EX-99.2 7 ea124617ex99-2_healthcare.htm SOC TELEMED HCMC INVESTOR PRESENTATION JULY 2020

Exhibit 99.2

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Forward Looking Statements. This Presentation includes "forward-looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by the use of words such as "estimate," "plan," "potential," "predict," "project," "forecast," "intend," "may," "should," "would," "will," "expect," "continue," "anticipate," "believe," "seek," "target" or other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These forward-looking statements include, but are not limited to, statements regarding estimates and forecasts of other financial and performance metrics and projections of market opportunity and market share. These statements are based on various assumptions, whether or not identified in this Presentation, and on the current expectations of SOC's and HCMC's management and are not predictions of actual performance. These forward-looking statements are provided for illustrative purposes only and are not intended to serve as, and must not be relied on by any investor as, a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and will differ from assumptions. Many actual events and circumstances are beyond the control of SOC and HCMC. These forward-looking statements are subject to a number of risks and uncertainties, including changes in business, market, financial, political and legal conditions; the inability of the parties to successfully or timely consummate the proposed business combination, including the risk that any required regulatory approvals are not obtained, are delayed or are subject to unanticipated conditions that could adversely affect the combined company or the expected benefits of the proposed business combination or that the approval of the stockholders of HCMC or SOC is not obtained; failure to realize the anticipated benefits of the proposed business combination; risks relating to the uncertainty of the projected financial information with respect to SOC; risks related to SOC's business, adoption of its software platform and other matters; the effects of competition on SOC's future business; the amount of redemption requests made by HCMC's public stockholders; the ability of HCMC or the combined company to issue equity or equity-linked securities in connection with the proposed business combination or in the future, and those factors discussed in HCMC's Annual Report on Form 10-K for the year ended December 31, 2019, and Quarterly Report on Form 10-Q for the quarter ended March 31, 2020, in each case, under the heading "Risk Factors," and other documents of HCMC filed, or to be filed, with the SEC, as well as in any materials made available to you in connection with this presentation. If any of these risks materialize or our assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. There may be additional risks that neither HCMC nor SOC presently know or that HCMC and SOC currently believe are immaterial that could also cause actual results to differ from those contained in the forward-looking statements. In addition, forward-looking statements reflect HCMC's and SOC's expectations, plans or forecasts of future events and views as of the date of this Presentation. HCMC and SOC anticipate that subsequent events and developments will cause HCMC's and SOC's assessments to change. However, while HCMC and SOC may elect to update these forward-looking statements at some point in the future, HCMC and SOC specifically disclaim any obligation to do so. These forward-looking statements should not be relied upon as representing HCMC's and SOC's assessments as of any date subsequent to the date of this Presentation. Accordingly, undue reliance should not be placed upon the forward-looking statements.

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Presenters

Steve Shulman
Healthcare Merger Corp.
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Paul Ricci
SOC Telemed
Chairman and Interim Chief Executive Officer

John Kalix
SOC Telemed
President

Hai Tran
SOC Telemed
Chief Financial Officer / Chief Operating Officer

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3

HCMC Investment Highlights

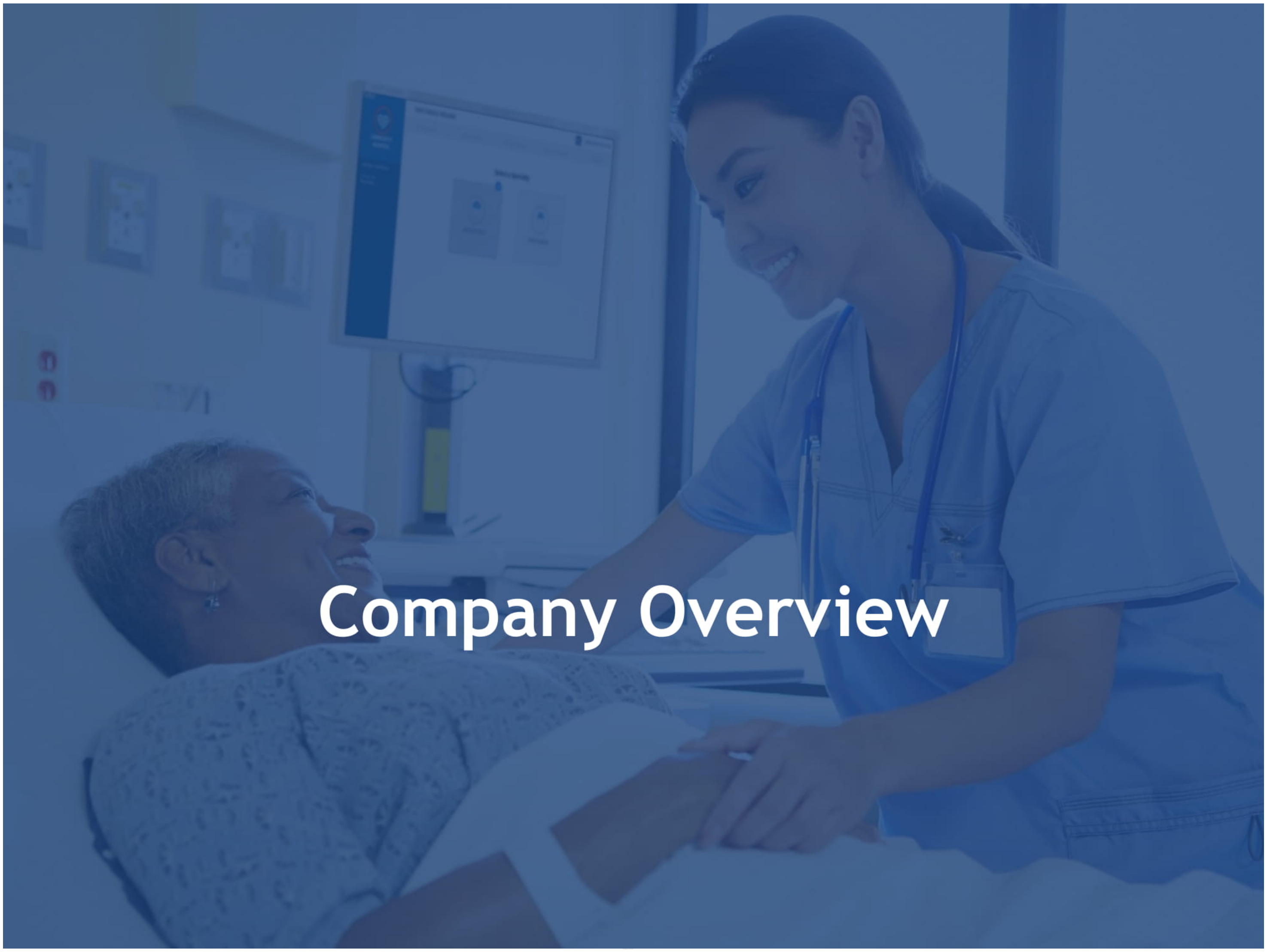
SOC Telemed™

- Compelling Market Opportunity
- Scaled, Differentiated Acute Care Telemedicine Platform
- Substantial Opportunities To Expand And Grow
- Attractive Financial Profile
- Powerful Partnership Between SOC And HCMC

