

CORPORATE OVERVIEW / 公司介绍



Integrated Digital Care / 集成数字护理

June 2022 / 2022年6月

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## Solving One of Healthcare's Biggest Challenges – Shortage of Primary Care Practitioners /

### 解决医疗保健的最大挑战之一 —— 初级护理医生的短缺

- Focused on addressing a critical shortage in the US primary care market – expected shortage of primary care physicians to reach 55,000+ physicians and total physician shortage of by 2033\*. / 专注于解决美国初级护理市场的严重短缺问题 — 预计到 2033 年，初级护理医生人数短缺将达到 55,000 多名\*。
- Empowering Nurse Practitioners (NPs) to fill this gap via a leading-edge digital-care delivery technology platform and services / 通过领先的数字护理服务技术平台和服务，授权执业护士（NPs）填补这一空白
- 26 States allow NPs to practice independently and to be the “family doctor” – total addressable market of approx. 180k\*\* NPs / 26个州允许执业护士独立执业并成为“家庭医生” — 潜在市场中约有18万名\*\*执业护士

## Highly-Differentiated Technology Platform: Fully-Integrated Digital Care /

### 高度差异化的技术平台：完全集成的数字护理

- Unique “Clinic-in-the-Cloud” software platform integrates care delivery (in person and telehealth), remote patient monitoring, care collaboration, patient engagement, and an ONC- and CEHRT-certified EHR with automated, “hands-free” documentation / 独特的“云诊所”软件平台整合了护理服务（面对面和远程医疗）、远程患者监测、护理协作、患者参与，以及经美国卫生信息技术协调办公室（ONC）和认证电子健康记录技术（CEHRT）认证的电子健康病历（EHR），具有自动、“免提”文档功能
- Fueling the new healthcare model, which is patient-centric, decentralized, and enabled by digital technology / 推动以患者为中心、去中心化，并由数字技术支持的新医疗模式

## Strong Customer Validation / 强大的客户验证

- Ended 2021 with 81 practitioners compared to 50 in 2020 (up 62%); compared to 60 as of Sept. 30, 2021 (up 35%); currently at 100+ (as of May 9<sup>th</sup>, 2022) / 2021年底有81名从业人员，而2020年为50名（增长62%）；截至2021年9月30日为60名（增长35%）；目前有100多名（截至2022年5月9日）
- Conducted 40,600 patient visits in 2021 up from 24,600 in 2020 / 2021年进行了40,600次患者就诊，高于2020年的24,600次
- Recently signed two contracts to conduct disability assessments for US veterans, and annual medical examinations of reservists with the potential to generate US\$4M+ in annual revenues / 最近签署了两份合同，为美国退伍军人进行残疾评估，并为预备役军人进行年度体检，有可能产生400万美元以上的年收入

## High Growth, Asset Light, and Scalable Business Model / 高增长、轻资产和可扩展的商业模式

- YTD 2021 Revenues of US\$5.75m vs. US\$3.43m in 2020 (up 67.4% y/y) / 2021年年初至今收入为575万美元，2020年为343万美元（同比增长67.4%）
- Exited 2021 with an annual revenue run rate of over US\$8m/year / 2021年退出时，年营收运转率超过800万美元/年
- Targeting 1,000 practitioners on our “Clinic –in-the-Cloud” platform by end of 2025 with a potential to generate over US\$100m\*\*\* in revenues / 到2025年底，我们的“云诊所”平台的目标是有1000名从业者，有可能产生超过1亿美元\*\*\*的收入

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• \* Source: The Complexities of Physician Supply and Demand, Association of American Medical Colleges, June 2020 / 来源：《The Complexities of Physician Supply and Demand》，美国医学院协会，2020年6月

• \*\* Source: Kaiser Family Foundation / 来源：凯撒家庭基金会

• \*\*\* This target is based on the assumption that the company can generate 1,000 practitioners, each with 500 patients making at least 2 visits per year at average billing of at least \$100/per visit. There is no assurance that this target will be met. / 这一目标是基于这样的假设：公司能够有1000名从业人员，每个人服务500名患者，每年至少出诊2次，每次看病的平均收费至少为\$100。我们不能保证这一目标能实现。

# OUR VISION / 我们的愿景

## Who We Are 关于我们

We enable care delivery on our integrated digital care platform – in order to broaden access, reduce cost and improve clinical outcomes / 我们在我们的综合数字护理平台上提供护理服务 – 以扩大服务范围、降低成本并改善临床效果

## CareSpan Digital Care Platform / CareSpan数字护理平台



## CareSpan Provider Networks CareSpan医护网络



Primary, Chronic and Urgent Care Providers / 初级、慢性病和紧急护理医护



Behavioral Health Specialists  
行为健康专家



# SEASONED TEAM BRINGS WEALTH OF EXPERIENCE – MANAGEMENT TEAM/ 资深团队带来丰富经验 – 管理团队



**Rembert de Villa**

CEO & Vice Chairman / 首席执行官兼董事会副主席

- Former Global Head of EXL Healthcare (NASDAQ: EXLS) / 前EXL Healthcare (NASDAQ: EXLS)的全球负责人
- Head of Financial Services Cap Gemini E&Y / 前EXL Healthcare (NASDAQ: EXLS)的全球负责人
- Columbia Business School (CSEP), Asian Institute of Management (MBA) / 哥伦比亚商学院 (CSEP), 亚洲管理学院 (MBA)



**Adriane Robinson**

Chief Operating Officer / 首席运营官

- Multifaceted health care executive focused on redesign in healthcare systems, hospitals, long term care, and community settings / 多才多能的医疗保健高管, 专注于医疗系统、医院、长期护理和社区环境的重新设计
- Founder and Chief Clinical Design Officer of Medically Home / Medically Home的创始人兼首席临床设计官
- Developed innovative program payment models for payers and ACOs / 为付款人和责任制医疗组织 (ACOs) 开发创新的项目支付模式



**Doug Wolfram**

Chief Technology Officer / 首席技术官

- Seasoned technology executive with over 30 years' experience / 拥有超过30年经验的资深技术高管
- Developed Interactive technology solutions for Beckman Coulter & Toshiba Medical / 为Beckman Coulter和东芝医疗开发互动技术解决方案
- Head of Technology for Lending tree's Health Tree division / Lending tree的 Health Tree部门的技术主管



**Leslie Markow**

Chief Financial Officer / 首席财务官

- CPA in both Canada and the US and a Chartered Director / 加拿大和美国的注册会计师和特许董事
- Previous CFO of CFO of Bionik Laboratories Corporation a U.S.SEC reporting company / 曾任美国SEC报告公司 Bionik Laboratories Corporation的首席财务官
- Director of Jemtec Inc a TSXV listed company / 多伦多证券交易所上市公司Jemtec Inc的董事



**Dr. JoEllen Koerner / 博士**

Chief Nursing Officer / 首席护理官

- Former President of the American Association of Nurse Executives / 美国护士长协会前会长
- Extensive experience in a wide range of healthcare settings (hospital, ambulatory, skilled nursing facilities, home care) / 在广泛的医疗保健环境 (医院、门诊、专业护理机构、家庭护理) 方面有丰富的经验



**Dr. Sam Toney / 博士**

Acting Chief Medical Officer / 代理首席医疗官

- Former CMO of Health Integrated / 前Health Integrated的首席营销官
- Specializes in psychosomatic medicine & inventor of Dynamic Somato - Social Theory / 专注于心身医学, 并且是动态躯体—社会理论的发明人
- Univ. of South Florida (M.D. Residency), Univ. of South Alabama (M.D. Psychiatry) / 南佛罗里达大学 (住院医学博士), 南阿拉巴马大学 (精神病学医学博士)



**Dr. Karim Jessa / 博士**

Strategic Advisor / 战略顾问

- Chief Medical Information Officer & Emergency Physician, SickKids Hospital, Toronto / 多伦多SickKids医院首席医疗信息官兼急诊医生
- Expertise in Hospital Information Systems, Clinical Decision Support Systems, and Telehealth / 拥有医院信息系统、临床决策支持系统和远程医疗方面的专业知识



# SEASONED TEAM BRINGS WEALTH OF EXPERIENCE – BOARD OF DIRECTORS

## / 资深团队带来了丰富经验-董事会



**John Reardon**

Chairman /  
董事会主席

- 30+ years as an entrepreneur, operator and investor in the healthcare industry / 在医疗保健行业有30多年的创业、经营和投资经验
- Former Interim CEO and Board Member of Teladoc (N:TDOC) / Teladoc (N:TDOC)的前临时首席执行官和董事会成员
- Board member of various healthcare companies / 多家医疗保健公司的董事会成员



