

LEADING THE HEALTHCARE INDUSTRY IN HOME RESPIRATORY CARE



IR PRESENTATION / MAY 2021





DISCLAIMERS



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This Presentation includes references to financial measures that are calculated and presented on the basis of methodologies other than in accordance with generally accepted accounting principles in the United States of America (“GAAP”), including the measures Net Revenue and Adjusted EBITDA. A reconciliation of certain of these non-GAAP financial measures to the nearest GAAP measure can be found in the Appendix to this Presentation.

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VIEMED AT A GLANCE



- Largest independent specialized provider of ventilation (NIV) in the US home respiratory health care industry
- Highly profitable with a 45% 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 serving over 27,000 patients
- Listed on NASDAQ (VMD) as well as listed on TSX (VMD.TO)



OUR JOURNEY

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

2015

PHM ACQUISITION

Annual Revenues: \$35.5M USD |
Acquired by public company

2017

VIEMED PHM SPIN OUT & LISTING ON TSXV

Annual Revenues: \$41.3M USD |

2018

VIEMED UPLISTING TO TSX

Annual Revenues: \$58.4M USD |

2019

VIEMED DUAL-LISTED ON NASDAQ

Annual Revenues: \$80.3M USD |

2020

VIEMED

Annual Revenues: \$131.3M USD |



KEY INVESTMENT CONSIDERATION



● Specialized US based respiratory healthcare services company

- Focused on Chronic Obstructive Pulmonary Disease (COPD) and growing aging population
- \$50 billion of annual healthcare cost in the U.S. 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 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