Agenda

- I. Company Overview
- II. Investment Highlights
- III. Financial Overview
- Appendix

SOC Telemed™


Company Overview

SOC Telemed

At A Glance

ACUTE CARE MARKET FOCUS

- Largest provider of acute teleNeurology and telePsychiatry
- Expanding service lines include critical care, emergency medicine, hospitalist medicine, cardiology
- 543 acute care hospitals and physician groups in 47 states
  - 19 out of 25 of the largest U.S. health systems
  - 2 of top 5 physician groups
- Diversified, blue chip customer base

CRITICAL MASS OF PHYSICIAN RESOURCES

- 172 board certified neurologists, psychiatrists and intensivists
- 10,500+ specialists through physician group partnerships

CLOUD BASED TECHNOLOGY PLATFORM DESIGNED TO MAXIMIZE CLINICAL EFFICIENCY

- Flexible configuration mirrors workflow for any specialty
- Real time data and analytics

847
Facilities[1]

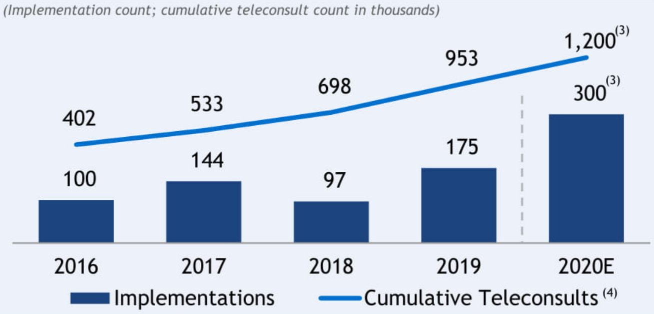
1 million+
Cumulative Teleconsults

$80m
2021E Revenue

100%
Net Revenue Retention[2]

Implementations and Teleconsults

(Implementation count; cumulative teleconsult count in thousands)



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Note: Unless otherwise stated, all figures as of June 30, 2020; projections use SOC estimates. With respect to projections, see slide 1 "Use of Projections" under "Disclaimer".
(1) Facilities include 543 hospitals and other sites of care.
(2) Based on 2019 net revenue retention; excludes planned terminations.
(3) Represents 2020E estimated implementations and cumulative teleconsults.
(4) Combination of SOC, NeuroCall and JSA since inception.

7

SOC Telemed

Value Delivered

Connecting patients to high quality clinicians at the right time, regardless of proximity

ACCESS QUALITY CARE WHEN AND WHERE IT'S NEEDED

- Access to scarce specialist resources
- Early and rapid intervention
- Improved standardization / quality of care

EFFECTIVELY DEPLOY CLINICAL CAPITAL

- Match clinician supply to patient surges
- Increased productivity / profitability
- Staffing model flexibility

PROVIDE EFFICIENT, HIGH QUALITY CARE AT LOWER COST

- Increased revenue and / or profitability
- Improved throughput
- Reduced patient transfers/readmissions
- Standardized clinical protocols
- Improved patient care / quality
- Supports business continuity during crises

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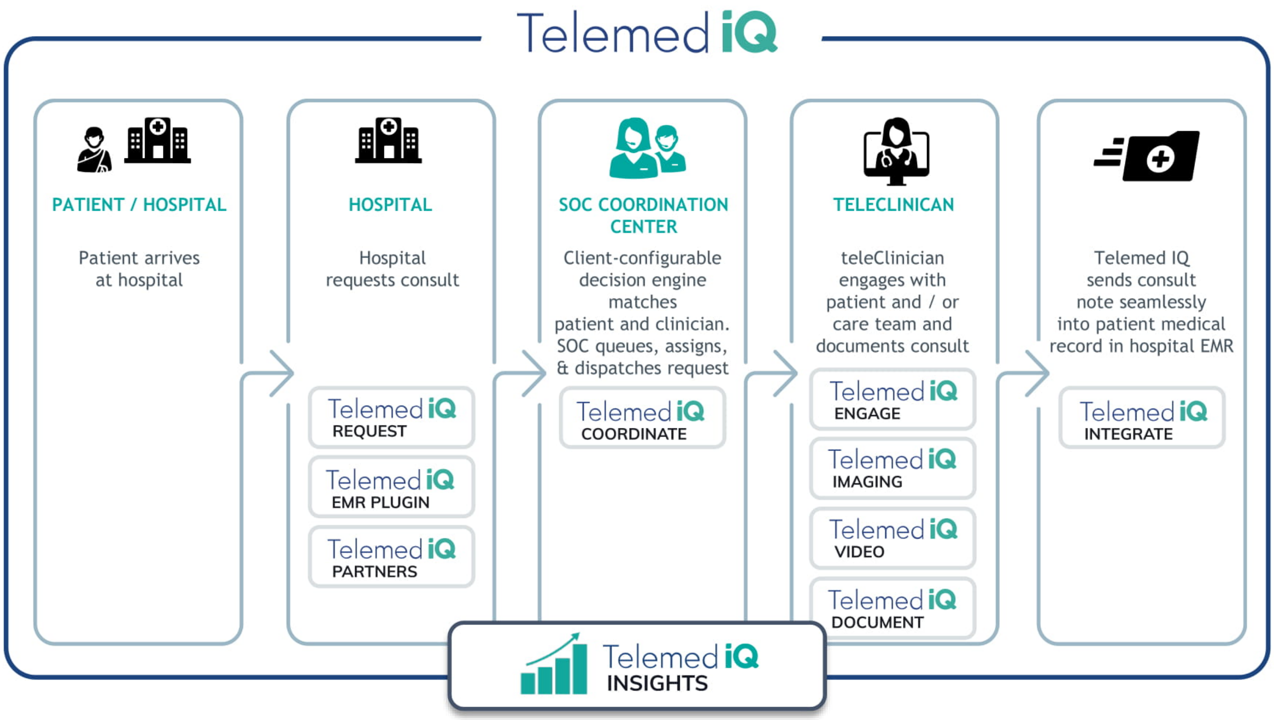
Telemed IQ

Supports Complex Hospital Workflows



Robust reporting package provides actionable insights across every step

SOC Telemed

SOC Telemed Provides

Clinical And Financial Benefits For Our Clients

TeleNeurology

CarolinaEast Health System

- 82% retention of stroke patients after tPA administration
- Previously 0% retention

227% ROI

> With every stroke, time is of the essence. SOC has been a game changer...
>
> **Dr. Michael Somers, MD, FACEP**
> Medical Director

