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All currency values are denominated in Canadian dollars unless otherwise specified.

Market and Industry Data

This Investor Presentation includes market data and forecasts that were obtained from third party sources, industry reports and publications, websites and other publicly available information, as well as industry and other data prepared by or on behalf of the Company on the basis of Company management's knowledge of the healthcare and technology industries and the economy (including management's estimates and assumptions relating to those industries and the economy based on that knowledge) or to validate industry assumptions, management studies and estimates. The Company believes that the market and economic data and forecasts presented in this Investor Presentation are accurate and, with respect to data prepared by or on behalf of the Company, that its estimates and assumptions are currently appropriate and reasonable, but there can be no assurance as to the accuracy or completeness thereof. The accuracy and completeness of the market and economic data and forecasts presented throughout this Investor Presentation are not guaranteed and the Company makes any no representation as to the accuracy of such data or forecasts. Actual outcomes may vary materially from those forecast in such third party reports or publications, and the prospect for material variation can be expected to increase as the length of the forecast period increases. Although the Company believes it to be reliable, the Company has not independently verified any of the data from third party sources referred to in this Investor Presentation, analyzed or verified the underlying studies or surveys relied upon or referred to by such sources, or ascertained the underlying market, economic and other assumptions relied upon by such sources. Market and economic data are subject to variations and cannot be verified due to limits on the availability and reliability of data inputs, the voluntary nature of the data gathering process and other limitations and uncertainties inherent in any statistical survey.

Financial Outlook

This Investor Presentation contains financial information and projections which may be considered to be in the nature of a "financial outlook" under applicable securities laws. The Company and its management believe that such information and projections are reasonable as of the date hereof. The Company cautions that such measures are based on management's current views, strategies, expectations, and forecasts, based on information currently available to the Company and on assumptions the Company believes are reasonable.

The financial projections were not prepared with a view toward compliance with IFRS and have not been examined, reviewed or compiled by our accountant. These projections and any other financial outlook included herein have been approved by management of the Company as of the date hereof. Such financial outlook have been provided for the purposes of presenting information about management's current expectations and goals relating to the development of the business of the Company and should not be relied on for other purposes.

The financial outlook is highly subjective and subject to numerous risks and assumptions, including the risks and assumptions set out below. Should one or more of these risks or uncertainties materialize, or should assumptions underlying the financial outlook prove incorrect, the Company's actual financial position and results of operations may differ materially from management's current expectations and, as a result, actual performance may differ materially from the financial outlook set out in this Investor Presentation. The Company disclaims any intention or obligation to update or revise any financial outlook, whether as a result of new information, future events or otherwise, except as required by applicable securities laws.

Forward-Looking Statements

Certain statements contained in this Investor Presentation may constitute "forward-looking information" within the meaning of applicable Canadian securities laws. Such forward-looking statements in some cases, can be identified by terminology such as "may", "might", "will", "could", "should", "would", "occur", "expect", "plan", "anticipate", "believe", "intend", "seek", "aim", "estimate", "target", "project", "predict", "forecast", "potential", "continue", "likely", "schedule", "potentially" or the negative thereof or other similar expressions. All statements, other than statements of historical fact included in this Investor Presentation, may constitute forward-looking information within the meaning of applicable securities laws.

Forward-looking information in this Investor Presentation may include, but is not limited in any manner to statements with respect to: business goals and strategy; estimates regarding increased global healthcare expenditure; expectations regarding results to be achieved by the Company as a result of acquisitions completed by the Company; projected financial results including, among other things, forecasted revenue for the Company for the fiscal years 2021 and 2022 (including expectations relating to the elements of the Company's revenue), and projected gross profit and gross margin for the Company for the fourth quarter of fiscal year 2021; expectations regarding growth of the business of the Company and the growth strategies and priorities proposed; the Company's focus on integration of recently acquired entities and assets, product development and marketing, and increasing sales capacity; expectations regarding use of predictive analytics and digital decision-making assistants in healthcare; expectations regarding the use of our solutions and technologies in healthcare systems; and expectations regarding our technology's efficacy.