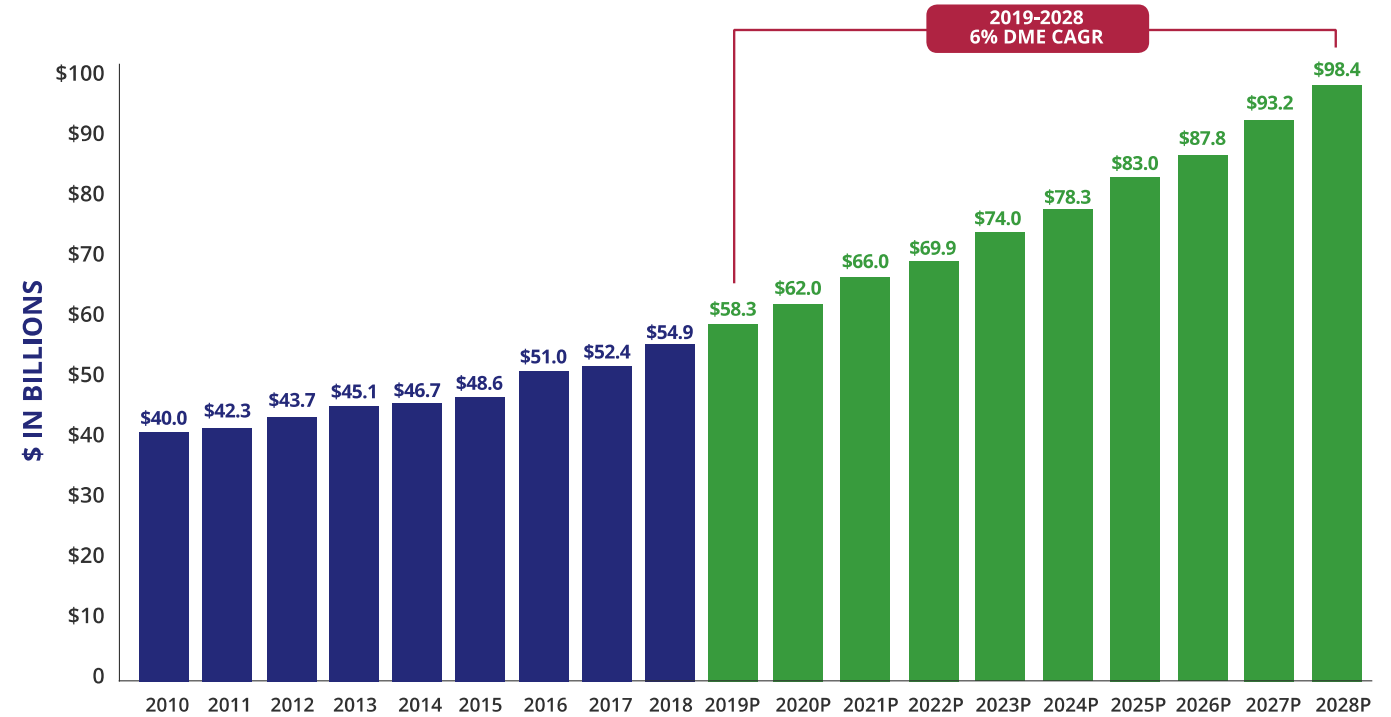
CURRENT STATE OF THE INDUSTRY



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

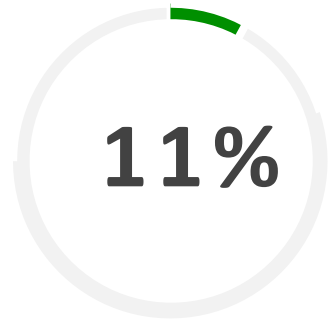


HISTORICAL AND PROJECTED US DME EXPENDITURES

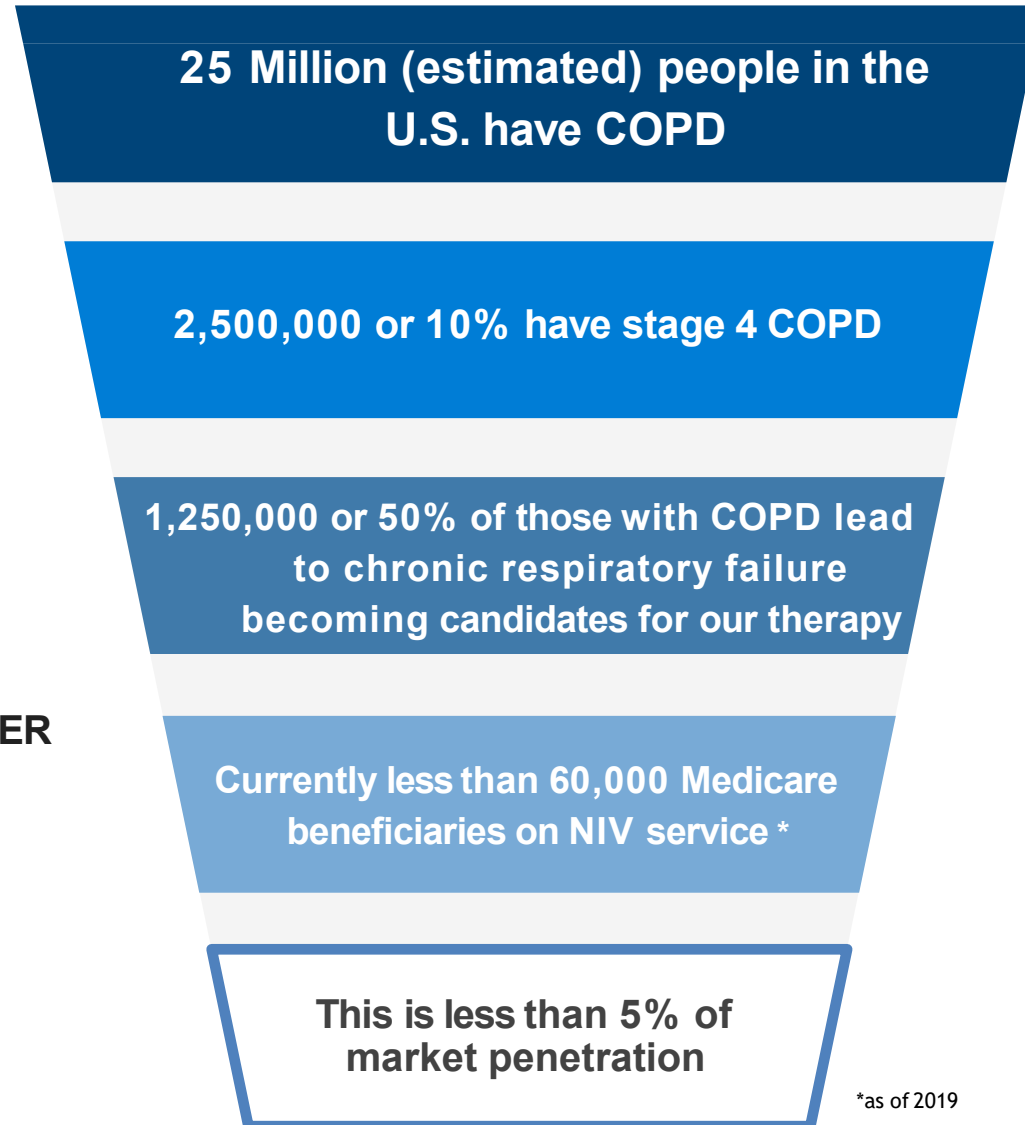
Expenditures are expected to grow at a 6% CAGR from \$58.3 billion in 2019 to \$98.4 billion in 2028