TelePsychiatry

UnityPoint Health Allen Hospital

- Avoided $1.7 million of annual boarding cost
- $3 million in incremental profits

281% ROI

> Before, our psychiatrists were burning out. We couldn't keep them on staff. SOC has been a lifesaver, especially for our night staff. And patients love it, they can get home faster...
>
> **Nick Rosauer**
> Behavioral Health Counsellor

TeleICU

Haywood Regional Medical Center
A Duke LifePoint Hospital

- 12% reduction in patient transfers led to $1.4 million additional annual revenue
- Leapfrog Score D to A

170% ROI

> Our physicians enjoy working with SOC's providers. Even though they may be 1,000 miles away, they've built that rapport which is so important for cultivating trust...
>
> **Susan Mahoney**
> Chief Nursing Officer

SOC Telemed™


Investment Highlights

Investment Highlights

1 Compelling Market Opportunity

2 Scaled, Differentiated Acute Care Telemedicine Platform

3 Substantial Opportunities to Expand and Grow

4 Strong Financial Profile

SOC Telemed™

1 Differentiated Position In The Telemedicine Landscape

Clinician Supply Is Limited

Increasing need for resource optimization

Clinician Supply Not An Issue

- Primarily in support of **scheduled virtual office visits for existing patients**
- Focus on **video session establishment technology**
- On-demand capability limited to waiting rooms
- Popular with small physician practices for outpatient cases

WebRTC, zoom, athenahealth, doxy.me, Epic, Cerner, Allscripts

TELADOC, amwell

- **App-based direct-to-consumer:** digital patient intake, eligibility & copay verification, online payment
- Addresses simple acute care hospital workflows with InTouch and Avizia
- **Non-supervised self-service consult management**
- Large payer contracts

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- **Optimization model** for financial, clinical, operational sustainability
- **Turnkey 24x7 command center** for workflow assurance
- **Active management of physician's time**, the costliest resource
- **Low code platform:** configurable decision engines and UI screens
- Real-time visibility to clinical supply for **supply-side elasticity, on-shift or off-shift**
- **Complex workflows for care continuity** in acute care
- **Revenue cycle management**

One-to-One Scheduled

Increasing workflow complexity

Many-to-Many On-Demand

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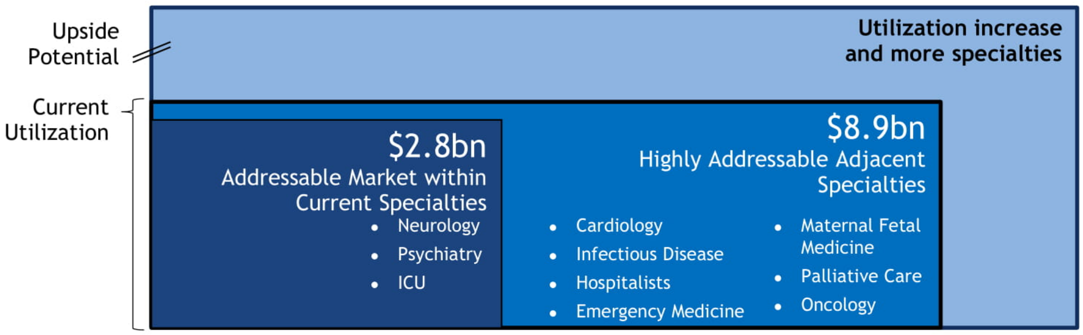
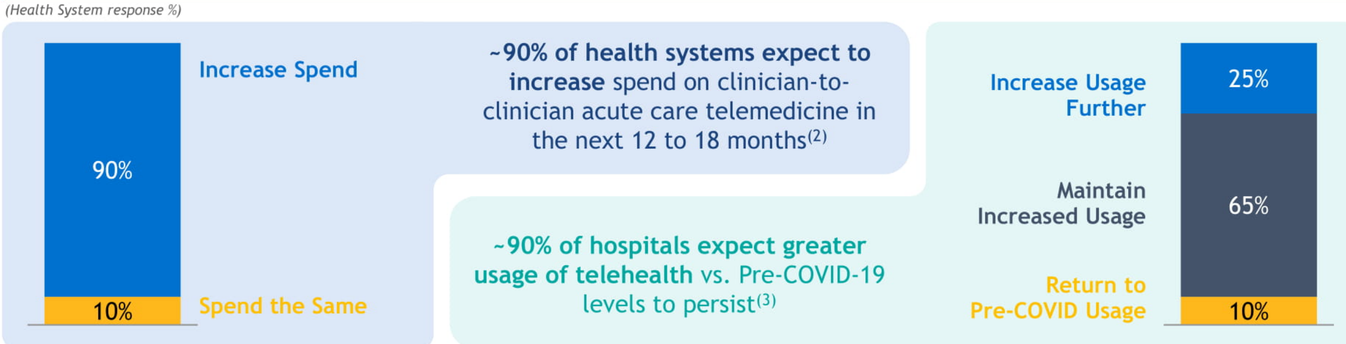
1 Large Acute Care Telemedicine Market With Increasing Adoption

$8.9bn Addressable Acute Care Telemedicine Market[1]



Health System Telemedicine Spending and Usage Increasing Post-COVID-19

(Health System response %)



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(1) Hospital count per Definitive Healthcare as of 12/2019 and revenue based on current SOC client average.
(2) EY-Parthenon study as of June 2020.
(3) LEK study as of April 2020.

14

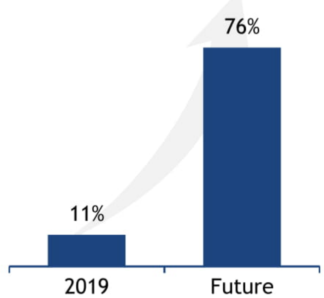
1 Opportune Time To Invest In Telemedicine

COVID-19 Accelerated Adoption of Telemedicine

- Reduced regulatory / reimbursement barriers
- Increased acceptance among patients and providers
- Increased demand for acute care and ICU services
- Telemedicine:
  - Provided access to care when access to healthcare facilities was limited
  - Enabled productivity from quarantined providers
  - Protected patient / healthcare workers

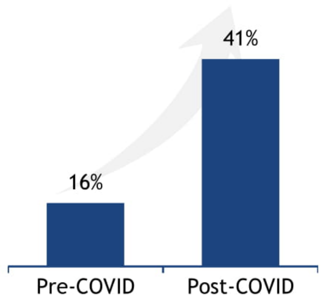
Patient Willingness Has Substantially Increased[1]

(% consumers using telemedicine in 2019 / % interested in future use of telemedicine)



Provider Usage Has More Than Doubled[2]

(Average % visits conducted via telemedicine)