**Rembert de Villa**

CEO & Vice Chairman / 首席执行官兼董事会副主席

- Former Global Head of EXL Healthcare (NASDAQ: EXLS) / 前EXL Healthcare (NASDAQ: EXLS)的全球负责人
- Head of Financial Services Cap Gemini E&Y / Cap Gemini E&Y的金融服务主管
- Columbia Business School (CSEP), Asian Institute of Management (MBA) / 哥伦比亚商学院 (CSEP), 亚洲管理学院 (MBA)



**James Becker**

Board Member / 董事会成员

- Global Senior Healthcare Executive / 全球高级医疗保健高管
- Former President, Optum Global Solutions (a United Healthcare company) / 曾任Optum Global Solutions (一家联合保健公司) 总裁
- Chief Operating Officer, United Healthcare Medicare and Retirement / United Healthcare Medicare and Retirement的首席运营官
- Executive Vice-President, Benefit Operations / 福利运营执行副总裁



**Tom Astle**

Board Member / 董事会成员

- Experienced Technology and Capital Market Executive / 经验丰富的科技和资本市场高管
- Former CIO of a late-stage venture capital firm / 曾任一家后期风险投资公司的首席信息官
- 25+ years as a top-ranked equity analyst with Merrill Lynch, National Bank / 在美林证券、国家银行担任了25年以上的顶级股票分析员



**Holger Micheel-Sprenger**

Board Member / 董事会成员

- Partner and CFO of ICME, a leading management consulting firm in Germany. / 德国领先的管理咨询公司ICME的合伙人兼首席财务官
- He has held Director level positions in a number of medical industry companies and served as a Managing Director of a 600-bed hospital / 曾在多家医疗行业的企业担任董事级别的职务，并曾在一家拥有600张床位的医院担任常务董事



**Arinder Mahal**

Board Member / 董事会成员

- CEO of Antera Inc, a technology focused merchant bank based in Toronto / 位于多伦多的技术型商业银行Antera Inc的首席执行官
- Current Board member of NanoXplore, Wishpond, and Antares Media / NanoXplore、Wishpond和Antares Media的现任董事会成员
- 25+ years experience within technology as a consultant and investment banker holding senior positions / 在技术领域有25年以上的担任高级职位的顾问和投资银行家经验



81M  
/ 8100万

People live in primary care Health Professional Shortage Areas (HPSAs) in the US / 在美国，人们生活在初级护理卫生专业人员短缺地区（HPSAs）

Source: Health Resources & Services Administration ; <https://data.hrsa.gov/topics/health-workforce/shortage-areas>  
/ 来源: 卫生资源与服务管理局; <https://data.hrsa.gov/topics/health-workforce/shortage-areas>



## THE PROBLEM IS GETTING WORSE / 问题越来越严重

### Primary Care Physician Shortfall will Continue to Widen / 初级护理医生的短缺将继续扩大

**The US is last among OECD countries with 2.6 physicians per every 1,000 people / 美国在经合组织国家中排名最后，每1,000人中有2.6名医生**

Source: The Complexities of Physician Supply and Demand, Association of American Medical Colleges, June 2020 / 来源: 《医生供需的复杂性》，美国医学院协会，2020年6月

- Primary care physician shortage of between 21,400 to 55,200 projected by 2033 / 预计到2033年，初级护理医生短缺人数介于21,400至55,200
- Shortage of speciality physicians of between 33,700 to 86,700 projected by 2033 / 预计到2033年，专科医师短缺人数介于33,700至86,700
- However, after adjusting for unequal access to healthcare in the US. (metro/insured vs. non-metro/uninsured) the short- fall of all physicians increases by another 74,100 to 145,000. / 然而，在调整了美国医疗保健服务的不平等机会后(城市/有保险与非城市/无保险)，所有医生的短缺人数又增加了74,100至145,000。
- Broader access to healthcare is the national goal / 更广泛的医疗保健服务是国家的目标
- The burden of COVID-19 on physician capacity, coupled with more doctors taking early retirement, is likely to exacerbate the shortage / 新冠疫情加重了医生工作量，加上更多的医生提前退休，可能会让人数短缺加剧

# NURSE PRACTITIONERS (NPs) CAN CLOSE THE GAP / 执业护士 (NPs) 可以弥补这一短缺

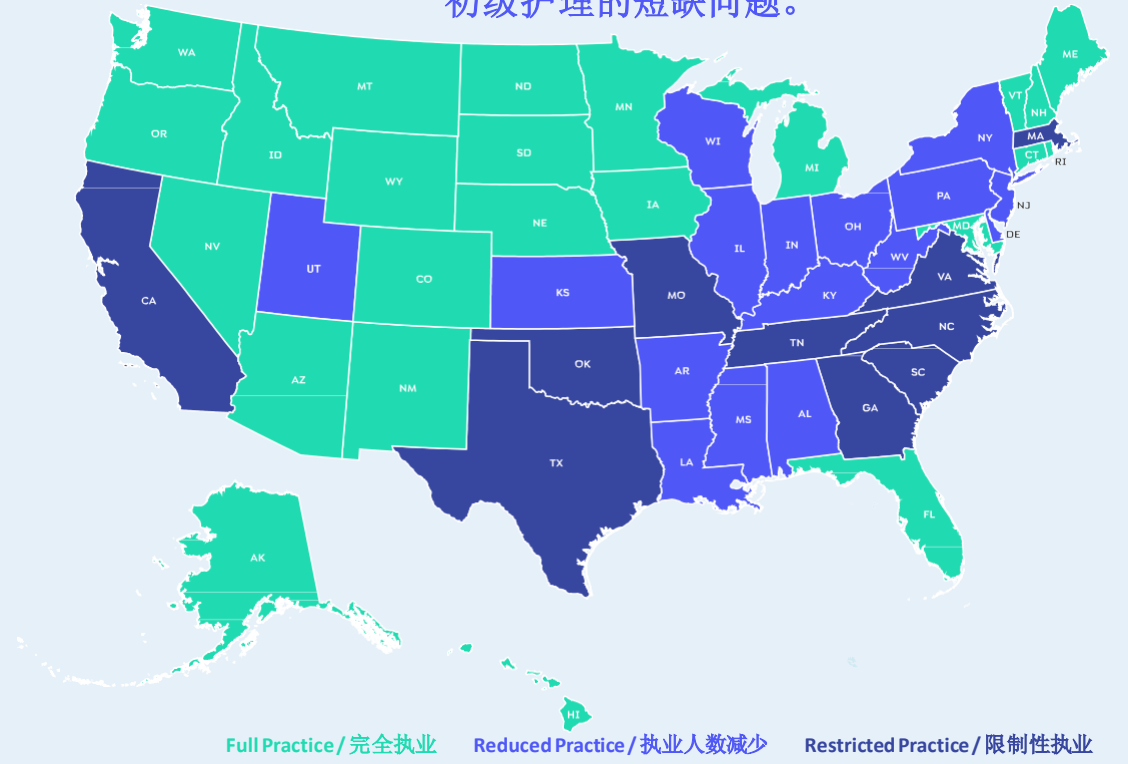
NPs can now practice independently in 26 states, and with physician collaboration in an additional 14 states / 现在有26个州的护士可以独立执业，另外14个州的护士可以与医生合作

## NP Market Size / 执业护士的市场规模

- 267K NPs in the U.S. / 美国有26.7万名执业护士
- 80K NPs practice in independent states / 8万名执业护士在独立州执业
- 15K NPs practice in reduced states / 1.5万名执业护士在执业人数减少的州执业
- An NP with a relatively mature practice can drive revenue north of \$150,000 / 一个拥有相对成熟经验的执业护士可以推动收入达到\$15万以上

Source: American Association of Nurse Practitioners, Kaiser Family Foundation / 来源: 美国执业护士协会, 凯撒家庭基金会

More states are turning to NPs to help solve the Primary Care shortage. / 更多的州正在求助于执业护士来帮助解决初级护理的短缺问题。



Note: / 备注:

- Florida turned Full Practice in 2020 / 佛罗里达州在2020年转为完全执业
- California will turn full practice in 2023 / 加利福尼亚州将在2023年转为完全执业

## THE OPPORTUNITY – NPs ARE UNSUPPORTED & UNPREPARED / 机会——执业护士没有得到支持和准备

### Current Solutions do not meet the needs of NPs: / 目前的解决方案不能满足执业护士的需求:

- Current solutions are fragmented and, for the most part, geared for large and more established practice groups/hospital systems / 目前的解决方案零散，而且多数情况下适用于大型和较成熟的医疗团体/医院系统
- Lack end-to-end workflow driven functionality / 缺少端到端的工作流程驱动功能
- Telemedicine and digital care are not standard features of most platforms / 远程医疗和数字护理不是大多数平台的标准功能
- NPs are required to cobble together a solution from multiple technology and service providers / 执业护士需要从多个技术和服务供应商处拼凑出一个解决方案。

### Many NPs want to go into Independent Practice but need support: / 许多执业护士想独立执业，但需要得到支持:

- NPs are accustomed to working as employees and not as business owners / 执业护士习惯于以员工身份工作，而不是作为企业主工作
- Much more patient-centric and less administrative/business-oriented / 更多的是以患者为中心，而不是以行政/业务为导向
- Limited exposure to directly dealing with healthcare payors/insurers / 直接与医疗保健支付方/保险人打交道的机会有限



# UNLEASHING THE NP with CARESPAN “CLINIC-in-the-CLOUD” / 通过CARESPAN的“云诊所”来帮助执业护士

CareSpan provides an end-to-end solution ... / CareSpan提供端到端解决方案.....