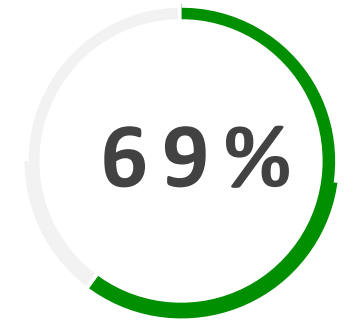
NIV MARKET PENETRATION



**VIEMED IS THIRD
LARGEST INDEPENDENT PROVIDER**



*as of 2019



**MARKET SHARE HELD BY
TOP 10 PROVIDERS**



THE VIEMED SOLUTION



- **Registered Respiratory Therapists (RT's) assigned to each patient and on call 24X7**
 - All RT's are COPD educators
 - Assess and 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



A DEDICATED 24/7 RESPIRATORY THERAPIST

comes with all our VieMed products.

VENTILATORS



PERCUSSION VESTS



COUGH ASSISTS



OXYGEN THERAPY



SLEEP THERAPY



REMOTE PATIENT
MONITORING



VieMed
Live your Life



PROVEN GROWTH STRATEGY



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 and through Telehealth

Real World Results



Cost study analysis assessing the mortality, costs, and hospitalization rates for NIV intervention

3x

Likelihood of untreated patients to die in 90-days

~\$18,000

Per patient per year of cost savings vs. bi-level treated

16%

Absolute reduction in mortality after 6 months (NNT = 6)

~\$20,000

Per patient per year of cost savings vs. untreated



The impact of non-invasive ventilation (NIV) on health cost & outcomes

11%

Reduction in hospital readmissions (NNT = 8.9)

38%

Immediate reduction in risk of death with NIV (NNT = 5)

12%

Absolute reduction in mortality after 12 months (NNT = 8.2)

16%

Reduction in ER visits (NNT = 6.4)



respiratory MEDICINE
Journal Study

Non-invasive ventilation at home improves survival and decreases healthcare utilization

50%

Reduction in all-cause mortality over 7 year period (NNT = 5.5)

52%

Reduction in the risk of an ER visit (NNT = 5)

28%

Decline in the risk of hospitalizations (NNT = 9)





TECHNOLOGY & REMOTE CARE INITIATIVES



- 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 proactive care patient engagement solutions
- Increase patient and caregiver engagement
- Capture key data elements, analysis and insights from patient's home to improve care



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 and Precision Health Economics research studies referral sources and payors in order to save more lives and increase penetration
- Diversify payor base – specific focus of bringing our solution to the VA and other commercial payors
- Expand technology capabilities in order to capture useful patient data and increase length of stay
- Expand service offerings and home-based product offerings to service additional disease states
- Pursue strategic acquisitions to augment strong organic growth model
- Provide holistic patient care through Viemed Clinical Services

FINANCIALS



VieMed



COVID -19 UPDATE



- Viemed updated protocols to limit non-essential visits to existing patients in order to prevent any spread of the COVID-19 virus
- Serving as a resource to States and health systems through equipment procurement and respiratory therapists (created education videos on YouTube where Viemed therapists explain different usages of equipment)
- Continue business model of transitioning patients suffering from “traditional” disease states (COPD, ALS, etc.) out of acute facilities to the home with ventilation in order to free up valuable beds for COVID-19 patients
- CMS has made improvements in the process of patients obtaining quality care (i.e. telehealth rules, relaxing face to face requirements, etc.)
- CMS has pushed Medicare Advantage plans to adopt same rules and regulations and traditional Medicare fee for service
- Non-invasive vents removed from 2021 competitive bidding program (3 year term) and competitive bidding program has been temporarily suspended for oxygen and PAPs