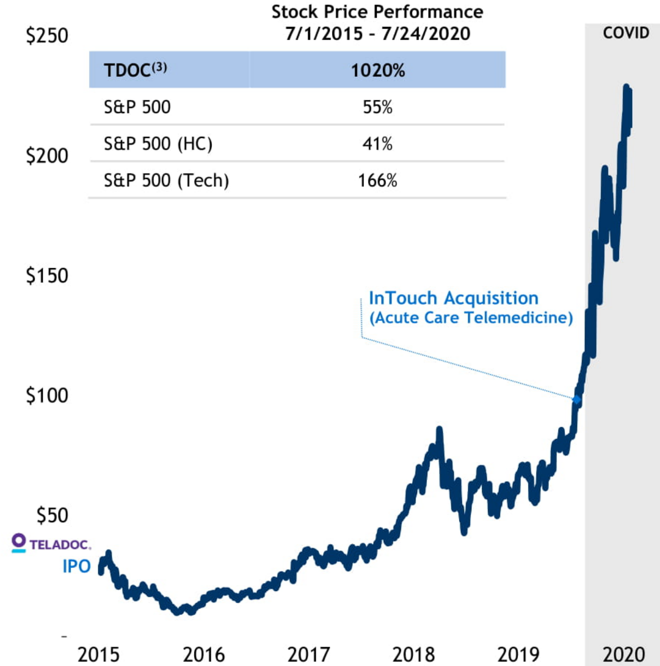


Few Investable Opportunities - Currently One Public Telemedicine Company

($ per share)

Stock Price Performance 7/1/2015 - 7/24/2020

TDOC[3]	1020%
S&P 500	55%
S&P 500 (HC)	41%
S&P 500 (Tech)	166%



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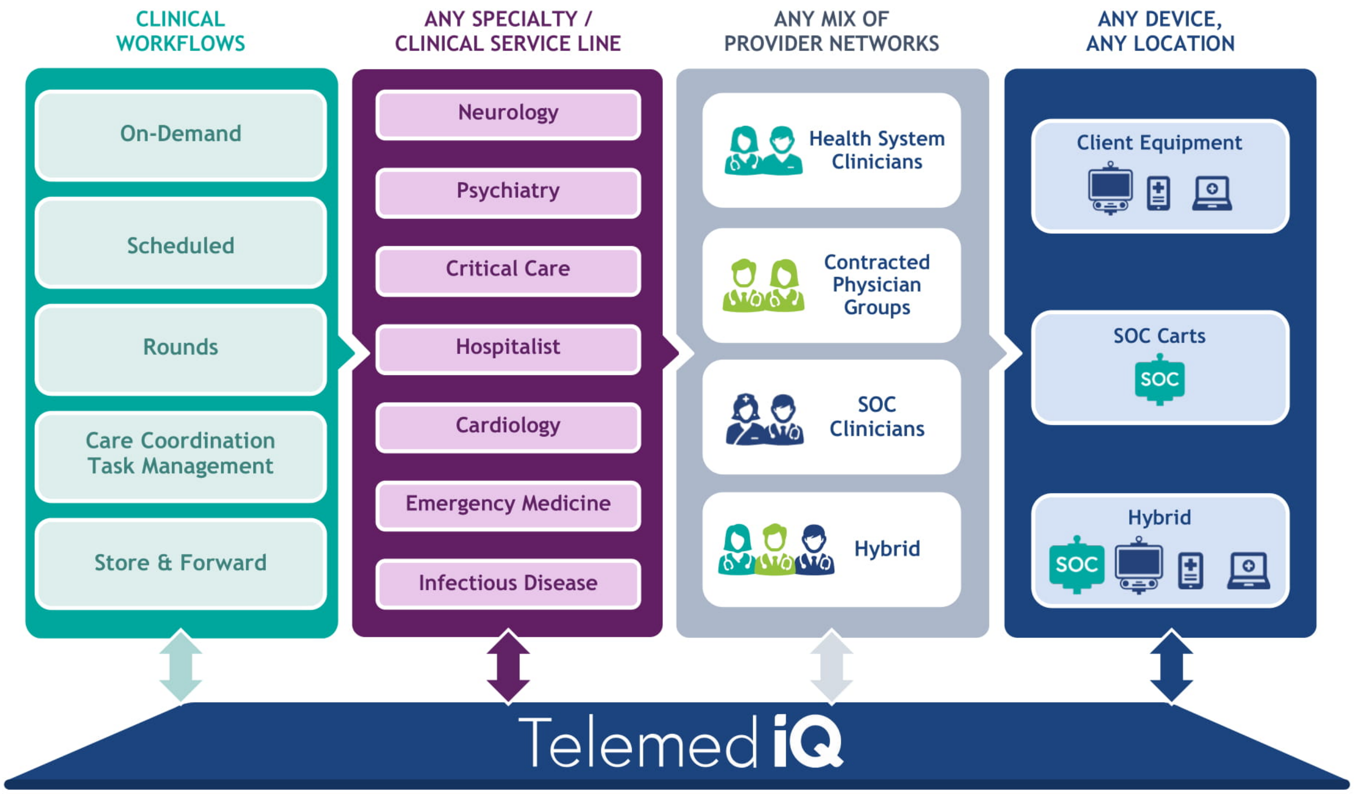
Source: FactSet as of 7/24/2020.
(1) McKinsey COVID-19 Consumer Survey, May 20, 2020.
(2) Third party consultant study as of April 2020.
(3) Teladoc IPO price of $19/share on 6/30/2015.