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Forward-looking information is necessarily based on assumptions, estimates and opinions that the Company considered appropriate and reasonable in the circumstances. Forward-looking information is based on certain assumptions and analysis made by the Company in light of management's experience and perception of historical trends, current conditions, expected future developments and other factors it believes are appropriate, including but not limited to: COVID-19 does not materially shift the long-term strategic priorities of prospective and existing customers over the next two fiscal years; COVID-19 does not have a material impact on the Company's operations over the next two fiscal years; economic recovery is experienced following the COVID-19 pandemic, and the timing of such recovery; the Company does not experience material delays in accounts receivable over the next two fiscal years; the global political climate does not change the purchasing patterns of current and prospective international clients; the Company's solutions remain accessible to existing and potential customers 24 hours a day, seven days a week, without interruption or degradation of performance, over the next two fiscal years; the Company's solutions evolve in lockstep with market demands for clinical decision support, connectivity tools and clinical services over the next two fiscal years; expectations for continuing to build out high quality, recurring revenues from top-tier health system clients; the trend towards digitalization will continue to be a strong driver in adoption of healthcare technology providing a positive backdrop for growth; the clinical research industry continues to experience significant growth; no significant churn occurs with any customers of the Company; the Company, including its acquired entities are able to maximize billing, address critical gaps in primary care, increase cross-sell opportunities and offer new and innovative digital care solutions to patient and client networks; the Company's products and solutions will be accepted by the market; the Company will be able to secure and maintain partnerships with electronic medical records (EMR) vendors, content providers, delivery partners and complementary technology vendors; the evolution of the Company's solutions over the next two fiscal years enhances product stickiness and eases retention of its current client base; current Company product offerings are consolidated in FY 2022 to include only integrated solutions, reducing unnecessary spend; the Company pipeline of global EMR / HIS partners continues to grow over the next two fiscal years; the Company's sales cycle is shortened due to global EMR / HIS partners and related partnerships with clinical best practice organizations; revenues from clinical research account for a majority of FY 2022 revenues of the Company; revenues driven by SaaS license fees and highly recurring technology revenues comprise approximately 41% of the Company's revenues in FY 2022; the Company's software development and data management capabilities allow for the delivery of new product features and the delivery of more data to customers; there being no material adverse changes to the access and cost of open software products developed by third parties that are utilized by the Company; there being no material variations in the legislation and regulation of healthcare and health care professionals in Canada and the regulation of electronic medical records as it affects the business of the Company; the Company realizes anticipated synergies and cost savings from integration of acquired entities and assets; BioPharma revenue increases in FY 2022 as a result of expanding electronic data capture as a SaaS offering to clients for the continuous analysis of stored data; virtual visits are adopted using telemedicine software of the Company, and other revenue synergies are created as a result of cross-selling opportunities and gaining larger share of customer wallet; the Company is able to sufficiently hire staff for the forecasted growth, and no significant members of the Company leave that would affect the forecast; the Company has sufficient capital and liquidity for capital expenditures and working capital purposes to operate the business and support future business growth; there is no significant movement in foreign exchange rates that negatively affects the Company's revenue; inflation remains stable and does not increase significantly which could put negative pressure on the margins of the Company; gross margin increases as a result of improvements made and as part of synergies realized by the Company; the Company has strong organic growth which increases margins; organic growth of the existing business line increases by approximately 20% compared to estimated fiscal year 2021 results; and the Company meets all bank covenants with its existing lender. Although management of the Company believes that the assumptions and expectations reflected in such forward-looking statements were reasonable when made and represent the Company's internal projections, expectations and beliefs as of the date hereof, such assumptions and expectations are inherently uncertain and there can be no assurance that such assumptions or expectations will prove to be correct.

Forward-looking information involves known and unknown risks and uncertainties that may be general or specific and which give rise to the possibility that expectations, forecasts, predictions, projections or conclusions will not prove to be accurate, that assumptions may not be correct and that objectives, strategic goals and priorities will not be achieved. A variety of factors, many of which are beyond the Company's control, may affect the operations, performance and results of the Company, and could cause actual results to differ materially from current expectations of estimated or anticipated events or results expressed or implied by such forward-looking statements. Such factors include, among other risks: the risks described in the "Risk Factors" section in the management's discussion and analysis of the Company for the three and nine months ended September 30, 2021; the Company's operations, including the ability to carry out clinical research studies, may be interrupted by the COVID-19 pandemic or other public health measures; that the Company's financial or operational projections relating to the business of the Company or the industries in which it operates may be inaccurate; anticipated growth in the businesses of the Company, or the industries in which it operates, may not materialize or may vary from the Company's projections; the Company may not successfully integrate acquired entities or assets; the cost savings realized from the acquisition of entities and assets may differ from those anticipated by the Company; changes in business strategy may occur; the Company may not successfully execute its planned business strategy; the Company may not manage growth effectively; the Company may not hire or retain key personnel in order to achieve its growth strategy; demand for services offered may differ from the Company's projections; changes in public and consumer preferences may occur; the Company's capital requirements and liquidity needs may exceed its available resources; fluctuations in interest rates, inflation and foreign exchange rates may differ from management's expectations; monetary policies, business investment and the health of local and global equity and capital markets; management of liquidity and funding risks; loss of partnerships or contracts with customers, vendors, contractors, or other organizations; changes to provincial payment models; risks related to the Company's technology or ability to maintain its products; operational and reputational risks; changes in government regulation and legislation, including changes in tax laws or with respect to health care and health care professionals in Canada and the regulation of electronic medical records; and the Company's success in anticipating and managing the foregoing factors. If any of these risks or uncertainties materialize, or if the assumptions underlying the forward-looking information prove incorrect, actual results or future events might vary materially from those anticipated in the forward-looking information. The factors and assumptions referred to above should be considered carefully by readers. Although the Company has attempted to identify important risk factors that could cause actual results to differ materially from those contained in forward-looking information, there may be other risk factors not currently known to the Company or that the Company currently believes are not material that could also cause actual results or future events to differ materially from those expressed in forward-looking information.

There can be no assurance that forward-looking information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such information. Accordingly, readers should not place undue reliance on forward-looking information. The forward-looking information contained in this Investor Presentation represents management of the Company's expectations as of the date of this Investor Presentation (or as the date they are otherwise stated to be made) and are subject to change after such date. The Company disclaims any intention, obligation or undertaking to update or revise any forward-looking information whether as a result of new information, future events or otherwise, except as required under applicable Canadian securities laws. **All of the forward-looking information, including the financial outlook, contained in this Investor Presentation is expressly qualified by the foregoing cautionary statements.**

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Cautionary Note Regarding Non-IFRS Measures