- Care Delivery Platform / 护理服务平台
- Revenue Cycle Management / 收入周期管理
- Credentialing & enrollment / 资格认证和注册
- Cash management / 现金管理
- Marketing support / 营销支持
- Group purchasing / 团体采购
- Other back office / 其他后台办公

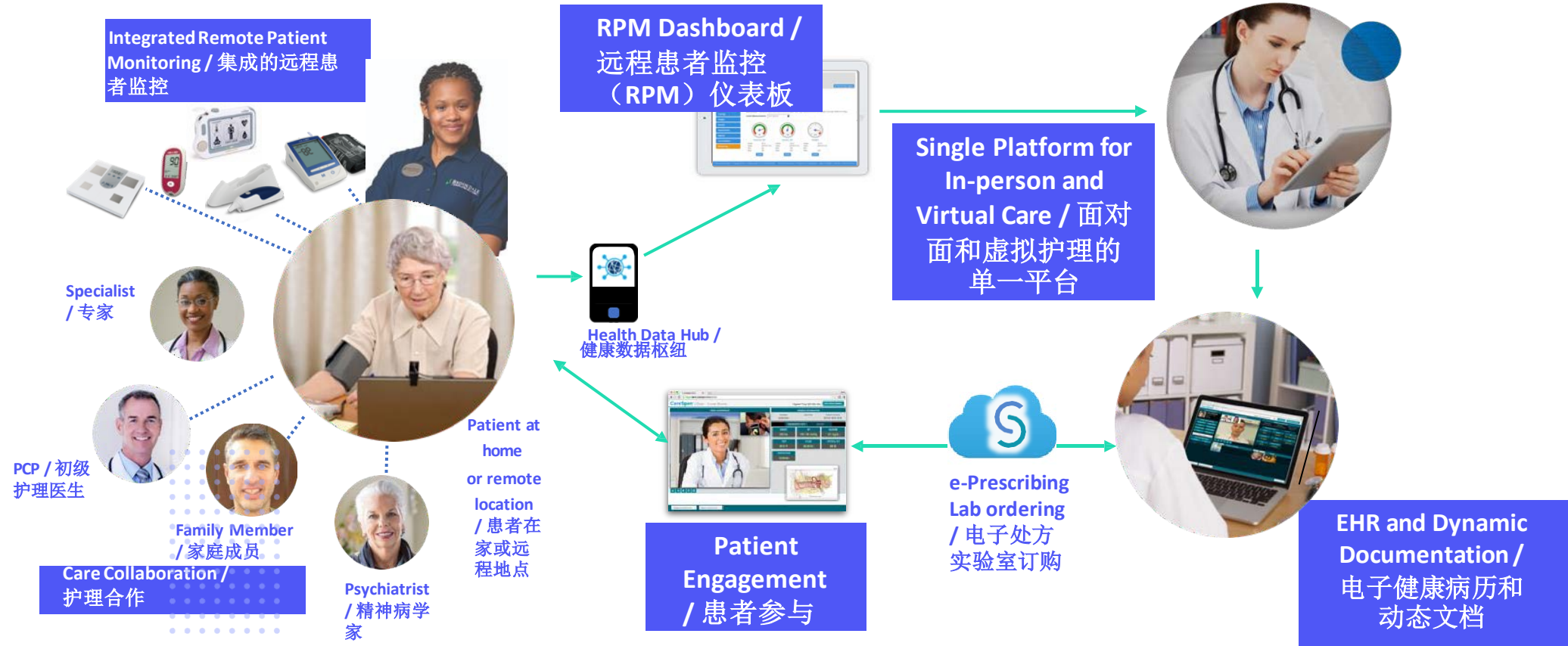


...so that NPs can focus on patient care and improve earnings / .....这样，执业护士可以专注于患者护理并提高收入

- More time for patient care, less time for administration / 把更多时间用于患者护理，节省行政管理时间
- Better care through digital tools and data / 通过数字化工具和数据提供更好的护理
- Improved earnings through new revenue sources / 通过新的收入来源提高收益
- Quantum improvement in productivity / 生产力量化提升



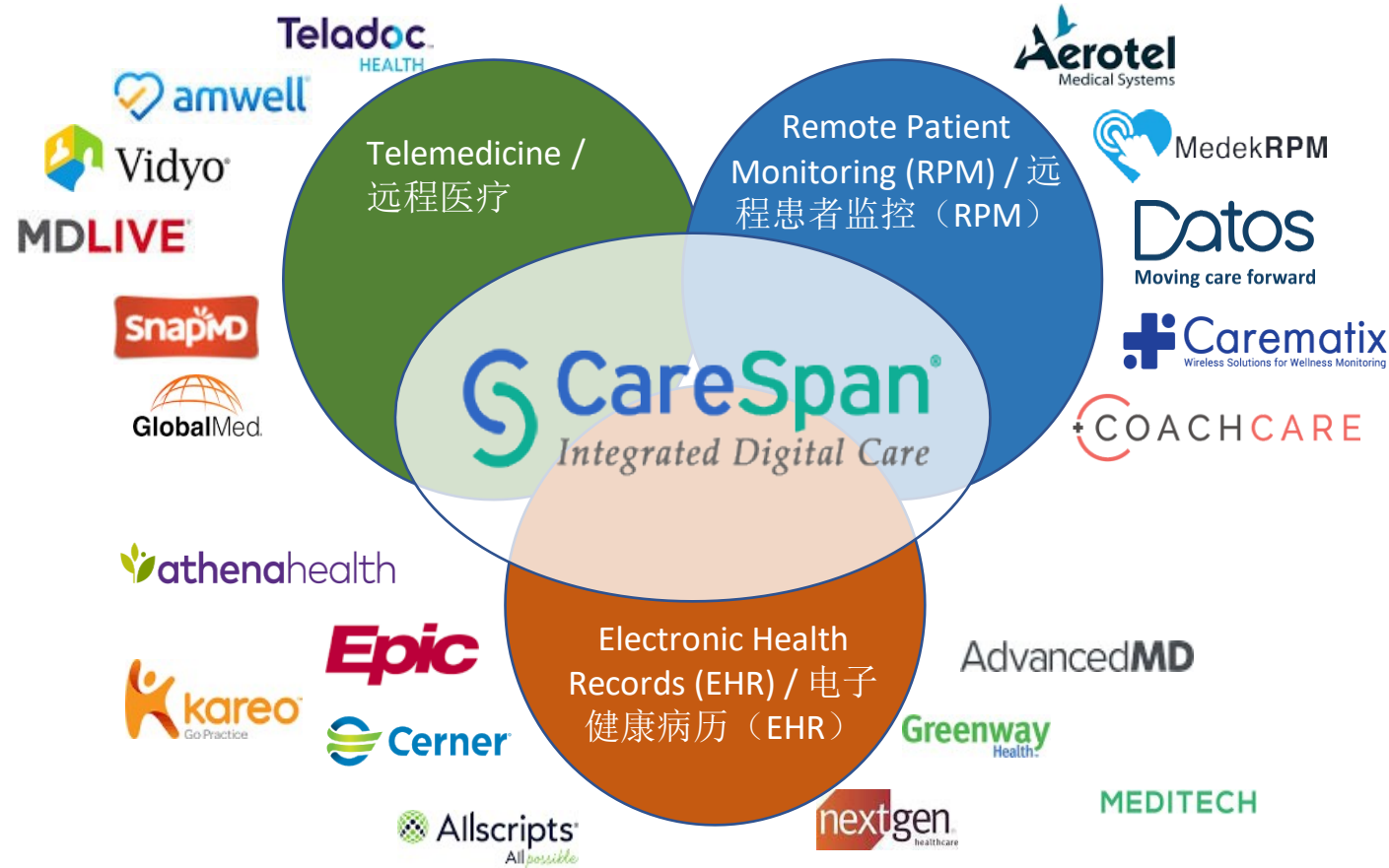
# HIGHLY-DIFFERENTIATED CARE DELIVERY PLATFORM / 高度差异化的护理服务平台



