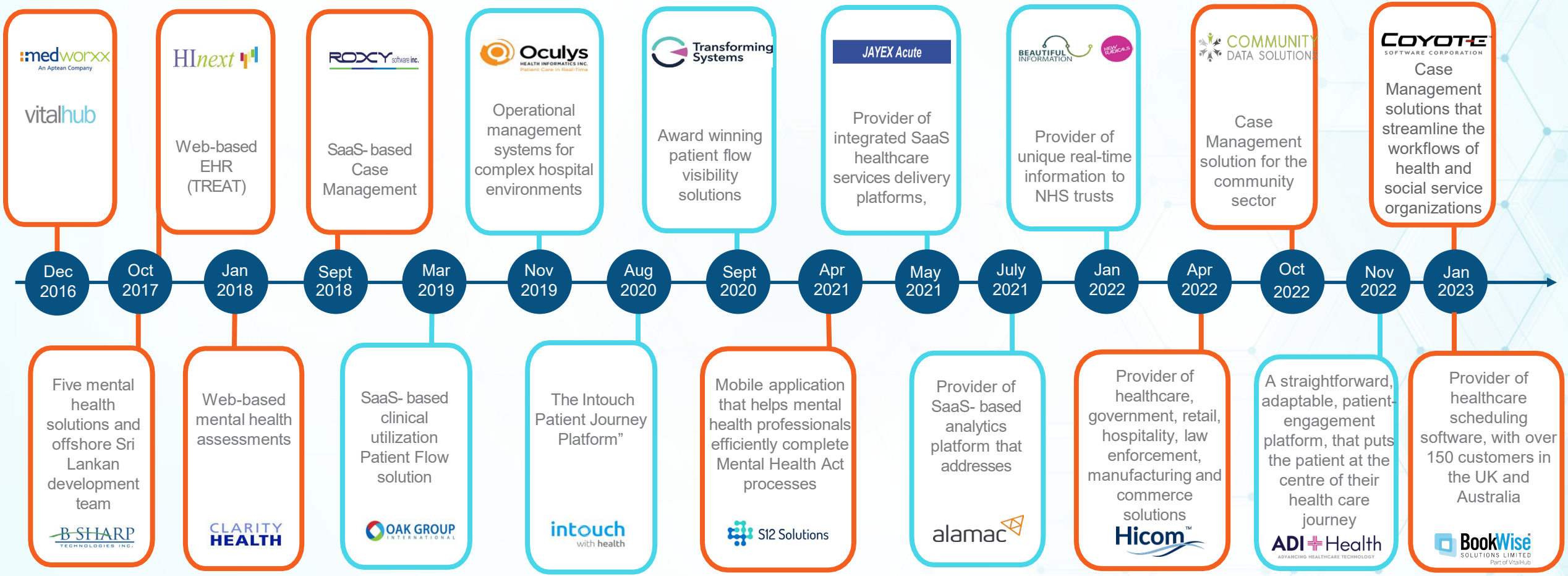
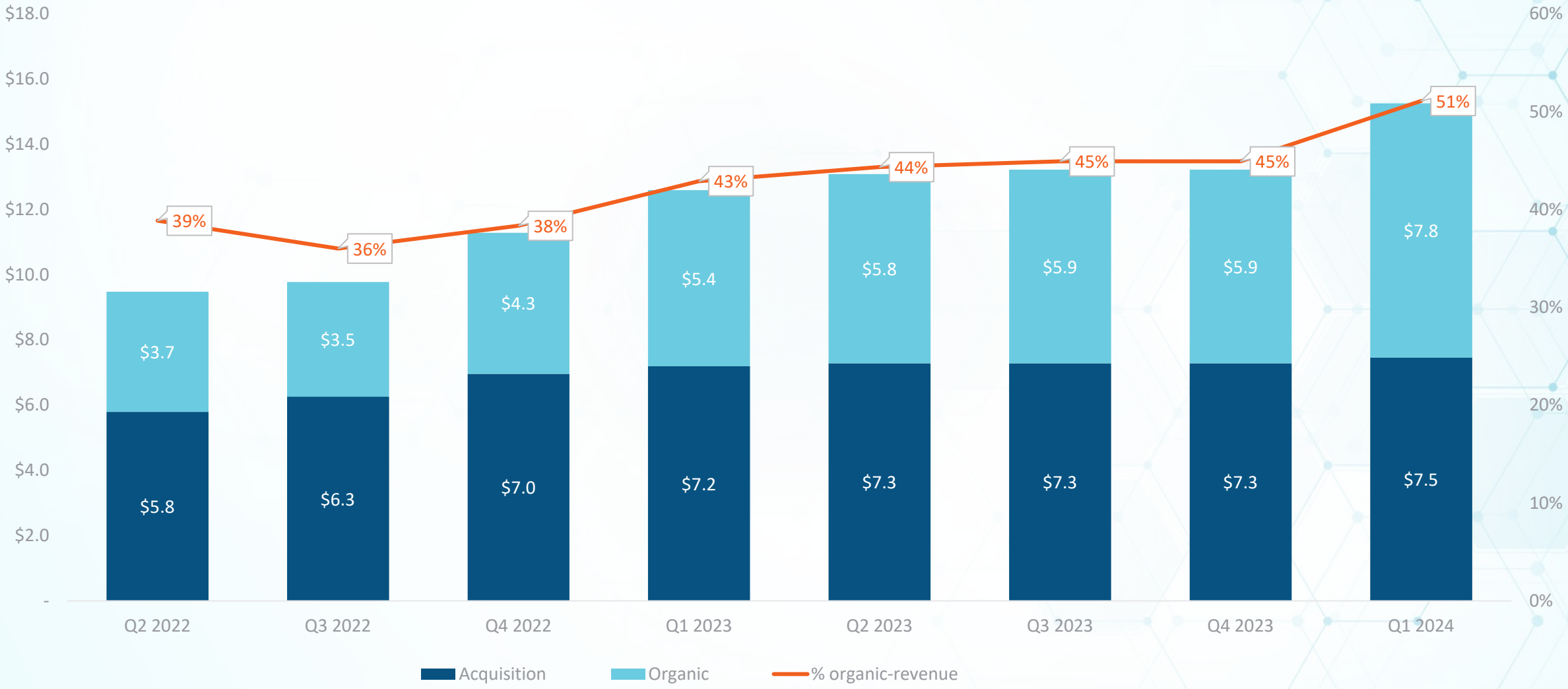
Patient Flow & Operational Visibility