This investor presentation makes reference to certain non-IFRS measures. These measures are not recognized measures under International Financial Reporting Standards ("IFRS"), do not have a standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. Rather, these non-IFRS measures are provided as additional information to complement those IFRS measures in the Company's financial statements by providing investors further insight into the Company's results of operations from management's perspective. The Company's definitions of non-IFRS measures used in this Investor Presentation may not be the same as the definitions for such measures used by other companies in their reporting. Non-IFRS measures have limitations as analytical tools and should not be considered in isolation nor as a substitute for analysis of the Company's financial information reported under IFRS. The Company uses non-IFRS financial measures, including "EBIT", "EBITDA", "Adjusted EBITDA", "pro forma revenue", "pro forma EBITDA" and "pro forma Adjusted EBITDA" to provide investors with supplemental measures of its operating performance and to eliminate items that have less bearing on operating performance or operating conditions, highlighting trends in the Company's core business that may not otherwise be apparent when relying solely on IFRS financial measures. Specifically, the Company believes that Adjusted EBITDA, when viewed with the Company's results under IFRS and the accompanying reconciliations, provides useful information about the Company's business without regard to potential distortions. By eliminating potential differences in results of operations between periods caused by factors such as restructuring, impairment and other charges, the Company believes that Adjusted EBITDA can provide a useful additional basis for comparing the current performance of the underlying operations being evaluated. The Company believes that securities analysts, investors and other interested parties frequently use non-IFRS financial measures in the evaluation of issuers. The Company's management also uses non-IFRS financial measures in order to facilitate operating performance comparisons from period to period. As required by Canadian securities laws, the Company reconciles these non-IFRS financial measures to the most comparable IFRS measures.

"Adjusted EBITDA" adjusts EBITDA for non-cash stock-based compensation expense, gains or losses arising from redemption of securities issued by the Company, asset impairment charges, gains or losses from disposals of property and equipment, foreign exchange gains or losses, impairment charges on property and equipment, business acquisition costs, and restructuring charges.

"EBIT" means net income (loss) before finance and interest costs, and provision for income taxes.

"EBITDA" means net income (loss) before amortization and depreciation expenses, finance and interest costs, and provision for income taxes.

"Pro forma Adjusted EBITDA" means Adjusted EBITDA for the twelve months ended with respect to the fiscal period being referenced, adjusted for the impact of Adjusted EBITDA earned by companies and cost savings, as if the Company had acquired such companies at the beginning of the fiscal period.

"Pro forma EBITDA" means EBITDA for the twelve months ended with respect to the fiscal period being referenced, adjusted for the impact of EBITDA earned by companies and cost savings, as if the Company had acquired such companies at the beginning of the fiscal period.

"Pro forma Revenue" means revenue for the twelve months ended with respect to the fiscal period being referenced, adjusted for the impact of revenue earned by companies, as if the Company had acquired such companies at the beginning of the fiscal period.

Think Research is a global technology company whose mission is to organize the world's health knowledge so everyone gets the best care. / Think Research是一家全球科技公司，使命是组织世界上的健康知识，使每个人得到最好的护理。

We do this by delivering the latest clinical knowledge to the bedside so everyone practices the latest medicine. / 我们将最新的临床知识传递到床边，使每个人都能用到最新的医学方法。

We capture, manage, and deliver critical data in one place, making us... / 我们在一个地方获取、管理和提供关键数据，使我们成为.....

an essential data service for clinicians everywhere. / 各地临床医生的重要数据服务商。



MORE THAN 300K
CLINICIANS & 13,000
FACILITIES / 超过30万临床医生
和13,000家医疗机构



~50% GROSS
MARGINS / 约
50%毛利率⁽¹⁾



+15% ORGANIC
GROWTH / +15%的有
机增长⁽¹⁾

**\$91M /
\$9100万⁽¹⁾**
2022E Revenues
2022年预计收入



200+ RESEARCH CLIENTS
AROUND THE GLOBE / 遍布全
球的200多个研究客户



DEPLOYED IN
8 COUNTRIES / 已部署
在8个国家



~39% TECHNOLOGY
REVENUE / ~39%的技
术收入⁽²⁾

(1) Source: Capital IQ (CAD) / 来源: Capital IQ (CAD)

(2) All figures are based on the 2022E, technology revenue consists of SaaS and highly recurring revenue / 所有数据都是基于2022年预估, 技术收入包括SaaS和高重复性收入

Leadership Team / 领导团队

Think Research was founded in 2006 to solve problems that doctors face every day and has been commercializing solutions since 2014. / Think Research成立于2006年，旨在解决医生每天面临的问题，并从2014年开始将解决方案商业化。



Sachin Aggarwal

Chief Executive Officer / 首席执行官

- Recruited as CEO in 2010 / 于2010年被聘为首席执行官
- Board member of the Council of Canadian Innovators / 加拿大创新者委员会的董事会成员
- MBA from the Rotman School of Management / 罗特曼管理学院工商管理硕士学位
- Law Degree from The University of Toronto / 多伦多大学法律学位
- Associate, Torys LLP / Torys LLP合伙人
- Deputy Chief of Staff, Office of the Leader of the Opposition / 反对党领袖办公室副幕僚长



John Hayes

Interim Chief Financial Officer / 临时首席财务官

- Former CFO at CarltonOne Engagement, Natraceuticals and Rand Worldwide / 曾任CarltonOne Engagement、Natraceuticals和Rand Worldwide的首席财务官
- Former President at Engineering.com / Engineering.com前总裁
- Chartered Professional Accountant / 特许专业会计师
- MBA from Carnegie Mellon University / 卡内基梅隆大学工商管理硕士学位
- Recipient of Henry Ford II Scholarship for highest academic standing / Henry Ford II最高学术地位奖学金的获得者