***Integrated digital healthcare delivery software built around clinical workflow / 围绕临床工作流程构建的集成数字医疗保健服务软件***



# COMPETITIVE POSITIONING / 竞争定位



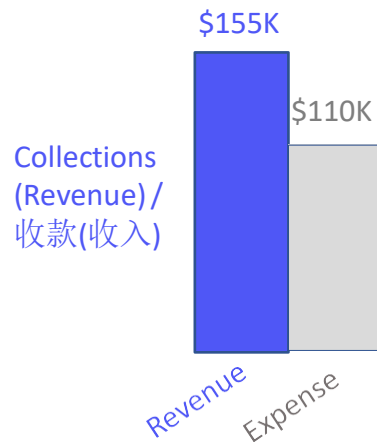
***Our "Clinic-in-the-Cloud" brings all the key pieces of care-delivery in a single integrated digital care platform./ 我们的"云诊所"将护理服务的所有关键部分融入一个单一的综合数字护理平台。***

# BUSINESS CASE FOR THE NURSE PRACTITIONER

## / 执业护士的商业案例

### Typical Practice Income

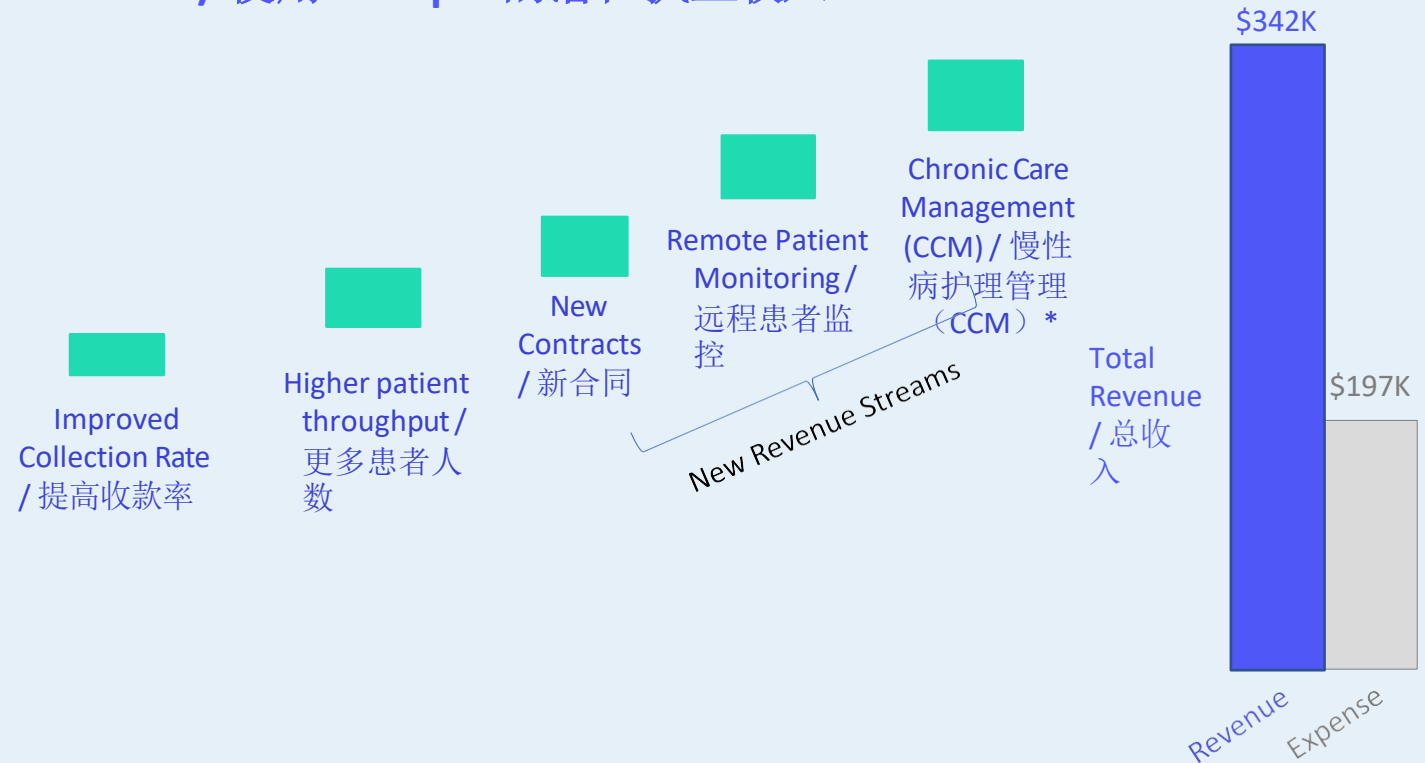
#### / 典型执业收入



**Net Earnings = \$45K**  
/ 净收入=\$4.5万

### Potential Practice Income with CareSpan

#### / 使用CareSpan的潜在执业收入



**Net Earnings = \$145K / 净收入=\$14.5万**

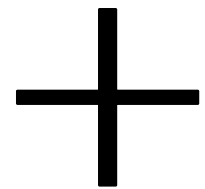
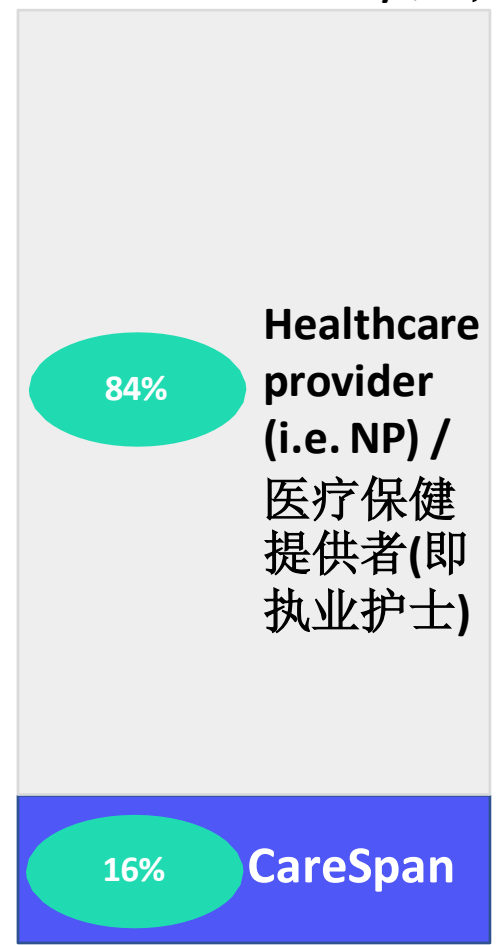
\* CCM represents the layering of additional value-added services onto our RPM patient set (i.e.. Active monitoring and intervention) / \*慢性病护理管理(CCM)代表了在我们的远程患者监控 (RPM) 患者群体上的更多分层增值服务 (即主动监测和干预)

# CARESPAN BUSINESS MODEL – ATTRACTIVE RECURRING REVENUES / Carespan商业模式—有吸引力的经常性收入

All basic healthcare services flow through CareSpan / 所有的基本医疗保健服务都通过CareSpan提供

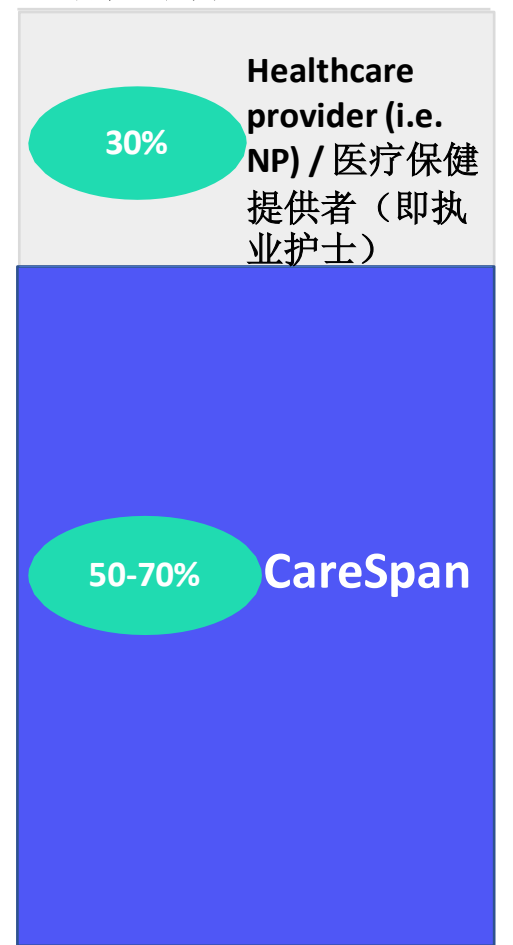
The company keeps about 16% as net revenue / 公司保留约16%作为净收入