EHR, Case Management & Care Coordination

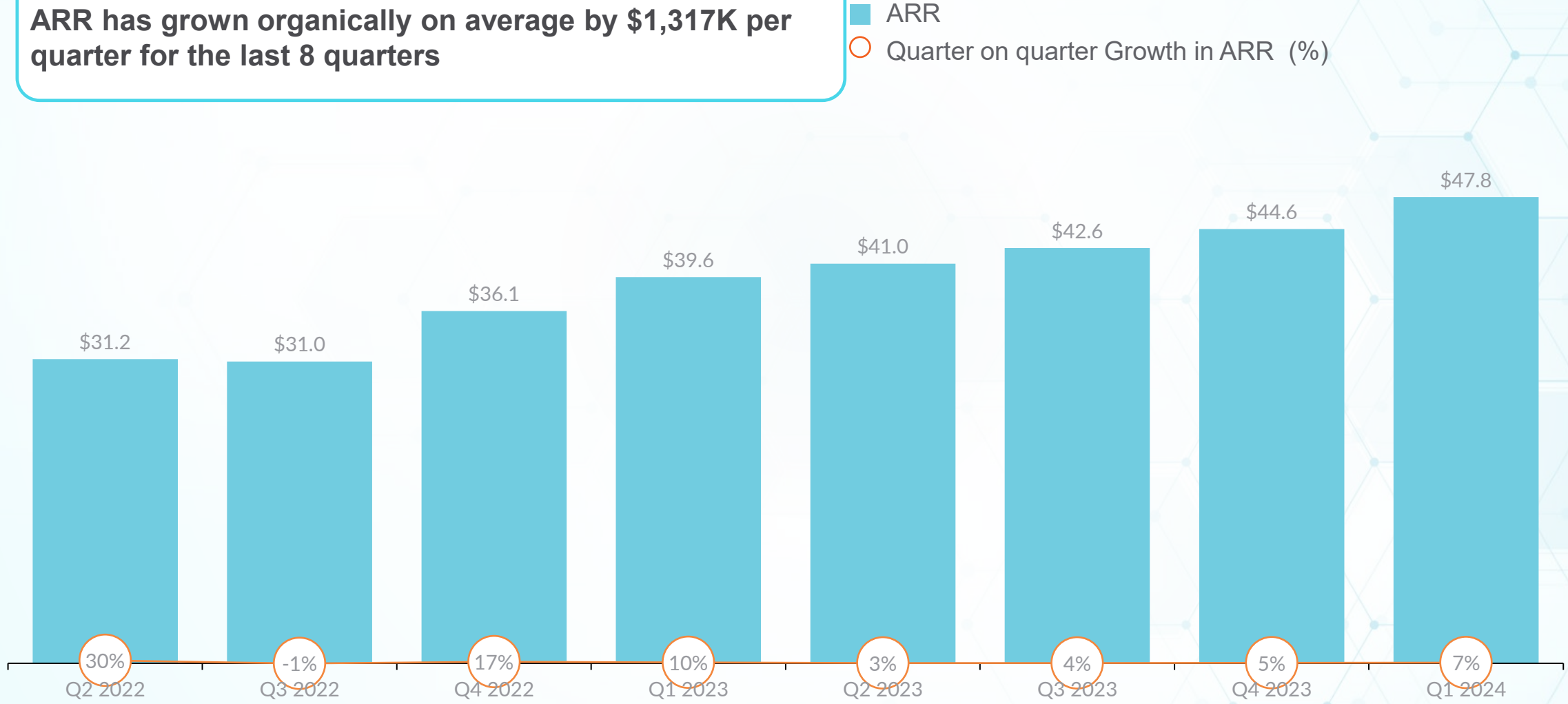


Top Line Growth