REVENUE MODEL

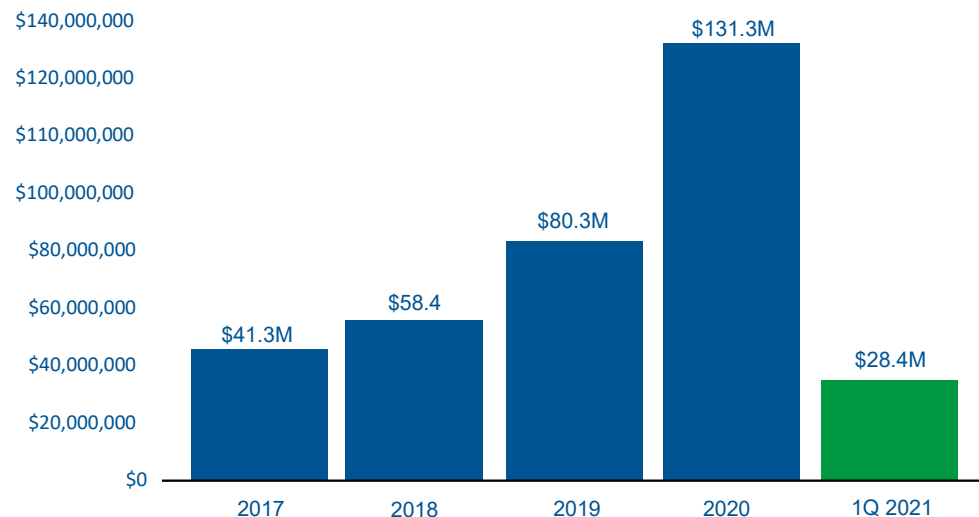


- Monthly rental fee – reimbursed by insurance and covered by Medicare
- Uncapped rental contract
- Average monthly client revenue is ~US\$950
(all providers paid same rate by Medicare)
- Pricing includes equipment rental, RT service, supplies and maintenance of equipment