Revenue Split / 收入分成  
Basic Patient Consultations / 基本患者咨询



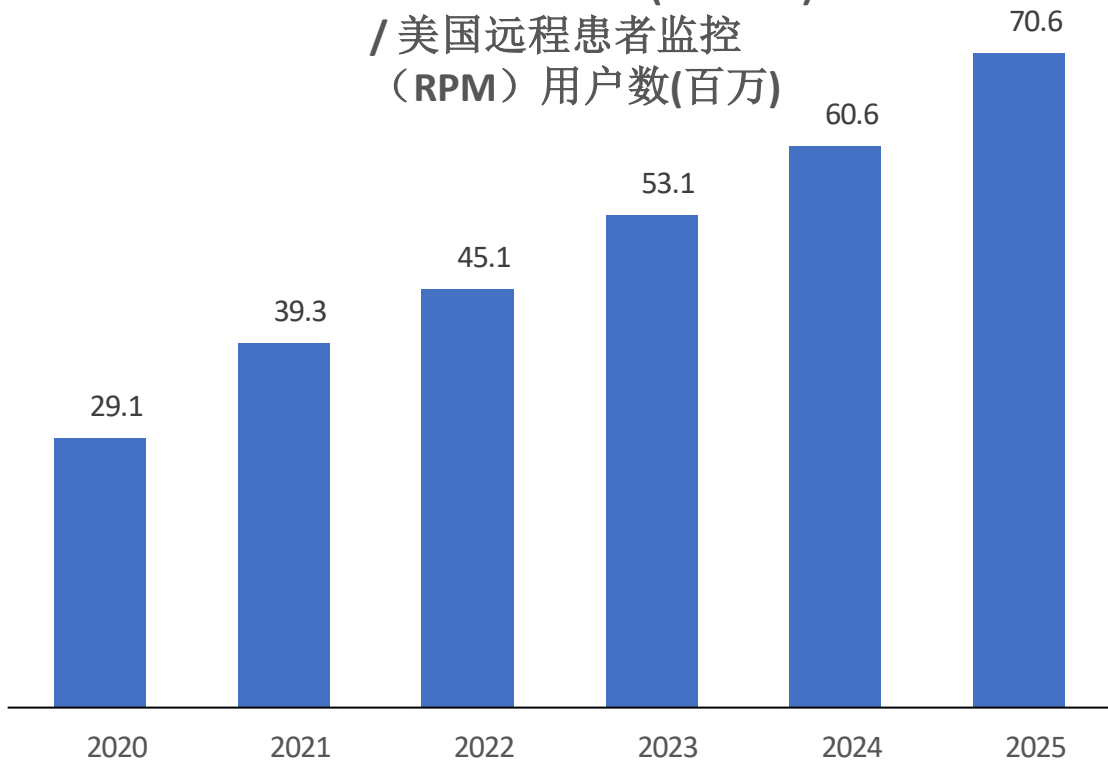
Gives CareSpan the ability to perform advanced value-added services, e.g Remote Patient Monitoring (RPM) – 70% net, Chronic Care Management (CCM) – 50% net / 使CareSpan能提供先进的增值服务，比如远程患者监测（RPM）-70%净值、慢性病护理管理（CCM）-50%净值

CareSpan Revenue Split  
Value-Added Services / 收入分成价值——增值服务





**U.S. RPM Users (millions)**  
/ 美国远程患者监测  
(RPM) 用户数(百万)



Source: eMarketer  
/ 来源:  
eMarketer

■ RPM Users (millions) /  
远程患者监测 (RPM)  
用户数(百万)

### RPM – High Growth Opportunity / 远程患者监测 (RPM) – 高速增长机会

- According to CB Insights: "Tech Trends to Watch in 2022", the Covid-19 pandemic has expedited the growth and need of this market to \$30B in the United States as hospitals and lockdowns have created an immediate demand for chronic and preventative care / 根据CB Insights: “2022年值得关注的技术趋势”，由于新冠疫情，医院和封锁产生了对慢性和预防性护理的直接需求，加速了这一市场的增长和需求，在美国的市场规模就高达\$300亿美元
- Markets & Markets are forecasting RPM market to reach US\$117B by 2025 from US\$23.2B in 2020 / Markets & Markets预测，到2025年，远程患者监测 (RPM) 市场规模将从2020年的232亿美元增长到2025年的1170亿美元
- More than 25% of Americans (> 93% of Medicare spending) have multiple chronic conditions (MCC). This qualifies them for CMS (insurance) RPM programs\*\*. / 超过25%的美国人 (超过93%的医疗保险支出) 有多种慢性病 (MCC)。这使他们有资格参加CMS (保险) 的远程患者监测 (RPM) 项目\*\*。
- Vast majority of private insurance companies reimburse RPM services – on average US\$115 per month / 绝大多数的私人保险公司都会报销远程患者监测 (RPM) 服务费—平均每月115美元

### CareSpan is well positioned / CareSpan有良好的定位

- RPM capability is built into our "Clinic-in-the-Cloud" platform supporting connection to over 300 FDA approved devices / 我们的 "云诊所" 平台中内置了远程患者监测 (RPM) 功能，支持与300多个FDA批准的设备连接
- Captive Channel - NPs are the access to the patient needing RPM services / 专属渠道—执业护士是接触需要远程患者监测 (RPM) 服务患者的专有通路

### High Margin Business Model, Revenues Starting in Q2/2022 / 高利润率商业模式，从2022年第二季度起有收入

- Technology & Infrastructure is in place, beta testing of service complete / 技术和基础设施已到位，服务的beta测试已经完成
- In the process of onboarding initial patients to the service / 正在为最初的患者提供服务
- Expecting to generate RPM revenues in Q2/2022 with 200-300 patients / 预计2022年第二季度将有200-300名患者带来远程患者监测 (RPM) 收入
- Identified 2,000 RPM initial patients across our Network that have the potential to generate over US\$2.5\* million in annual run rate revenues by the end of 2022 / 在我们的网络中最初确定了2000名远程患者监测 (RPM) 患者，到2022年底有可能产生超过250\*万美元的年营收运转率收入



## 1 Expand the Network / 扩大网络

- Increasing # of NPs within CareSpan's network directly expands the patient pool and the reach of the network - drives payor contracts / 增加CareSpan网络内的执业护士数量，直接扩大了患者群和网络的覆盖面—推动了支付方合同数量
- Increasing patients in the network drives an increasing pool for add-on revenue services such as Remote Patient Monitoring (RPM) / 网络中患者越来越多，促成越来越多的附加收入服务，比如远程患者监测（RPM）