Mark Sakamoto

Executive Vice President / 执行副总裁

- Former Executive Manager for the Canadian Broadcast Corporation / 加拿大广播公司前执行经理
- Best-selling author, *Forgiveness: A Gift from My Grandparents* / 畅销书《宽恕：来自我祖父母的礼物》(*Forgiveness: A Gift from My Grandparents*)的作者
- Law Degree from Dalhousie University / 达尔豪斯大学法律学位

Board of Directors / 董事会



Dr. Eric Hoskins / 博士
Chair, Board of Directors / 董事会主席

- Partner, Maverix Private Equity / Maverix Private Equity 合伙人
- Former Ontario Minister of Health and Long-Term Care / 前安大略省卫生和长期护理部长
- Former President, War Child Canada / 加拿大战争儿童组织前主席
- Order of Canada award recipient (2007) / 加拿大勋章获得者 (2007年)



Cindy Grey

Board Member / 董事会成员

Founder, 5 Quarters / 5
Quarters 创始人
Investor Relations / 投资者关系
系



Barry Reiter

Board Member / 董事会成员

Senior Partner, Technology &
Media Group at Bennett Jones LLP
/ at Bennett Jones LLP 技术和媒体
组高级合伙人



Abe Schwartz

Board Member / 董事会成员

Founder,
Schwartz Technologies / Schwartz
Technologies 创始人



Kirstine Stewart

Board Member / 董事会成员

Former VP,
Twitter North America / 前推特北美区
副总裁



Richard Wells

Board Member / 董事会成员

Chief Financial Officer of Waterton
Global Resource Management, Inc.
/ Waterton Global Resource
Management, Inc. 首席财务官

The Knowledge Problem / 知识问题

1: Explosion in Medical Data / 医疗数据的爆炸性增长

Clinical knowledge and patient information is lost at the point-of-care in an avalanche of unstructured data.
/ 在大量非结构化数据中，临床知识和患者信息在医疗护理点丢失。

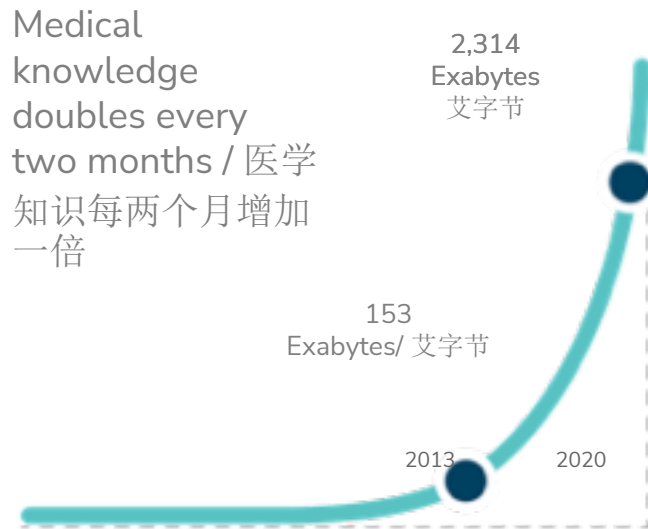
2: Providers Can't Keep Up / 供应商跟不上

It takes 17 years for best practices to reach the patients that need them. / 最佳实践需要17年的时间才能到达需要它们的患者那里。

Our Data Solves the Knowledge Problem / 我们的数据解决了知识问题

We structure and prioritize data into usable knowledge.
We deliver it to mission critical activities in real-time.
We enable new and better connectivity. / 我们将数据结构化并优先化成可用的知识。我们将它实时交付给关键任务活动。我们实现了新的和更好的连接。

Solving this problem globally saves health networks \$1.7T per year / 在全球范围内解决这个问题，每年可以为医疗网络节省 \$1.7万亿资金



Key Data Platforms Underlying our Solutions / 支撑我们解决方案的关键数据平台

Think Research has been building a broad clinical solutions platform that services 300K clinicians across multiple patient-facing departments in more than 13,000 health facilities located across 8 countries. Recently, we have expanded by acquiring a clinical research organization (CRO) research platform that serves over 200 pharma organizations globally. / Think Research一直在建立一个广泛的临床解决方案平台，为分布在8个国家中13,000多家医疗机构内多个面向患者的部门的30万名临床医生提供服务。最近，我们通过收购一个临床研究组织（CRO）研究平台扩大了规模，该平台为全球200多家制药组织提供服务。

Clinical Solutions / 临床解决方案

300,000+ Clinicians in
13,000 Facilities Licensed /
13,000家授权机构的300,000多名临床医生



Connectivity / 连接

Managing patient journeys for clinicians /
为临床医生管理患者旅程



Knowledge / 知识

Digital clinical decision support tools &
point-of-care best practices / 数字临床决策支持工具和护理点最佳实践



Learning / 学习

Virtual Learning Management Systems for
Clinicians (MDBriefCase) / 临床医生虚拟学习管理系统(MDBriefCase)

Generates data for
Pharma research / 为
医药研究产生数据

Research Solutions / 研究解决方案

200+ Pharma Companies Licensed /
200多家制药公司许可



Pharma Research / 医药研究

CRO to generate new evidence for novel drug
and vaccine development / 为新药和疫苗开发
提供新证据的临床研究组织（CRO）

The Clinical Knowledge Lifecycle / 临床知识生命周期

We continuously capture, manage, and deliver data that becomes essential knowledge for clinical practices / 我们不断获取、管理和提供数据，使之成为临床实践必不可少的知识



Research Solutions /
研究解决方案
Capturing and managing
data to generate new
evidence / 获取和管理数据
以生成新证据

Point-of-Care Services /
护理点服务
Point-of-care solutions
delivered through clients
and Think network of clinics /
通过客户和Think诊所网络提
供的护理点解决方案