15

2 SOC's Flexible Enterprise Telemedicine Solution



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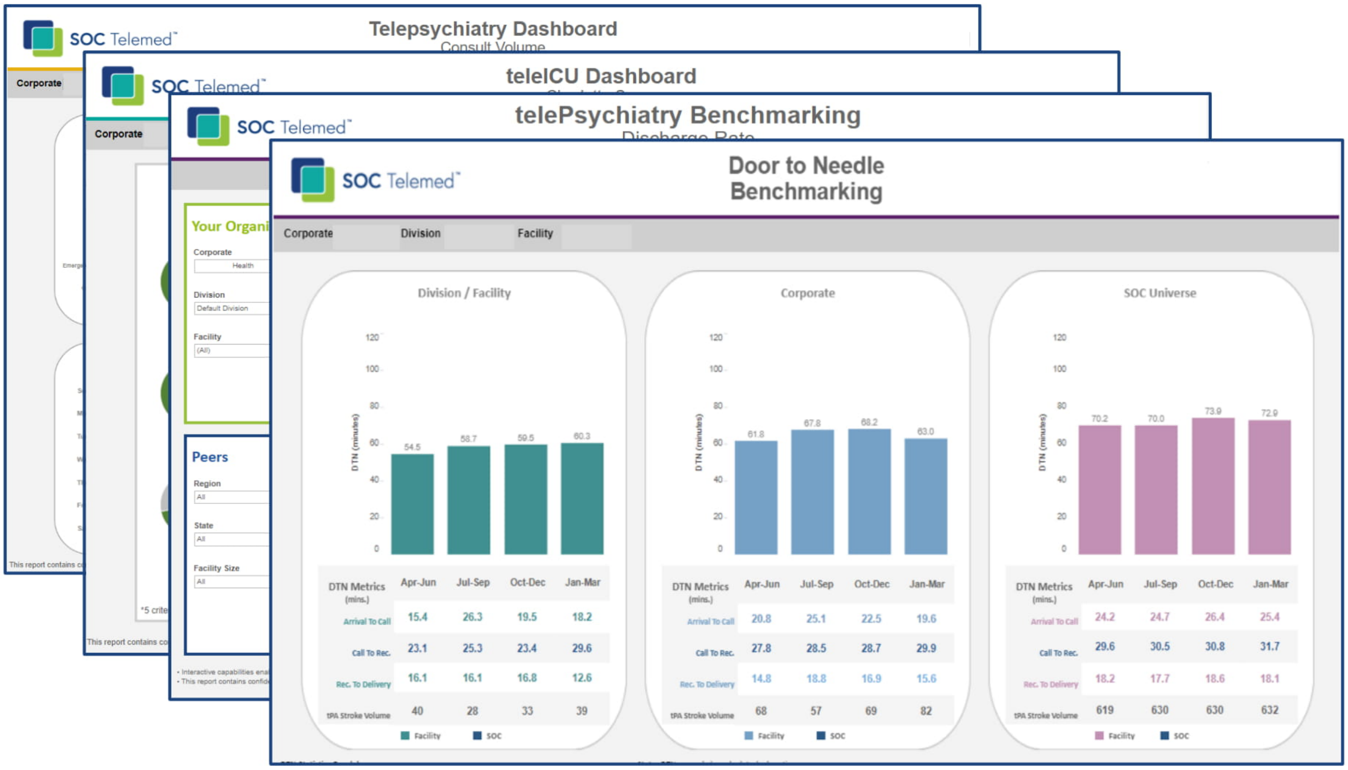
16

2 Proprietary Analytics Deliver Actionable Insights



Our size and scale provides benchmarking data to improve clients' clinical and financial outcomes

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3 Strong Momentum Signing New Clients

AIKEN Regional Medical Centers

BEAUREGARD HEALTH SYSTEM

CARILION CLINIC

GADSDEN REGIONAL medical center

INDIANA REGIONAL MEDICAL CENTER

MedStar Health

MISSOURI DELTA FOCUSED ON THE FUTURE OF HEALTHCARE

PALOMAR HEALTH

PENINSULA REGIONAL HEALTH SYSTEM

Phelps Health

SCP HEALTH

SOVAH HEALTH

STROKECARE NOW network

Tennova Healthcare

Wooster Community Hospital HEALTH SYSTEM

Balanced mix of historical bookings; 47% new clients as percentage of 1H 2020 total bookings

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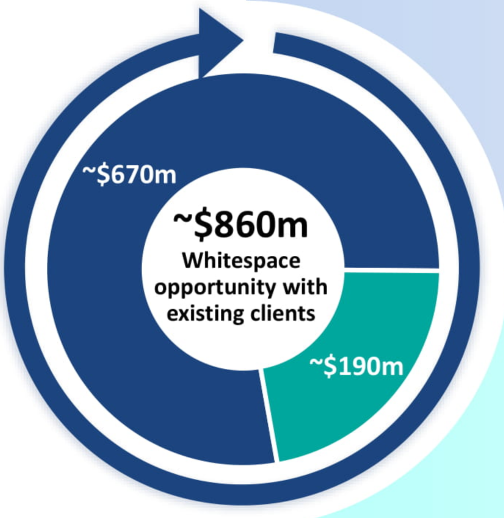
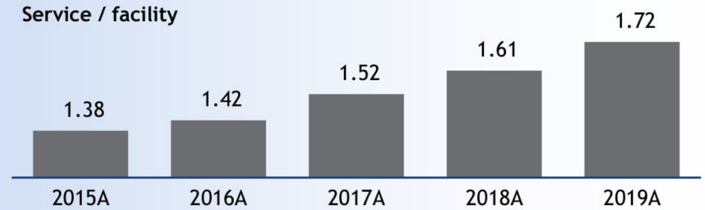
3 Increase Penetration With Existing Clients

~$670m
Expand service lines



- Proven record of selling additional services to facilities



0.1 Δ in service/facility generates $3.7m revenue

- Strong history of further penetrating health systems

Client (Yr Signed)	Facility Count: First Year	Facility Count: Current
Client A (2015)	2	34
Client B (2012)	2	34
Client C (2006)	1	29
Client D (2007)	5	18
Client E (2011)	1	18

~$190m
Expand facilities

1% Δ in facility penetration generates $2.5m in revenue

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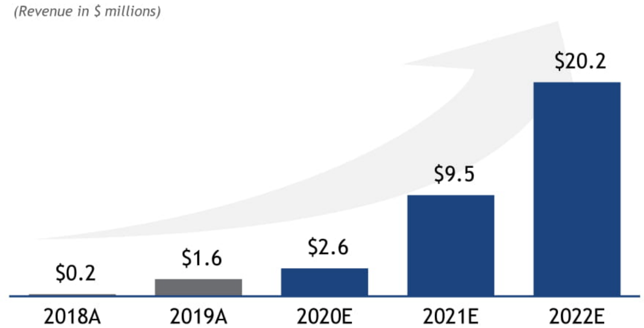
Source: Definitive Healthcare as of 12/2019 and company data.
Note: Analysis includes hospitals and does not include other sites of care (i.e., SNFs, Federal Agencies, Clinics, etc.)

19

3 Accelerating Telemed IQ SaaS Rollout

Strong Telemed IQ Revenue Growth

- Leverage SOC's SaaS platform and reporting & analytics with clients' own clinicians
- Platform powers other physician networks
- Access to adjacent channels, fulfilling demand for telemedicine services
- High gross margin



	Select Channel Opportunities	Market Size	Representative SOC Clients
	Physician Groups	75,000 providers[1]	SOUND PHYSICIANS; SCP HEALTH
	Military Health System	12,000 providers[2]	***Confidential***
	Multi-site IDNs	1,000 hospitals[3]	Prime Healthcare; Huntsville Hospital; Beauregard Health System; MedStar Health

