LEADING THE HEALTHCARE INDUSTRY IN HOME RESPIRATORY CARE
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Largest independent specialized provider of non-invasive ventilation (NIV) in the US home respiratory health care industry

Highly profitable with a 44% CAGR in revenue growth since 2010

Service offering includes 24x7 in home respiratory care including specialized respiratory therapists and medical devices

Headquartered in Lafayette, Louisiana

Currently Operating in 27 states serving over 17,000 patients
2006 – SLEEP MANAGEMENT FOUNDED
Annual Revenues: $0.24M USD | Respiratory DME specializing in CPAPS & Oxygen

2010 – HSD
Annual Revenues: $3.58M USD | Home Sleep Delivered – Specializing in home sleep tests

2012 - VENTILATOR EXPANSION
Annual Revenues: $4.60M USD | Non Invasive ventilator introduced to market

2014 – VIEMED
Annual Revenues: $23.29M USD | Name changed to Viemed to support sick lung business

2015 – PHM ACQUISITION
Annual Revenues: $37.57M USD | Acquired by public company

2017 - VIEMED PHM SPIN OUT & LISTING ON TSXV
Annual Revenues: $46.9M USD

2018 - VIEMED UPLISTING TO TSX
Annual Revenues: $65.3M USD
Specialized US based respiratory healthcare services company
  • Focused on Chronic Obstructive Pulmonary Disease (COPD) and growing aging population
  • $50 billion of annual healthcare cost spent on COPD

Significant Market Growth Opportunity
  • 10,000 baby boomers are turning 65 everyday (26% of the US population)
  • Expansion of service to underserved VA and pediatric patients

Favorable Market Trend
  • Increasing need supported by Government for **effective homecare solutions** to reduce patient hospital re-admissions
    • increase system efficiency
    • offer better comfort and family lifestyle options
    • save money for patients, insurers, government
CURRENT STATE OF THE INDUSTRY

At the age of 65, patients qualify for Medicare

The Medicare population is growing, with 60 million beneficiaries in 2018 and 69 million beneficiaries by 2023

Expenditures are expected to grow at a 5.6% CAGR from $48.6 billion in 2015 to $75.1 billion in 2023.
25 Million (estimated) people in the US have COPD

2,500,000 or 10% have stage 4 COPD

1,250,000 or 50% of those with stage 4 are candidates for our therapy

Currently less than 50,000 Medicare beneficiaries on NIV service

This is less than 5% of market penetration

*Above statistics as of 2017

60% market share held by top 10 providers

Viemed third largest provider at 8%
Registered Respiratory Therapists (RT’s) assigned to each patient and on call 24X7
• All RT's are COPD educators
• Service medical equipment
• Overseen by pulmonologists on staff

Each patient is given a customized in-home care plan based off Activities of Daily Living (ADL’s) assessments. Subsequent visits educate and assist patients – build trust and on-going relationship with patient

Provide affordability for patients
• Majority of plans covered by Medicare and private insurance
VIEMED PRODUCTS

VENTILATORS
PERCUSSION VESTS
COUGH ASSISTS
HOME SLEEP TESTING
MONITORING
PAP’S & SUPPLIES
OXYGEN THERAPY
**Location selection**

- Based on high COPD rates
- Target hospitals and facilities with high readmission rates and near existing service area
- Leverage existing relationships and operate on the outskirts of large metropolitan areas

**Unique lean deployment model**

- No costly retail stores
- Sales reps and RT's operate out of vehicles that are monitored by GPS

**High service model**

- Certified RT’s delivering a high touch service model to a non compliant patient demographic base.
- Providing education and assessment to patients in their homes
RESULTS OF THIRD PARTY STUDY

For every 6 patients treated, NIV saves a life

Patients are 3 times more likely to pass away during 90 days after a Chronic Respiratory failure diagnosis if NIV treatment is not obtained

Reduction of readmissions to facilities reduces cost to payers – currently estimated at approximately $25,000 per patient of annual savings
VIEMED STRATEGIC GROWTH PLAN INCLUDES IN-STATE EXPANSION AS WELL AS NEW STATE TERRITORIES
Vision of becoming a leading healthcare technology company coupled with high touch human interaction in the home

Goal is to improve quality of life and length of time patients spend with loved ones

Increase efficiency of clinicians through improved remote workflow and patient engagement portal

Increase patient and caregiver engagement

Develop direct to consumer social media and e-commerce solutions
OBJECTIVES FOR NEXT 24 MONTHS

- Grow active patient base while entering new target states through geographic expansion
- Roll out results of the third party KPMG study to referral sources and payors in order to save more lives
- Diversify payor base – specific focus of bringing our solution to the VA and pediatric patients
- Expand technology capabilities in order to capture useful patient data and increase length of stay
- Expand home based product offerings and service additional disease states
- Attain dual listing on a U.S. Exchange
FINANCIALS
REVENUE MODEL

- Monthly rental fee – reimbursed by insurance and covered by Medicare
- Uncapped rental contract
- Average monthly client revenue is ~US$950 (all providers paid same rate by Medicare)
- Pricing includes equipment rental, RT service, supplies and maintenance of equipment
COMPETITIVE BIDDING UPDATE

- Competitive Bidding Program is currently suspended and is estimated to resume on January 1, 2021. The new program will have several changes including items attempting to weed out low ball bidders.

- CMS recently announced that NIV will be in the 2021 round; first time NIV has been included in the competitive bidding program since NIV was first covered in 2012.

- 130 competitive bidding areas have been established by CMS – Viemed currently servicing CMS patients in 39 of those areas.

- Program targets urban areas with the goal to reduce cost by lowering the number of service providers in large areas – providers incentivized to submit lower bids that will theoretically have higher patient volumes.

- Viemed analyzing all areas individually and currently assumes that we will bid in a majority of the CBA’s.

- Bids are awarded at the discretion of CMS taking into consideration a number of factors including bid price, provider capabilities, provider financial information.
HISTORICAL FINANCIAL PERFORMANCE

*Represents actual revenues for the first quarter and the mid-point of guidance for second quarter.

Revenue in USD

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EBITDA in USD

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Active Vent Rental Patients

- May 15 – PHM Acquisition
- May 16 – Decision to split

6393
37,678,098 & 39,449,123

Shares outstanding & fully diluted

~$7.4

Cash on hand in USD*

~$5.9M

Total debt in USD**

374

Total staff

11%

Inside ownership

* As of March 31, 2019
** Does not include approximately $1.3M of operating leases recorded as debt per IFRS 16

TSX : VMD
Market cap as of July 1, 2019: ~$ 340M (CDN)
Stock price as of July 1, 2019: ~$ 8.93 (CDN)
CORPORATE STRUCTURE

Viemed HealthCare Inc. (Canadian Parent Company Listed on TSX)

Viemed Inc. (Delaware Corporation/US Subsidiary)

Sleep Management, LLC (US Subsidiary- Louisiana)

Home Sleep Delivered, LLC (US Subsidiary-Louisiana)
Thank you

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