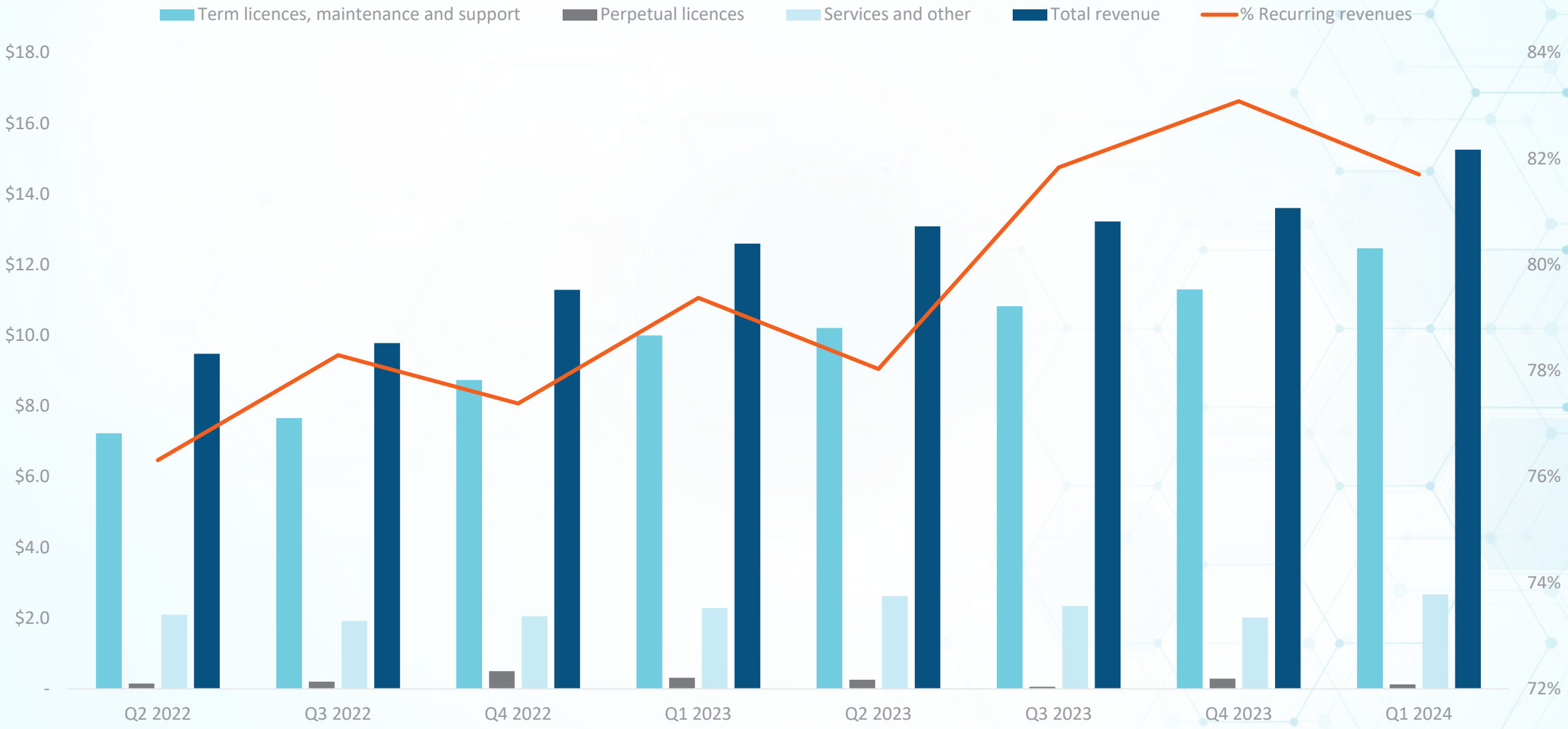


ARR - Consistent QoQ Growth

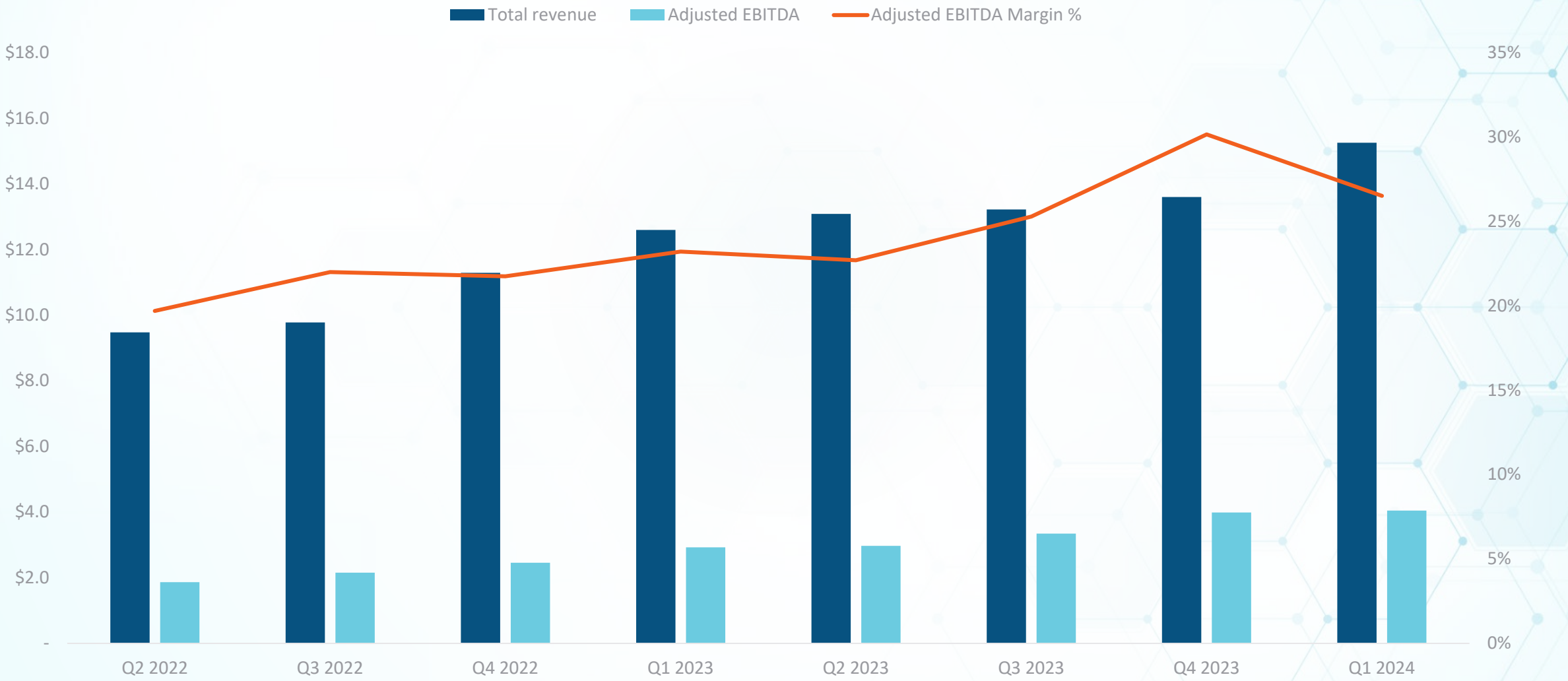
ARR has grown organically on average by $1,317K per quarter for the last 8 quarters