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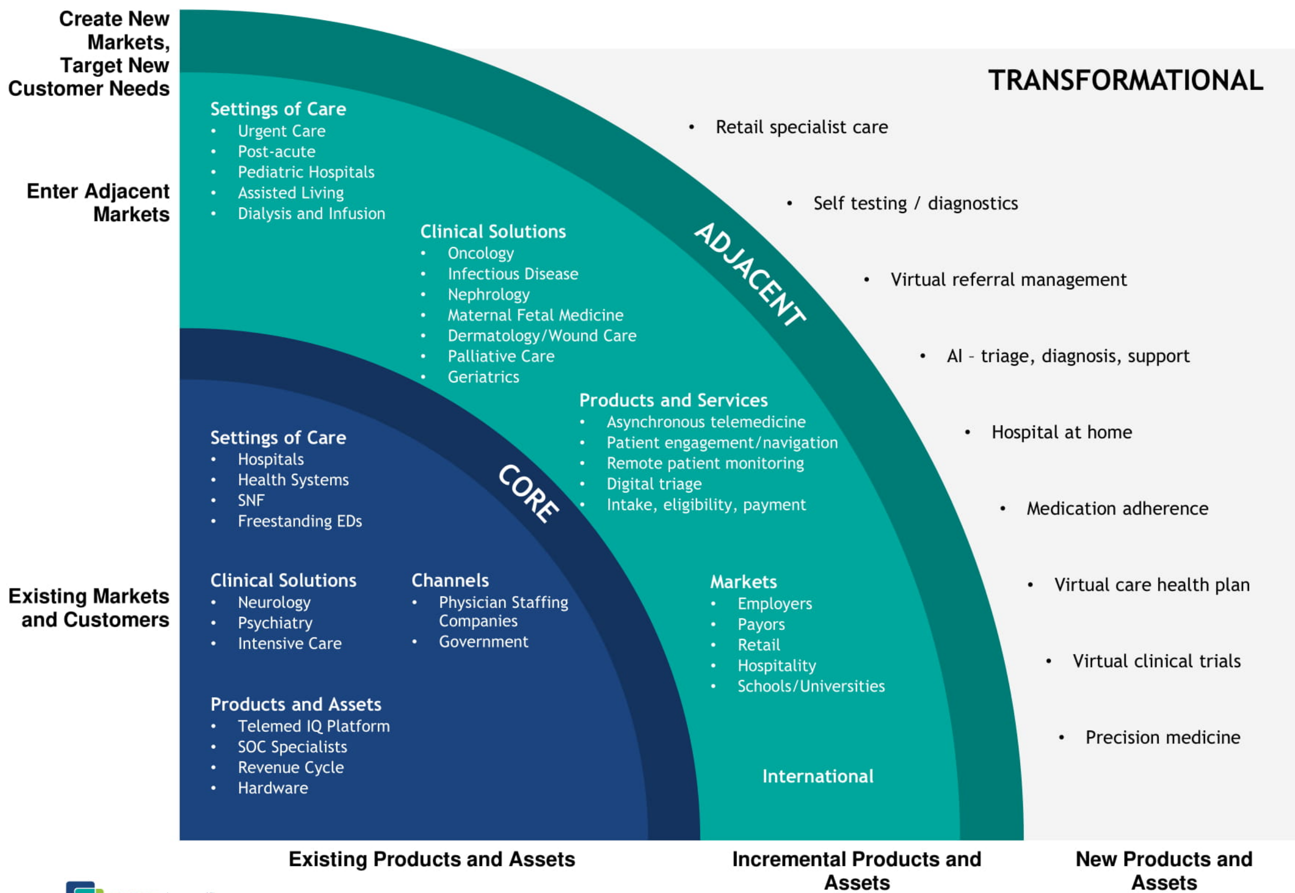
Note: 2018 financials based on audited financials; 2019 financials based on preliminary management estimates and are unaudited; projections use SOC estimates. With respect to projections, see slide 1 "Use of Projections" under "Disclaimer".
(1) Company estimate of the Top 30 groups that provide Hospitalist medicine and Emergency Medicine.
(2) American Board of Medical Specialties Report on Military Physicians and Continuing Certification, April 2015.
(3) IQVIA 2018 whitepaper.

3 Substantial Opportunity To Grow And Expand



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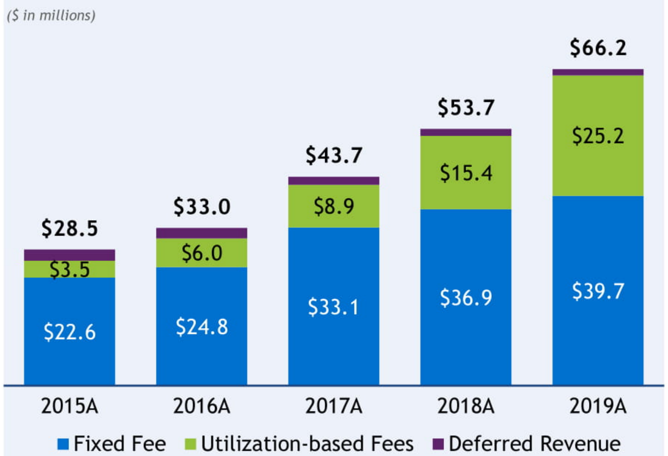
21


Financial Overview

Predictable Revenue Model

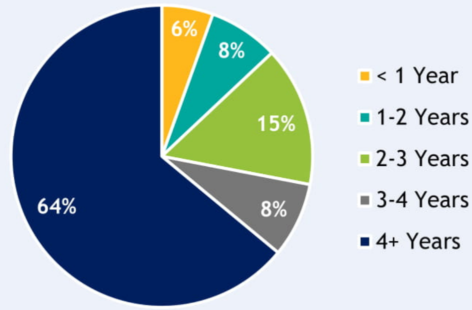
Long History of Growth

- Highly visible and predictable revenue model
  - Recurring revenues
  - Fixed monthly fees provide predictable revenue stream
  - Annual COL[1] adjustments (price escalators)
- Customers have demonstrated increasing utilization volume over time

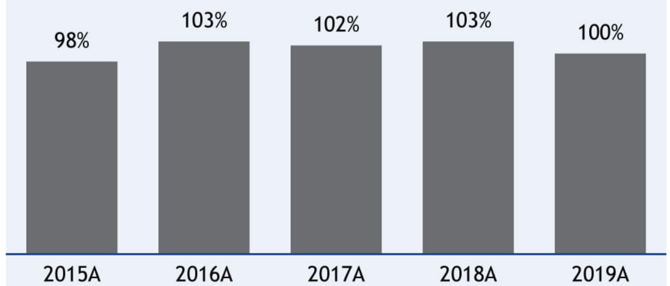


Longstanding Client Relationships

- Tenured customer base
  - Average customer relationship ~48 months



- Track record of net revenue retention[2]