Connectivity Solutions /
连接解决方案
Transactional software
supporting patient journey /
支持患者旅程的交易性软件

Knowledge Systems /
知识系统
Learning systems and
standardized clinical
decision support tools / 学
习系统和标准化的临床决策
支持工具

Think Research is to healthcare what Bloomberg¹ is to finance. / Think Research 对医疗保健的作用就像彭博社¹对金融的作用一样。



¹ A comparative analogy to Bloomberg LP, the world's primary distributor of financial data and a top news provider of the 21st century. / 与彭博社 (Bloomberg LP) 进行比较，这是世界上主要的金融数据分销商和21世纪的顶级新闻供应商。

Who Licenses Us: / 谁向我们授权:

Healthcare Providers(11k facilities) / 医疗保健提供商
(11,000家机构)



Who Licenses Our Data: /

谁授权我们的数据:

Research & Industry/Pharma (200k users)
/ 研究和工业/制药业 (20万用户)



Preferred products for hundreds of blue chip healthcare companies. / 是数百家蓝筹医疗保健公司的首选产品。

We get paid to create essential clinical data. / 我们通过创建重要的临床数据获得报酬

We get paid to deliver data and data services to clinicians. / 我们通过向临床医生提供数据和数据服务来获得报酬。

We get paid to collect the data. / 我们通过收集数据获得报酬。

Essential Data Case Studies / 重要数据案例研究



Problem / 问题

Clinician referrals to specialists unstructured and ineffective. / 临床医生向专家的转诊无序、无效。

Solution / 解决方案

Deploying a system-wide AI-driven eReferrals platform to 1900+ facilities across Ontario. / 向安大略省的1900多个机构部署全系统的人工智能驱动的电子转诊平台。

Outcome / 成果

- +400K referrals/yr / +40万转诊/年
- 96% perceived improvement in process / 96%的人认为流程得到了改善
- 12% reduction in unnecessary consults / 减少12%的不必要咨询



Problem / 问题

Time consuming process to report on pharmacy incidents for front line pharmacies. Insufficient data and insights available to improve pharmacy practice. / 向一线药房报告药事事故的过程很耗时。没有足够的数据和洞察力来改善药学实践。

Solution / 解决方案

Enable access to intuitive, cloud based incident management system throughout the UK Pharmacy group. / 使整个英国药房集团能够访问直观的、基于云的事件管理系统。

Outcome / 成果

- 756 hours saved per 500 incidents / 每500个事件可节省756个小时
- ~30,000 hours saved per 500 incidents / 每500个事件可节省约30,000小时
- Increase of incident reporting / 事件报告增加
- Paper savings / 节省纸张



Problem / 问题

Cancer is a major cause of mortality and new oncology drug approvals continue at a rapid pace. Oncologists have to stay up-to-date on the latest treatment advances. / 癌症是导致死亡的一个主要原因，新的肿瘤药物的批准速度很快。肿瘤科医生必须掌握最新的治疗进展情况。

Solution / 解决方案

OncologyEducation.com provides rich, timely and unbiased physician-authored resources to thousands of oncology professionals worldwide via events and peer-reviewed content. / OncologyEducation.com通过活动和同行评议的内容向全球成千上万的肿瘤学专业人员提供丰富、及时和无偏见的医生撰写的资源。

Outcome / 成果

- In 2021, more than 12,500 oncology professionals globally registered for our Oncology Education programs / 2021年，全球有超过12,500名肿瘤学专业注册了我们的肿瘤学教育项目
- Augmented the platform with thousands of evidence-based oncology resources / 用数以千计的循证肿瘤学资源充实该平台
- Attracted leading international faculty of oncology experts to author content / 吸引国际领先的肿瘤学专家团队来撰写内容

Growth Strategy - More Licenses, More RPU

/ 增长战略——更多许可证，更多每用户收入（RPU）

- ◆ Grow User Base by selling more licenses and users per license / 通过销售更多的许可证和每个许可证的用户来扩大用户群
- ◆ Deliver New Content to create user stickiness and increase revenue per user (RPU) / 提供新的内容，创造用户粘性并且增加每用户收入（RPU）
- ◆ Monetize Users directly with third-party data and content sources / 通过第三方数据和内容来源直接向用户收费

Growth Priorities - Become More Essential / 增长优先事项-变得更加重要

1. Expand Solution Footprint / 扩大解决方案范围

- a) Within facilities - up sell and cross sell : OR, ER, bedside ➡ pharmacy (e.g. Pharmapod) / 在机构内——向上销售和交叉销售：手术室、急诊室、床边药房 ➡(比如Pharmapod)
- b) Among facilities: New IDNs (integrated delivery networks), facilities within IDNs, gov't agencies / 机构之间：新的IDNs（综合服务网络）、IDN内的机构、政府机构

2. Strengthen Data / 加强数据

- a) Leverage skilled content developers (40 Doctors & Nurse Practitioners) / 利用熟练的内容开发人员（40名医生和执业护士）
- b) Perform real-time user testing in owned clinics / 在自有诊所进行实时用户测试
- c) Develop new data sources (direct and partners) / 开发新的数据源（直接和合作伙伴）