Revenues – last eight quarters



Revenues and Adjusted EBITDA



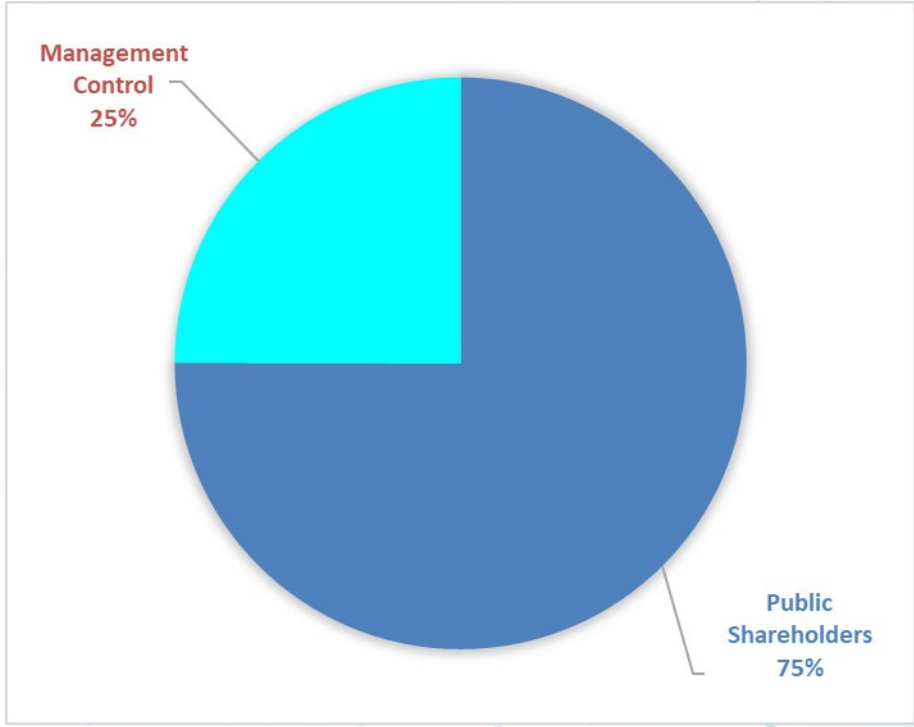
ARR

Grown organically on average by over $1,317K for the past eight quarters

Annual Recurring Revenue	Q2 22	Q3 22	Q4 22	**Q1 23**	Q2 23	Q3 2023	Q4 2023	**Q1 24**
Opening balance ($)	24,015,090	31,219,508	30,967,215	**36,145,150**	39,634,516	41,008,702	42,612,166	**44,573,739**
Organic net of churn ($)	823,506	850,755	925,034	**1,462,766**	1,491,003	1,475,975	1,959,986	**1,545,513**
Organic net of churn (%)	3%	3%	3%	**4%**	4%	4%	5%	**3%**
Acquisition ($)	6,748,747	0	3,000,854	**1,100,000**	0	0	0	**1,062,500**
Acquisition (%)	28%	0%	10%	**3%**	0%	0%	0%	**2%**
Effect of foreign exchange (loss) gain ($)	(367,835)	(1,103,048)	1,252,046	**926,600**	(116,818)	127,489	1,587	**652,250**
Effect of foreign exchange (loss) gain (%)	(2%)	(4%)	4%	**3%**	(0%)	0%	0%	**1%**
Closing balance ($)	31,219,508	30,967,215	36,145,150	**39,634,516**	41,008,702	42,612,166	44,573,739	**47,834,002**