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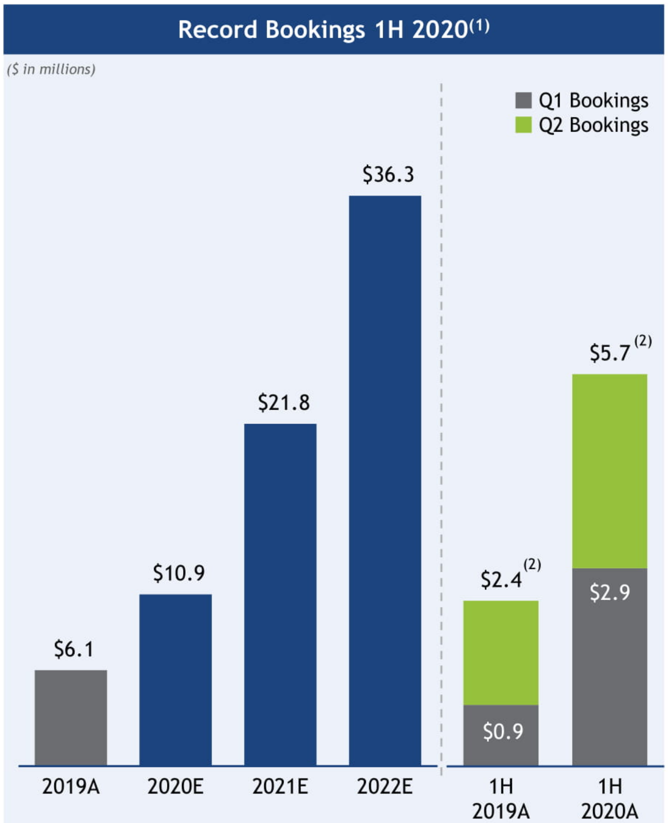
Note: 2015-2018 financials based on audited financials; 2019 financials based on preliminary management estimates and are unaudited.
(1) COL - cost of living.
(2) Net revenue retention measures how much revenue has been retained at the end of the period, including any change from the same customers due to utilization change.

23

Strong Bookings Momentum Supports Future Growth



- $5.7m 1H 2020 bookings - highest in company history
  - Balanced mix (47% new clients; 53% cross-selling)
  - Historically, 2H of year stronger than 1H
  - On target to achieve full year bookings of $10.9m (remaining pipeline coverage[3] of ~5.9x)
- Sales organization revamp in 1H showing results
  - Achieved record 1H 2020 bookings with only half of current team; fully ramped team available going into 2H 2020
  - SOC website users and sessions increased 46% and 61% YoY in Q2 2020, respectively

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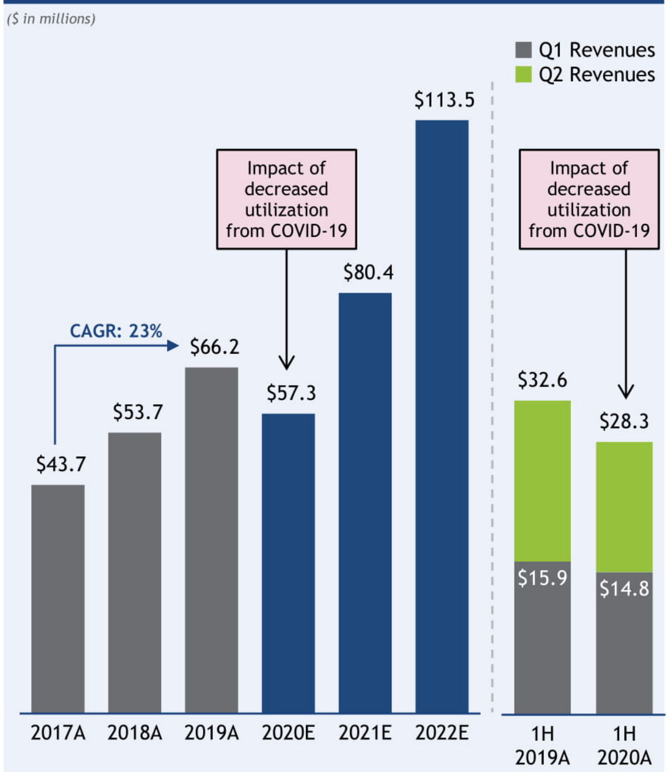
Note: Projections use SOC estimates. With respect to projections, see slide 1 “Use of Projections” under “Disclaimer”.
(1) Bookings are defined as sum of the annualized fixed monthly fees and implementation fees, also referred to as the First Year Contract Value (variable fees excluded). Implementation fees are amortized on a monthly basis over the length of the average customer life.
(2) Represents bookings as of 1H 2019 and 1H 2020 respectively.
(3) Pipeline coverage calculated as pipeline as a multiple of bookings plan.

24

Revenues Continue To Grow As Volumes Recover

Revenues Have Grown Steadily



Utilization Volumes Recovering to Pre-COVID Levels[1]

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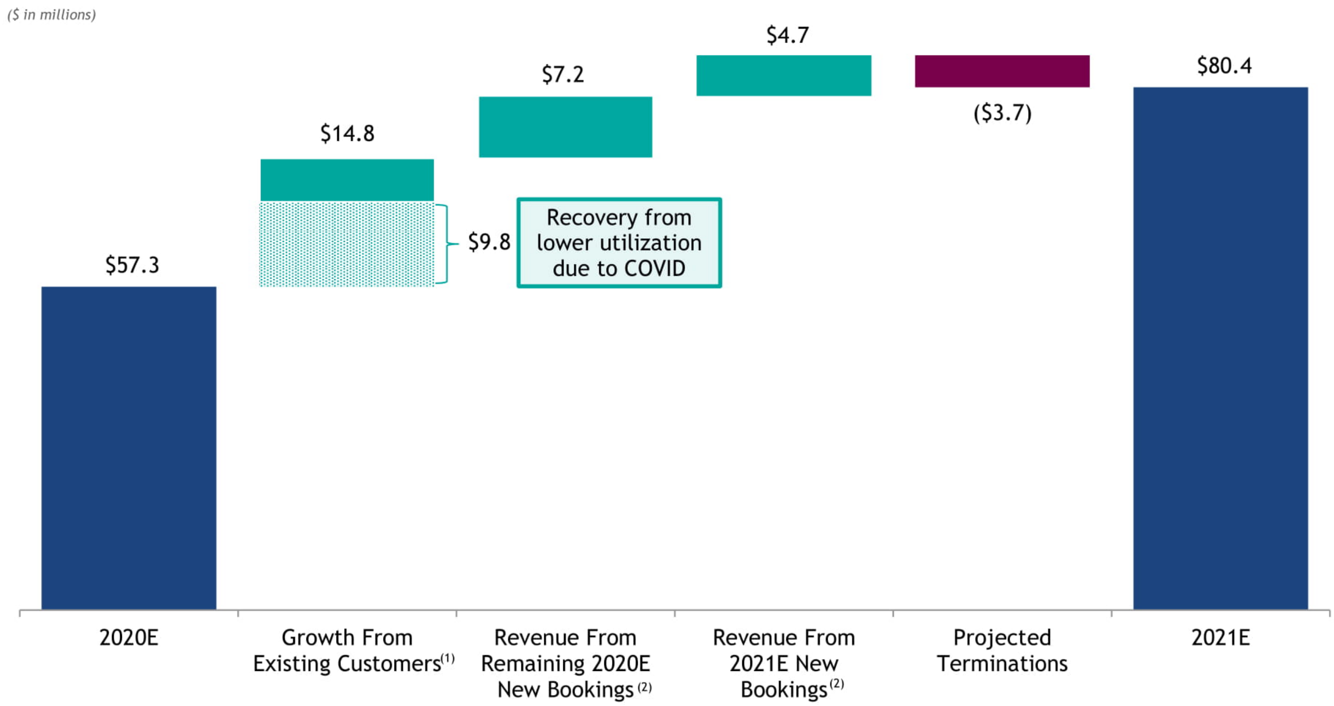
Note: 2017-2018 financials based on audited financials; 2019 and 2020 financials based on preliminary management estimates and are unaudited; projections use SOC estimates. With respect to projections, see slide 1 "Use of Projections" under "Disclaimer".
(1) Volume data re-based to 100% as of March 13, 2020.
(2) ED visit volume data from Strata Decision Technology.