3. Add New Services & Solutions to the Platforms / 为平台增加新的服务和解决方案

- a) Value-added modules through partnerships and R&D / 通过合作和研发增加增值模块

Near-term Focus / 近期重点

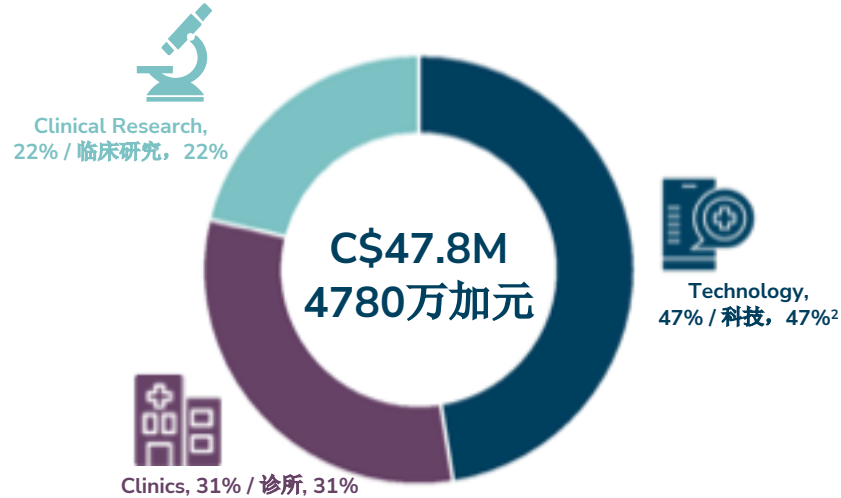
1. Complete integration and transformation of recent acquisitions / 完成对近期收购的整合和转型
 - a) BioPharma: integrate operations and digitally transform processes / 整合运营和数字化改造流程
 - b) Pharmapod: complete integration & leverage undervalued network / 完成整合和利用被低估的网络
2. Focus product development and marketing on creating cohesive, consolidated and easy to understand solutions. / 将产品开发和营销的重点放在创造有凝聚力的、综合的和易于理解的解决方案上。
3. Increase sales capacity and activities through both direct and third-party channels. / 通过直接和第三方渠道增加销售能力和活动。

Growing Recurring Revenue Streams / 不断增长的经常性收入来源

2021A Revenue by Segment /

2021全年各部门收入

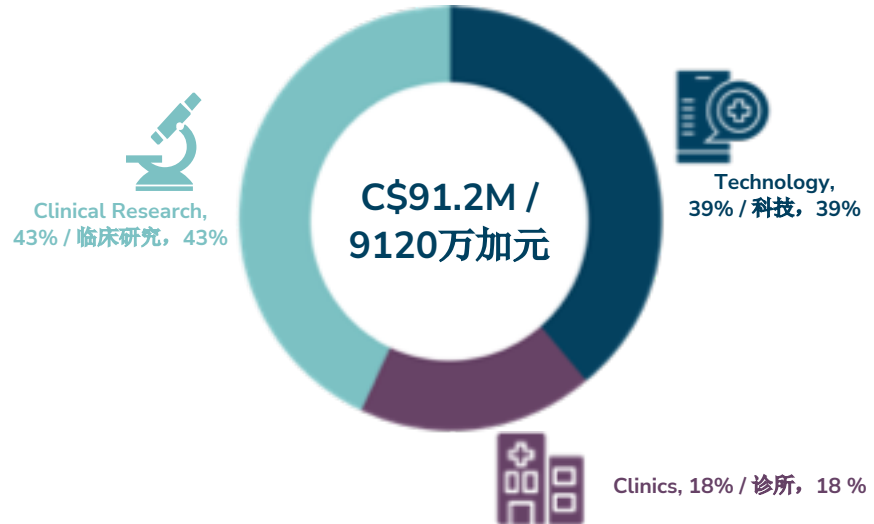
(C\$ millions, FYE December 31st) / (百万加元, 截止12月31日止财年)



2022E Revenue by Segment /

预期的2022年各部门收入⁽¹⁾

(C\$ millions, FYE December 31st) / (百万加元, 截止12月31日止财年)



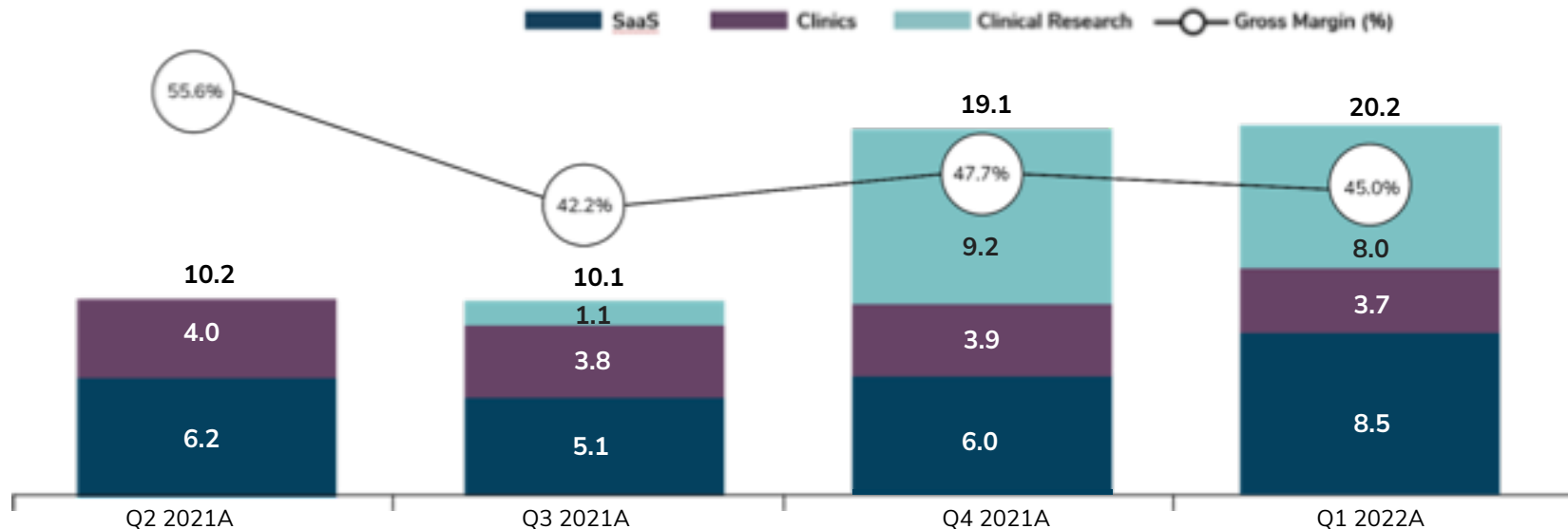
The Company has completed a number of acquisitions to leverage technology platforms and diversify revenue streams, strengthen customer relationships and add high value customer monetization opportunities / 公司已经完成了多项收购, 以利用技术平台和多样化的收入来源, 加强客户关系, 并增加高价值的客户货币化机会