Capitalization Table

Share Price	C$	$6.490
Basic Shares Outstanding	MM	50.74
Plus: Stock Options + DSU Outstanding	MM	3.86
F.D. Shares Outstanding	MM	54.60
Basic Market Capitalization	**C$ MM**	**$329.3**
F.D. Market Capitalization	**C$ MM**	**$354.4**
Net Cash Position	**C$ MM**	**$74.0**
Enterprise Value	**C$ MM**	**$255.3**



Source: Public filings and internal company information as May 6, 2024

2024	Quarter	Annualised	Enterprise value	Mulltiple
Q1_Revenues	$ 15.26	$ 61.03	$ 255.32	4.18
Q1_AEBITDA	$ 4.04	$ 16.18	$ 255.32	15.78

Management

Dan Matlow ***President & CEO***

- Over 35 years of experience in technology with a focus on Health IT
- Previously CEO & Founder at Medworxx
- Track record of building and growing enterprise software companies

Brian Goffenberg, CPA, CA ***Executive VP & CFO***

- Over 35 year of finance experience, multiple CFO roles
- Previously CFO at Medworxx

Mike Sanders ***CEO of VitalHub UK Group***

- Over 20 years of experience in Healthcare Operations Management
- Previously COO UK & Ireland of Intouch with Health

Vijit Coomara ***EVP of Development***

- 30 years of experience in Development and Technology
- Previously CTO & Co-Founder at B Sharp

Robert Lazar ***EVP of Professional Services & Customer Care***

- Over 30 years of experience
- Previously CEO & Co-Founder at B Sharp

Niels Tofting ***EVP of North American Operations***

- 20 years of software experience
- Previously VP Sales at Logibec

Board of Directors

Dan Matlow

- Over 35 years experience in technology field with focus on Health IT
- Track record of building and growing enterprise software companies
- Strong sales, marketing, and investor relations skills
- Proven ability to scale businesses and grow internationally
- Deep knowledge of the Healthcare IT marketplace

Francis Shen

- President of Shen Capital Corporation
- Former Chairman, Co-Chief Executive Officer and founder of Aastra Technologies Ltd.
- He holds a Master and Bachelor of Applied Science both from the University of Toronto.
- Mr. Shen is a board member of the Toronto General & Western Hospital Foundation, the Toronto International Film Festival, the ROM Board o f Governors and NEXT Canada. He is also the co-chair of the Entrepreneurship Leadership Council, and the founder and sponsor of Start@UTIAS at the University of Toronto.

Roger Dent

- Chief Executive and Director of Quinsam Capital Corporation
- Former Portfolio Manager with Matrix Fund Management and Director of Research for CIBC World Markets
- Mr. Dent is a director of AcuityAds Holdings Inc., Omni-Lite Industries Canada, Inc., Deveron UAS Corp., and California Nanotechnologies Corp.
- He holds a Master of Business Administration from Harvard Business School and a Bachelor of Commerce from Queen's University.

Barry Tissenbaum

- Retired former Senior Partner with Ernst & Young
- Currently serves on the Noranda Income Fund Board, and is Chairman of the Audit Committee
- Mr. Tissenbaum obtained his Chartered Accountant designation in Quebec in 1968 and in Ontario in 1974. He is a member of the Canadian Institute of Chartered Accountant and the Institute of Chartered Accountant of Ontario.

Steve Garrington

- Former Executive Vice President InterSystems Inc.
- Based in Sydney Australia, Steve Garrington is a graduate of the Australian Institute of Directors (GAICD)
- Mr. Garrington has previously served on public company boards in the UK, Australia and Canada, and has held leadership positions at several international software companies including; Misys, Torex, Ascribe, IBA Health, iSOFT and InterSystems.

Tony Shen

- Former Co-Chief Executive Officer, President and Chief Operating Officer at Aastra Technologies Limited.
- He holds a Bachelor of Applied Science (Engineering Physics) from the University of Toronto.
- He served on the board of Astra Technologies from 1996 to 2014 and subsequently, of Mital Networks Corporation until 2015.

Why Invest

Compelling High-margin End-to-end Solutions Generating Strong Recurring Revenue
1
Strong, Positive EBITDA & Growing ARR
2
Accreditive M&A Yields High-Value Suite Of Synergistic Solutions
3
Leading Hospital, Community Agency & Mental Health Customers
4
Sizable & Fragmented Global Market Achieving Organic Growth
5
Cost-effective R&D through The Innovations Lab, Increases Margins & Synergized Solutions
6

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