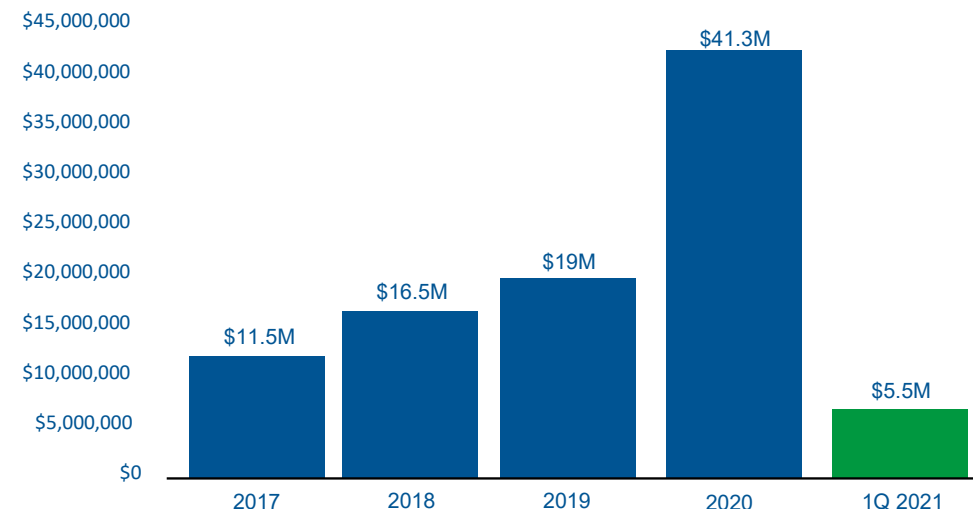




HISTORICAL FINANCIAL PERFORMANCE

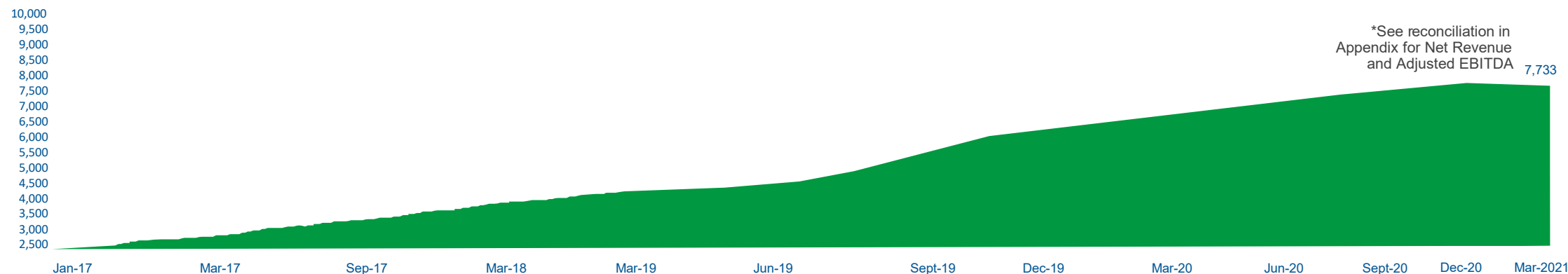


*Net Revenue in USD



Adjusted EBITDA in USD *

Active Vent Rental Patients



*See reconciliation in Appendix for Net Revenue and Adjusted EBITDA



CAPITAL MARKETS PROFILE



38,743,516
&
40,525,737

Shares outstanding
& fully diluted

~\$31.0M

Cash on hand in USD*

~\$6.6

Total LT debt in USD *

545

Total staff

13%

Inside ownership

* As of March 31, 2021

NASDAQ: VMD; TSX: VMD.TO

Market cap as of April 30, 2021: ~\$390M (USD)

Stock price as of April 30, 2021: ~\$10.06 (USD)



CORPORATE STRUCTURE



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

Viemed Inc. (Delaware Corporation/US Subsidiary)

Sleep Management,
LLC (US Subsidiary- Louisiana)

Home Sleep Delivered,
LLC (US Subsidiary-Louisiana)

Viemed Clinical Services,
LLC (US Subsidiary-Louisiana)



MANAGEMENT TEAM & BOARD OF DIRECTORS



Casey Hoyt
Chief Executive Officer
and Director



Todd Zehnder
Chief Operating Officer
and Director



Randy Dobbs
Chairman of the Board
and Independent Director



Mike Moore
President



Dr. William Frazier
Chief Medical Officer
and Director



Trae Fitzgerald
Chief Financial Officer



Nitin Kaushal
Independent Director



Bruce Greenstein
Independent Director



Tim Smokoff
Independent Director



Sabrina Heltz
Independent Director



Thank you

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Appendix

	Fiscal Year Ended December 31				
	2017	2018	2019	2020	1Q '21
Reconciliation of Net Revenue⁽¹⁾					
Revenue	\$ 46.4	\$ 64.5	\$ 80.3	\$ 131.3	\$ 28.4
Bad Debt Expense	(5.1)	(6.1)	-	-	-
Net Revenue	\$ 41.3	\$ 58.4	\$ 80.3	\$ 131.3	\$ 28.4
Reconciliation of Adjusted EBITDA⁽²⁾					
Net Income	\$ 7.7	\$ 9.5	\$ 8.5	\$ 31.5	\$ 1.7
Depreciation	2.5	3.8	6.4	9.6	2.6
Amortization	-	-	-	-	-
Interest Expense	0.3	0.2	0.3	0.5	0.1
Loss (Gain) on Derivative	0.2	0.2	(0.4)	-	-
Stock-based Compensation	0.8	2.7	3.9	4.9	1.3
Income Tax Expense (Benefit)	-	0.1	0.3	(5.2)	(0.2)
Adjusted EBITDA	\$ 11.5	\$ 16.5	\$ 19.0	\$ 41.3	\$ 5.5

(1) Net Revenue represents comparable presentation of bad debt expense netted within revenue, consistent with the 2019 adoption of ASC 842. Bad debt expense for years prior to 2019 were reported within selling, general, and administration expenses, consistent with ASC 840, which was superseded by ASC 842 in 2019.

(2) Adjusted EBITDA" is a non-GAAP financial measure that does not have a standardized meaning prescribed by U.S. GAAP. Viemed's presentation of this financial measure may not be comparable to similarly titled measures used by other companies. Management believes Adjusted EBITDA provides helpful information with respect to Viemed's operating performance as viewed by management, including a view of Viemed's business that is not dependent on the impact of Viemed's capitalization structure and items that are not part of Viemed's day-to-day operations. Management uses Adjusted EBITDA (i) to compare Viemed's operating performance on a consistent basis, (ii) to calculate incentive compensation for Viemed's employees, (iii) for planning purposes, including the preparation of Viemed's internal annual operating budget, and (iv) to evaluate the performance and effectiveness of Viemed's operational strategies. Accordingly, management believes that Adjusted EBITDA provides useful information in understanding and evaluating Viemed's operating performance in the same manner as management. The table above is a reconciliation of net income, the most directly comparable U.S. GAAP measure, to Adjusted EBITDA, on a historical basis for the periods indicated.