(1) Revenue Estimates from the Company / 本公司的收入估计

(2) Includes Think Research Corporation SaaS revenue and highly reoccurring MDBriefcase revenue, post transaction / 包括Think Research Corporation的SaaS收入和交易后高重复性的MDBriefcase收入

Quarterly Revenue and Gross Margin Performance/ 季度收入和毛利率表现 (1)

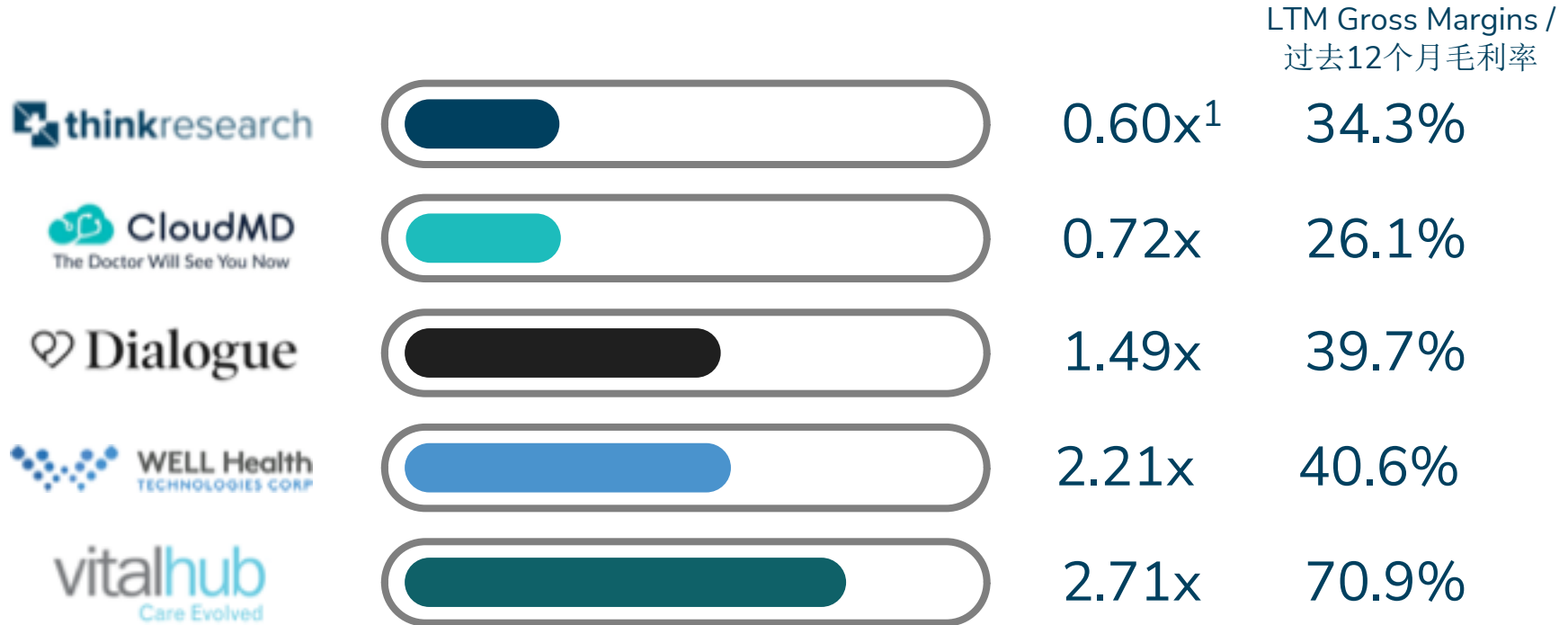
(C\$ millions, FYE December 31st) /
(百万加元, 截至12月31日止财年)



Revenue increased in Q1 2022, as there was organic growth in the SaaS revenue stream and the PharmaPod acquisition posted its first full quarter of results. / 由于SaaS收入流出现有机增长, 而且收购的PharmaPod公布了其第一个完整季度的业绩, 所以2022年第一财季收入增长。

Canadian Digital Healthcare Peer Position / 加拿大数字医疗同行的地位

Value Relative to Comparatives: TEV/NTM Revenue / 相对于可比公司的价值：总企业价值/未来12个月收入¹



Note 1: All data, sourced as of June 06, 2022 from FactSet, except for TRC which is based on the year end audited financial statements and the June 06, 2022 closing share price / 注1: 所有数据截至2022年6月6日, 均来自FactSet, 但TRC是基于年终经审计的财务报表和2022年6月6日的收盘股价。