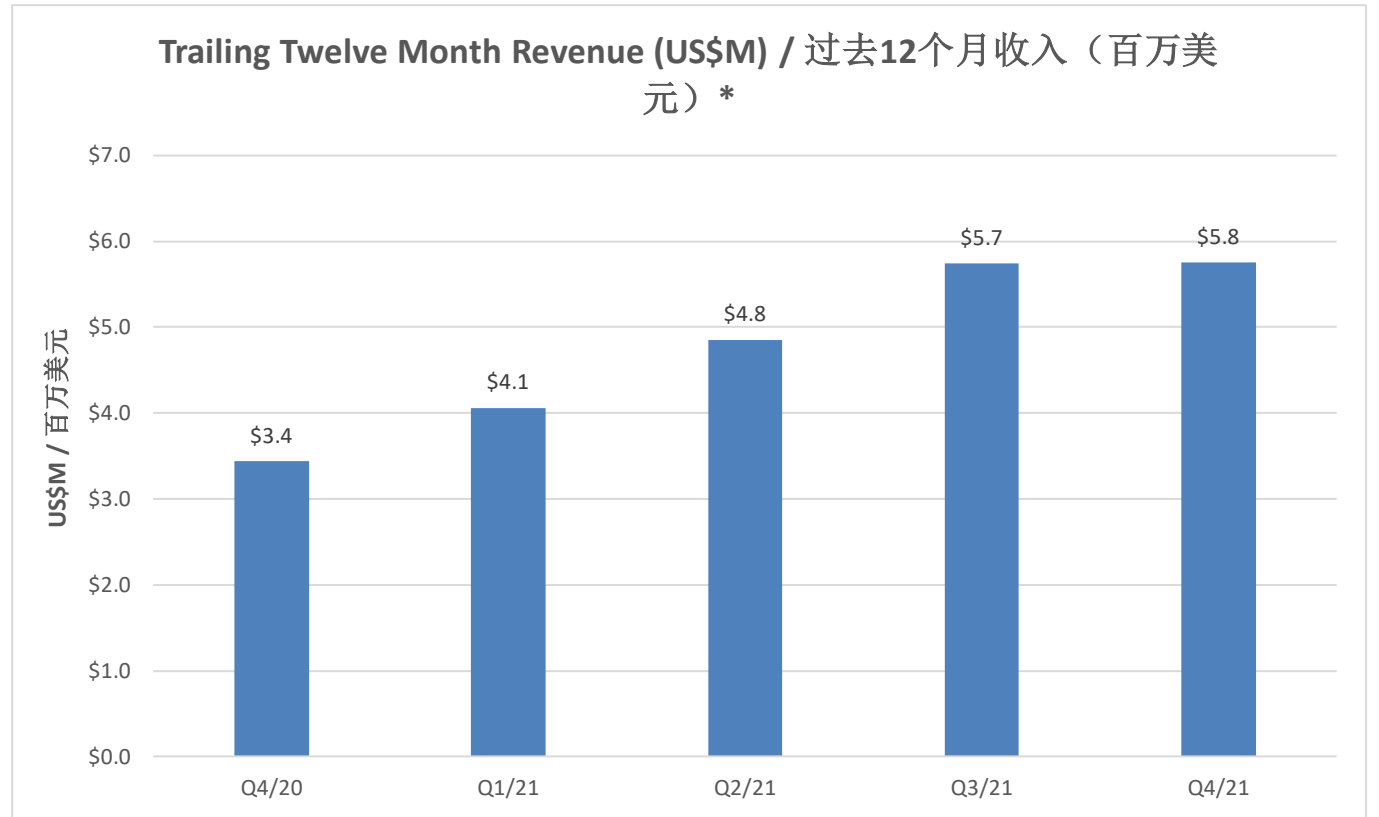
## 2 Value-Add Services - RPM / 增值服务—远程患者监控（RPM）

- RPM is the use of digital devices that allow clinicians and care providers to capture health and medical data, on a continuous basis, from their patients remotely and electronically / 远程患者监控（RPM）使用数字化设备，使临床医生和护理提供者能够以远程和电子方式持续采集患者的健康和医疗数据
- Effective use of RPM, as part of a patient's care plan, allows CareSpan's NPs and clinicians to provide higher quality of care to their patients and improve health outcomes / 作为患者护理计划的一部分，有效地使用远程患者监控（RPM），可以使CareSpan的护士和临床医生为他们的患者提供更高质量的护理并改善健康状况
- Provides NPs with access to new revenue streams / 为执业护士提供新的收入来源

## 3 Payor Contracts / 支付方合同

- Increasing size and reach of the network drive opportunities to contract for bulk healthcare services – payor contracts / 网络规模的扩大和覆盖面的增加推动了签订大宗医疗服务合同的机会——支付方合同
- These contracts allow NPs on our network to have access to new revenue streams and patients, and are highly valuable tool for CareSpan to recruit new NPs / 这些合同使我们网络中的执业护士能够获得新的收入来源和患者，并且是CareSpan招募新的执业护士的非常有价值的工具
- The scope and size of these contracts has the potential to grow as CareSpan's provider network grows / 这些合同的范围和规模有可能随着CareSpan供应商网络的增长而增长

**Strong Customer Traction & Business Model Validation**  
**/ 强大的客户牵引力和商业模式验证**



\*For each quarter, the previous 12-months of revenues were calculated / 每个季度都计算了过去12个月的收入

# ATTRACTIVE BUSINESS MODEL ECONOMICS & SCALABILITY / 有吸引力的商业模式经济价值和可扩展性

## Highly Scalable Business Model / 高度可扩展的商业模式

Current Run Rate / 目前的营收运转率

2025 Potential / 2025年的潜力

# NPs / 执业护士人数

100

1000

# Patients / 患者人数

40K / 4万

500K / 50万

Annual Revenue / 年收入

\$8M / 800万

\$100M / \$1亿\*+

Target EBITDA / 目标 EBITDA

20%

\* Revenues may differ if the number of contracted NPs or associated assumptions differ. / 如果签约的执业护士人数或相关假设不同，收入可能会有所不同。  
\*This target is based on the assumption that the company can generate 1,000 practitioners, each with 500 patients making at least 2 visits per year at average billing of at least \$100/ per visit. There is no assurance that this target will be met. / 这个目标是基于这样的假设：公司能够拥有1000名执业护士，每个人有500名患者，每年至少看2次病，每次看病的平均收费至少为100美元。我们不能保证能实现这一目标

# PRACTITIONER ACQUISITION STRATEGY / 执业护士获取策略

## 1 Dedicated Internal Network Development Team / 专门的内部网络开发团队

- Proprietary database of Nurse Practitioners / 专有的执业护士数据库
- Repeatable Recruiting and Training Process / 可重复的招聘和培训过程

## 2 Partnerships with Complementary Groups / 与互补团体达成合作关系

- National Nurse Practitioner Entrepreneur Network (NNPEN) / 全国执业护士企业家网络(NNPEN)
- CM&F Group (Professional Liability Insurer) / CM&F Group (专业责任保险商)

## 3 Referral Program and Influencer Marketing / 推荐计划和网红营销

- Referral program for NPs and BH specialists to target friends & former colleagues / 针对朋友和前同事的执业护士和行为健康专家的推荐计划
- Recruit NPs/BH specialists to be advocates of the CareSpan networks / 招募执业护士/行为健康专家成为CareSpan网络的宣传员

## 4 Collaboration with NP Educational Institutions / 与执业护士教育机构的合作

- South Dakota State University / 南达科他州立大学
- Western Governors University / 西部州长大学
- United States University (in discussion) / 美国大学 (在讨论中)

## 5 Acquisitions of Clinics & Practitioners / 收购诊所和获得执业护士

- Acquire existing clinics or practitioner networks / 收购现有诊所或执业护士网络
- Recruit NPs for existing and new network clinics / 为现有的和新的网络诊所招聘执业护士

Target is to have 1,000 NPs using the “Clinic-in-the-Cloud” Solution by the end of 2025 / 目标是到2025年底，有1000名执业护士使用“云诊所”解决方案

# CAPITALIZATION & VALUATION

## 资本和估值

### Cap Table & Valuation

#### 资本表和估值

Capitalization & Valuation	
<b>Capitalization</b>	<b>C\$M</b>
Basic Common Shares	30.8
Options	0.1
Warrants	2.7
<b>Fully Diluted Shares</b>	<b>34</b>
<b>Share Price</b>	<b>C\$</b>
List Price - November 27, 2021	\$0.70
Closing Price - as of May 9, 2022	\$0.25
<b>Valuation</b>	<b>C\$M</b>
<b>Market Cap - Basic</b>	<b>\$8.2</b>
Less Cash	\$0.9
Plus Debt	\$0.0
<b>Enterprise Value</b>	<b>\$ 7.3</b>

### Healthcare Comps / 医疗保健组合

Company	EV	Price	Revenue		EV/Revenue	
			2021F (\$M)	2022F (\$M)	2021	2022
C\$ (unless noted)	\$M	\$				
Teladoc Health (\$US)	6,490	30.52	2,140	2,450	3.0	2.6
Carebook	15	0.15	5.8	9	2.5	1.6
Jack Nathan Health	18	0.21	6	NA	3.1	NA
Newtopia	25	0.17	11	15	2.2	1.6
Skylight Health	54	1.00	27	40	2.0	1.4
1Life Healthcare (\$US)	1,660	6.73	623	1,075	2.7	1.5
CloudMD	112	0.42	69	185	1.6	0.6
Well Health	1,270	4.22	302	508	4.2	2.5
Reliq Health Tech.	110	0.55	NA	NA	NA	NA
<b>Average</b>					<b>2.7</b>	<b>1.7</b>
<b>CareSpan</b>	<b>7.3</b>	<b>0.245</b>	<b>5.7</b>	<b>NA</b>	<b>1.3</b>	<b>NA</b>