Select Global Healthcare Technology Providers (in C\$ millions) / 部分全球医疗保健技术供应商（单位：百万加元）

COMPANY / 公司	MARKET CAPITALIZATION LATEST / 最新公司市值	TOTAL ENTERPRISE VALUE LATEST / 最新 总企业价值	NTM TOTAL REVENUE / 未来 12个月总收入	IMPLIED GROWTH RATE / 隐含的增长率	LTM GROSS MARGIN % / 过 去12个月毛利率	LTM TEV/TOTAL REVENUES / 过去12个月 总企业价值/总收入	NTM TEV/FORWARD TOTAL REVENUE / 未 来12个月总企业价值/远 期总收入
Veeva Systems Inc. (NYSE:VEEV)	36,615	33,056	2,891	17%	72%	13.70x	12.03x
Cerner Corporation (NasdaqGS:CERN)	35,149	36,061	7,688	0.47%	76%	4.95x	4.79x
Teladoc Health, Inc. (NYSE:TDOC)	7,004	7,937	3,342	48%	57%	2.95x	2.43x
Phreesia, Inc. (NYSE:PHR)	1,328	949	378	34%	50%	3.55x	2.94x
Health Catalyst, Inc. (NasdaqGS:HCAT)	1,014	793	397	20%	32%	2.49x	2.17x
Ontrak, Inc. (NasdaqGM:OTRK)	49	32	46	-42%	64%	0.43x	1.93x

Select Canadian Healthcare Technology Providers (in C\$ millions) / 部分加拿大医疗技术供应商（单位：百万加元）

COMPANY / 公司	MARKET CAPITALIZATION LATEST / 最新公司市值	TOTAL ENTERPRISE VALUE LATEST / 最新 总企业价值	NTM TOTAL REVENUE / 未来 12个月总收入	IMPLIED GROWTH RATE / 隐含的增长率	LTM GROSS MARGIN % / 过 去12个月毛利率	LTM TEV/TOTAL REVENUES / 过去12个月 总企业价值/总收入	NTM TEV/FORWARD TOTAL REVENUE / 未 来12个月总企业价值/远 期总收入
WELL Health Technologies Corp. (TSX:WELL)	817	1,246	550	514%	40%	3.09x	2.21x
Dialogue Health Technologies Inc. (TSX:CARE)	257	163	118	54%	39%	2.23x	1.49x
CloudMD Software & Services Inc. (TSXV:DOC)	155	144	191	581%	26%	1.41x	0.72x
Vitalhub Corp. (TSXV:VHI)	124	107	40	75%	70%	3.73x	2.71x

Stock Chart (Since Apr 2021) / 股票图表 (自2021年4月) Ownership Summary / 所有权概要



Price / 价格 ¹	\$0.66
Shares Outstanding (M)/ 已发行股票 (百万)	58.9
FD Market Capitalization (M) / 市值 (百万) ¹	\$55.3
Enterprise Value (M) / 企业价值 (百万) ³	\$81.8
60 Day Average Trading Volume / 60天平均交易量 ²	58,696

Key Events/Recent Transactions / 关键事件/近期交易

Closed Date 完成日期	Type 类型	Target 目标	Total Size 总规模
Nov 4, 2021 / 2021年11月4日	Acquisition 收购	Pharmapod	\$1M / \$100万
Sept 10, 2021 / 2021年9月10日	Acquisition 收购	BioPharma	\$44.6M / \$4460万
Jan 29, 2021 / 2021年1月29日	Acquisition 收购	MDBriefCase Inc	\$25.3M / \$2530万
Jan 29, 2021 / 2021年1月29日	Acquisition 收购	Clinic 360 Inc	\$5.51M / \$551万
Dec 30, 2020 / 2020年12月30日	TSXV Listed TSXV上市		
Dec 23, 2020 / 2020年12月23日	Acquisition 收购	HealthCare Plus	\$14.6M / \$1460万

Note 1: Market data as of June 06, 2022; Source FactSet / 注1: 截至2022年6月6日的市场数据; 来源FactSet

Note 2: Source: Stockwatch / 注2: 来源: Stockwatch

Note 3: Source: CapIQ and management prepared statements / 注3: 来源: CapIQ和管理层编制的报表

Boundless Opportunity / 无 限商机

In 10 years, all doctors will use **predictive analytics** and **digital decision-making assistants** in their work. / 在10年内，所有医生在工作中都将使用**预测性分析**和**数字决策助手**。

Think is an **essential data service** for clinicians everywhere. / Think是世界各地临床医生的一项**重要数据服务**。

Clients license our software. Clients license our data. They all add new users to our database. / 客户许可我们的软件。客户许可我们的数据。他们都为**我们的数据库增加了新的用户**。



The path to User growth: / 用户增长路径:

1. Grow user base / 扩大用户群
2. Drive RPU with new content / 用新内容推动每用户收入
3. Monetize users with third-party sources / 用第三方资源通过用户获利

What Bloomberg does for finance, we do for healthcare. / 彭博社为金融业所做的工作正是我们为**医疗保健业所做的工作**。

Reasons to Invest / 投资理由



1st mover
\$1.7T problem / 第一个推动者，解决价值\$1.7万亿的问题



2022E 82% recurring / reoccurring revenue & ~50% GM / 2022年预计82%的经常性/重复性收入和约50%的毛利率



Long-term stable contracts in 8 countries / 在8个国家有长期稳定的合同



Discount to peers trades at a fraction of peer set / 与同行相比有折扣，交易价格是同行价格的一小部分

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