\* All pricing as of May 9 2022

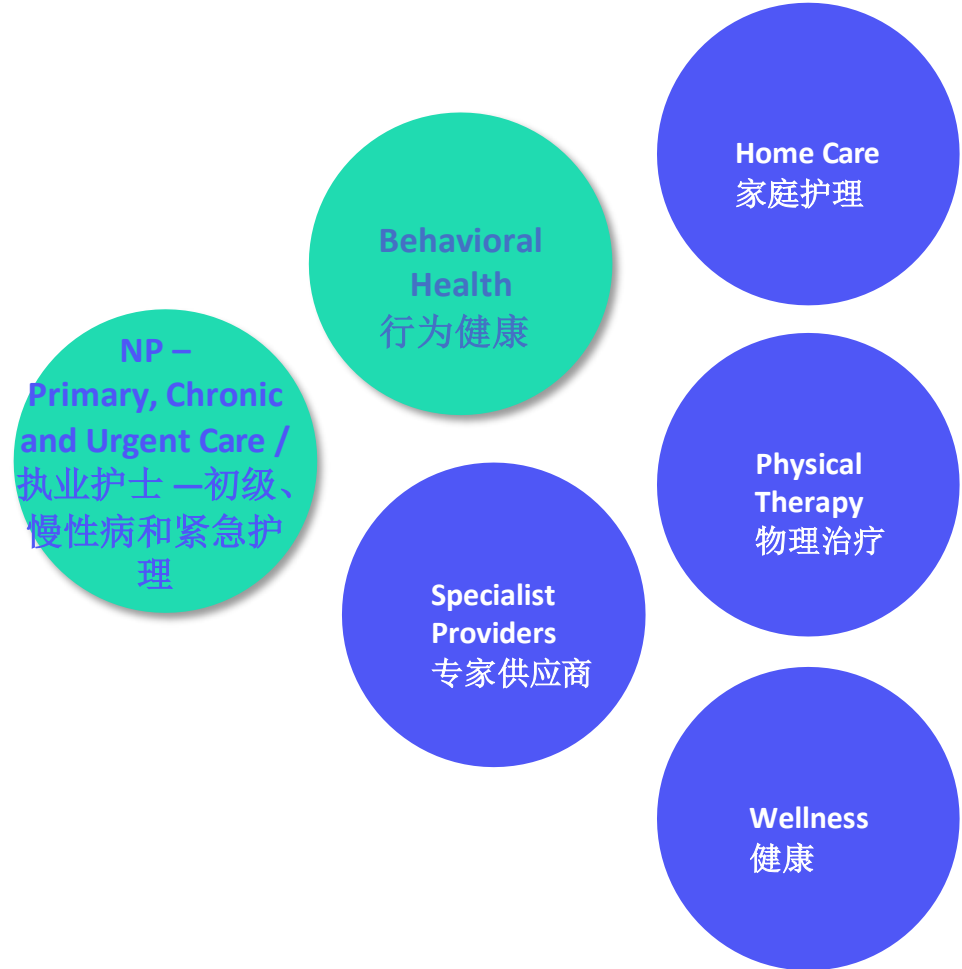
\*\*2022 forecast based on company and analyst forecasts

Source: Yahoo Finance

# LONG-TERM GROWTH POTENTIAL 长期增长潜力

## Software Designed for Broader Market Applicability / 为更广泛的市场适用性设计的软件

- Technology has been architected to interface with third party EMRs in order to facilitate partnerships into adjacent verticals / 该技术已被设计为与第三方电子病历（EMR）对接，以促进与邻近垂直行业的合作
- Expansion into physician and other segments practices pending additional capital / 扩展到医生和其他执业领域，等待更多资金投入



# LONG-TERM GROWTH POTENTIAL / 长期增长潜力

1

## Attractive Sector / 有吸引力的行业

- Healthcare and healthcare IT relatively recession-resistant / 医疗保健和医疗IT相对抗衰退

2

## Large Unmet Need, Significant Opportunity / 大量未满足的需求，巨大的机会

- Shortage in primary care and widening supply-demand gap for primary care physicians / 初级护理短缺，并且初级护理医生的供需差距不断扩大
- Nurse Practitioners (NPs) have been largely untapped to address the shortage / 执业护士短缺问题基本上没有得到解决
- Fast-growing number of independent NP practice states, including Florida and California / 包括佛罗里达州和加利福尼亚州在内的独立执业护士执业州的数量快速增长

3

## Differentiated, Validated Solution / 差异化的、经过验证的解决方案

- Unique, one-stop shop for NPs (CareSpan technology platform + business services) / 独特的、一站式的执业护士服务（CareSpan技术平台+商业服务）
- 100+ clinicians, ~40,000 patients on the platform to date / 迄今为止，平台上有100多名临床医生，约4万名患者

4

## High Growth, Asset Light, and Scalable Business Model / 高增长、轻资产和可扩展的商业模式

- YTD 2021 Revenues of US\$5.75m vs. US\$3.43m in 2020 (up 67.4% y/y) / 2021年年初至今收入为575万美元，2020年为343万美元（同比增长67.4%）
- Exited 2021 with an annual revenue run rate of over US\$8m/year / 2021年退出时，年收入超过800万美元/年
- Targeting 1,000 practitioners on our “Clinic-in-the-Cloud” platform by end of 2025 with a potential to generate over US\$100m\*\* in gross revenues / 到2025年底，我们的“云诊所”平台的目标是有1000名从业者，总收入有可能超过1亿美元\*\*

5

## Experienced Team / 经验丰富的团队

- Management Team with proven individual track record of success in healthcare and healthcare IT / 管理团队在医疗保健和医疗IT领域拥有成熟的个人成功记录
- Active Board of Directors and Strategic Advisors with extensive relevant healthcare experience and expertise / 积极的董事会和战略顾问拥有丰富的相关医疗保健经验和专业知识

• \*\* This target is based on the assumption that the company can generate 1,000 practitioners, each with 500 patients making at least 2 visits per year at average billing of at least \$100/ per visit. There is no assurance that this target will be met. / 这一目标是基于这样的假设：公司能够有1000名从业人员，每个人服务500名患者，每年至少出诊2次，每次看病的平均收费至少为\$100。我们不能保证这一目标能实现。



CARESPAN

# “Clinic in-the-Cloud” / “云诊所”



## Tech-Enabled Service / 科技支持的服务

- Tech first integrated digital healthcare company, including next-gen Telemedicine and Virtual Care / 科技第一的集成数字医疗保健公司，包括下一代的远程医疗和线上护理
- Robust infrastructure, fully-compliant and scalable to support 50,000+ exams per day / 强大的基础设施、完全合规、可扩展到每天支持5万多次检查



## Full Suite, Integrated / 全套的、集成的

- Modular technology that is integrated to create a comprehensive solution / 整合模块化技术，以创建一个全面的解决方案
- Integrates care delivery platform (in person and telehealth), remote patient monitoring, care collaboration, patient engagement, ePrescribing and eLabOrders, among others / 集成了护理服务平台（面对面和远程医疗）、远程患者监测、护理协作、患者参与、电子处方和电子实验室订单等



## Next-Generation Delivery / 新一代服务

- Focused on the new healthcare model, which is decentralized, patient-centric and technology-enabled / 专注于去中心化、以患者为中心和科技支持的新型医疗保健模式
- Remote patient monitoring embedded in the platform (supports over 300 FDA-approved devices) / 嵌入平台的远程患者监测（支持300多个FDA批准的设备）
- Algorithms for auto-ID of high-risk individuals for behavioral health / 用于自动识别行为健康高危人群的算法



## Purchasers' Rights of Action in the Event of a Misrepresentation

In certain circumstances, purchasers resident in certain provinces of Canada, are provided with a remedy for rescission or damages, or both, in addition to any other right they may have at law, where a presentation and any amendment to it contains a misrepresentation. Where used herein, "misrepresentation" means an untrue statement of a material fact or an omission to state a material fact that is required to be stated or that is necessary to make any statement not misleading in light of the circumstances in which it was made. These remedies, or notice with respect to these remedies, must be exercised or delivered, as the case may be, by the purchaser within the time limits prescribed by applicable securities legislation.

The following summary is subject to the express provisions of the applicable securities laws, regulations and rules, and reference is made thereto for the complete text of such provisions. Such provisions may contain limitations and statutory defenses not described here on which the Company and other applicable parties may rely. Purchasers should refer to the applicable provisions of the securities legislation of their province for the particulars of these rights or consult with a legal adviser.

The following is a summary of rights of rescission or damages, or both, available to purchasers resident in the provinces of Ontario, New Brunswick, Nova Scotia and Saskatchewan. If there is a misrepresentation herein and you are a purchaser under securities legislation in Ontario, New Brunswick, Nova Scotia and Saskatchewan you have, without regard to whether you relied upon the misrepresentation, a statutory right of action for damages, or while still the owner of the securities, for rescission against the Company. This statutory right of action is subject to the following: (a) if you elect to exercise the right of action for rescission, you will have no right of action for damages against the Company; (b) except with respect to purchasers resident in Nova Scotia, no action shall be commenced to enforce a right of action for rescission after 180 days from the date of the transaction that gave rise to the cause of action; (c) no action shall be commenced to enforce a right of action for damages after the earlier of (i) 180 days (with respect to purchasers resident in Ontario) or one year (with respect to purchasers resident in Saskatchewan and New Brunswick) after you first had knowledge of the facts giving rise to the cause of action and (ii) three years (with respect to purchasers resident in Ontario) or six years (with respect to purchasers resident in Saskatchewan and New Brunswick) after the date of the transaction that gave rise to the cause of action; (d) with respect to purchasers resident in Nova Scotia, no action shall be commenced to enforce a right of action for rescission or damages after 120 days from the date on which payment for the securities was made by you; (e) the Company will not be liable if it proves that you purchased the securities with knowledge of the misrepresentation; (f) in the case of an action for damages, the Company will not be liable for all or any portion of the damages that it proves do not represent the depreciation in value of the securities as a result of the misrepresentations; and (g) in no case will the amount recoverable in such action exceed the price at which the securities were sold to you. The foregoing is a summary only and is subject to the express provisions of the *Securities Act* (Ontario), the *Securities Act* (New Brunswick), the *Securities Act* (Nova Scotia) and the *Securities Act* (Saskatchewan), and the rules, regulations and other instruments thereunder, and reference is made to the complete text of such provisions contained therein. Such provisions may contain limitations and statutory defenses on which the Company may rely.

Securities legislation in Alberta provides that every purchaser of securities in reliance on the exemption set forth in section 2.10 (the minimum amount exemption) of NI 45-106 pursuant to this Presentation shall have, in addition to any other rights they may have at law, a right of action for damages or rescission against the Company and certain other persons if this presentation or any amendment thereto contains a misrepresentation. Such rights must be exercised within prescribed time limits, being (i) in the case of an action for rescission, 180 days from the day of the transaction that gave rise to the cause of action, or (ii) in the case of any action, other than an action for rescission, the earlier of, (a) 180 days from the day that the purchaser first had knowledge of the facts giving rise to the cause of action, or (b) three years from the day of the transaction that gave rise to the cause of action. Purchasers should refer to the applicable provisions of the *Securities Act* (Alberta) for particulars of those rights or consult with a lawyer.



## Purchasers' Rights of Action in the Event of a Misrepresentation – Continued

In Manitoba, the *Securities Act* (Manitoba), in Newfoundland and Labrador the *Securities Act* (Newfoundland and Labrador), in Prince Edward Island the *Securities Act* (PEI), in Yukon, the *Securities Act* (Yukon), in Nunavut, the *Securities Act* (Nunavut) and in the Northwest Territories, the *Securities Act* (Northwest Territories) provide a statutory right of action for damages or rescission to purchasers resident in Manitoba, Newfoundland, PEI, Yukon, Nunavut and Northwest Territories respectively, in circumstances where this presentation or an amendment hereto contains a misrepresentation, which rights are similar, but not identical, to the rights available to Ontario purchasers.

By purchasing the securities of the Company hereunder, purchasers in the provinces of British Columbia and Quebec who are not entitled to the statutory rights described above, in consideration of their purchase of securities of the Company and upon accepting a purchase confirmation in respect thereof, are hereby granted a contractual right of action from damages or rescission that is substantially the same as the statutory right of action, if any, provided to residents of Ontario who purchase securities of the Company.

The statutory right of action described above is in addition to and without derogation from any other right or remedy at law.

### Resale Restrictions

Any securities described herein will be offered on a private placement basis in reliance upon prospectus exemptions under applicable securities legislation. Resale of the securities offered hereby will be subject to restrictions under the applicable securities legislation, which will vary depending on the relevant jurisdiction. Generally, such securities may be resold only pursuant to an exemption from the prospectus requirements of applicable securities legislation or pursuant to an exemption order granted by appropriate securities regulatory authorities.] [NTD: If securities will be offered via prospectus, then section not needed; if being offered via private placement, then please included paragraph at the end of the Statutory Rights Action section or Disclaimer Section.]



## Investment Risk Factors

*The risks presented below should not be considered to be exhaustive and may not be all of the risks that the Company may face. Additional risks and uncertainties not presently known to the Company may also impair the business and operations of the Company and if any of the following or other risks occur, the Company's business, prospects, financial condition, results of operations and cash flows could be materially adversely impacted. Please refer to the filing statement of the Company dated November 15, 2021 for additional risk factors of the company.*

**Securities are Speculative** – An investment in the securities of the company is speculative and may result in the loss of your entire investment. Only potential investors who are experienced in high-risk investments and who can afford to lose their entire investment should consider purchasing the securities of the company.

**Value of Securities of the Company** – The price for the securities of the company is determined by management and may not bear any relationship to earnings, book value or other valuation criteria.

**Business Risks** – The market acceptance of the company's products will depend upon the medical community accepting the products as clinically useful, reliable, accurate, and cost-effective as compared to existing and future products or procedures. Market acceptance will also depend on the company's ability to demonstrate the clinical efficacy its products and future products. Failure of these new products to achieve significant market share could have material adverse effects on the company's long-term business, financial condition, and results of operation.

**Competition** – The company cannot be certain that its business strategy or model will not be subject to current or future competition offering a similar product and service or that other competitors may gain an advantage over the company. If the company is unable to compete it could have a material adverse effect on the company's business. The company cannot be certain that it will successfully compete with its competitors that may have greater financial, sales and technical resources.

**Management and Personnel Risks** – The company is dependent upon its key personnel to achieve its business objectives. The company is a technology-driven company, and intellectual input from key management and personnel is critical to achieve its business objectives. The loss of the services of key personnel might significantly delay or prevent achievement of the company's business objectives.

**Industry Relationship Risks** – If the company fails to develop and maintain relationships with industry participants, its business could suffer. The business operations of the company will depend, in part, on agreements with industry partners for the sale of its products and services.

**Intellectual Property Rights** – The company's commercial success will depend, in part, in obtaining and maintaining patent protection for the company's licensed technology, trade mark registrations, trade secret protection and regulatory protection as well as successfully defending third-party challenges to such technologies and intellectual property rights. If the company is not able to maintain patent or trade secret protection on the company's technologies, then the company may not be able to exclude competitors from developing or marketing competing products, and the company may not be able to operate profitably.



## Investment Risk Factors - Continued

**Regulatory Risks** – The adoption of new laws or the application of existing laws may decrease the demand for the company’s products and services, increase the company’s cost of doing business or otherwise have a material adverse effect on the company’s business, results of operations, financial condition and profitability. There can be no assurance that the company will be able to cost-effectively comply with any future laws and regulations. Failure by the company to comply with applicable laws and regulations may subject the company to civil or regulatory proceedings, including fines or injunctions, which may have a material adverse effect on the company’s financial condition and results of operations.

**Tax Matters** – The return on your investment is subject to changes in Canadian federal and provincial tax laws, U.S. federal and state laws, as well as any other tax laws applicable to you. There can be no assurance that the tax laws will not be changed in a manner which will fundamentally alter the tax consequences to investors of holding or disposing of the company’s securities.

**General Economic Conditions** – The financial success of the company may be sensitive to adverse changes in general economic conditions in Canada and the U.S. such as war, terrorist attacks, recession, inflation, labour disputes, demographic changes, weather or climate changes, unemployment, currency exchange rates and interest rates. There is no assurance that the company will be successful in marketing any of its products and services, or that the revenues from the sale of such products and services will be significant.

**COVID-19 Related Risks** – The company’s business could be materially and adversely affected by the risks, or the public perception of the risks, related to the COVID-19 pandemic. The company is actively assessing and responding where possible to the potential impact of the COVID-19 pandemic. The risk to the company, the health of its employees and to those third-party vendors that support the company and its operations is high. The extent to which COVID-19 may impact the company’s business, operations and financial performance will depend on future developments, including the duration and spread of the outbreak and related advisories and restrictions. The ultimate long-term impact of COVID-19 is highly uncertain and cannot be predicted with confidence at this time.

**Thank You**  
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