25

Line Of Sight To 2021E Revenues



Bookings expected to double from $10.9m in 2020E to $21.8m in 2021E

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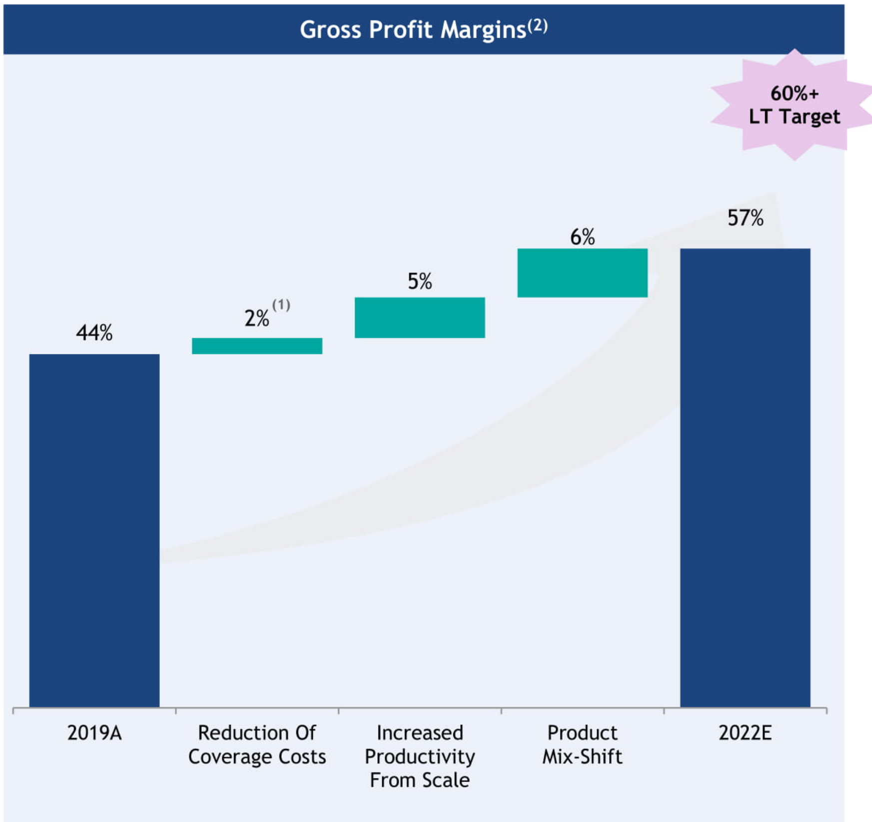
Note: Projections use SOC estimates. With respect to projections, see slide 1 "Use of Projections" under "Disclaimer".
(1) Includes $3.3m of revenue from customers who are contracted and in the process of implementation.
(2) Bookings are defined as sum of the annualized fixed monthly fees and implementation fees, also referred to as the First Year Contract Value (variable fees excluded). Implementation fees are amortized on a monthly basis over the length of the average customer life; remaining bookings in 2020E from 4/30/2020 onwards.

26

Improving Gross Profit Margins



- Eliminate non-recurring teleNeurologist incentive payments
- Physician productivity
- Mix-shift of higher margin Telemed IQ

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Note: 2019 financials based on preliminary management estimates and are unaudited; projections use SOC estimates. With respect to projections, see slide 1 “Use of Projections” under “Disclaimer”; with respect to Non-GAAP financial measures, see slide 2 “Use of Non-GAAP Financial Measures” under “Disclaimer” and reconciliation set forth in Appendix.
(1) Impact of $2.3m in one-time incentive payments made to teleNeurologists in 2019A due to elevated volumes.
(2) Gross Profit excludes depreciation and amortization, telemedicine equipment financing costs, and stock compensation expenses.

Financial Summary

$5.7m
1H 2020 Bookings[(1)]
Highest in History

100%
2019 Net
Revenue Retention

26%
2016 – 2019
Revenue CAGR

60%+
LT Gross Profit
Margin[(2)] Target

~20%
LT Adjusted EBITDA
Margin Target

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(1) Bookings are defined as sum of the annualized fixed monthly fees and implementation fees, also referred to as the First Year Contract Value (variable fees excluded). Implementation fees are amortized on a monthly basis over the length of the average customer life.
(2) Gross Profit excludes depreciation and amortization, telemedicine equipment financing costs, and stock compensation expenses.

Conclusion

- Compelling Market Opportunity
- Scaled, Differentiated Acute Care Telemedicine Platform
- Substantial Opportunities To Expand And Grow
- Attractive Financial Profile
- Powerful Partnership Between SOC And HCMC

SOC Telemed™


Appendix

Transaction Overview

SOC Telemed ("SOC"), a leading provider of acute care telemedicine, expects to enter into a definitive agreement to merge with Healthcare Merger Corp. ("HCMC")

- Implied enterprise value of $721 million (9.0x 2021E revenue)(1)
- Transaction to be funded through a combination of HCMC's $250 million of cash in trust and $165 million of committed PIPE financing, led by a number of institutional investors
- Proceeds used to pay cash consideration to selling shareholders, pay down existing debt, general corporate purposes and transaction expenses
- Current shareholders of SOC to maintain 40% pro forma ownership(1)
- Closing expected in Q4 2020

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Note: Projections use SOC estimates. With respect to projections, see slide 1 "Use of Projections" under "Disclaimer".
(1) Assumes no redemptions. Excludes 1.9 million founder shares subject to earnout at $12.50 and $15.00.

Pro Forma Capitalization And Ownership

Estimated Transaction Sources & Uses

($ in millions)

Sources	
HCMC Cash in Trust	$250
Anticipated PIPE Proceeds	$165
Seller Rollover Equity	$305
Total Sources	**$720**

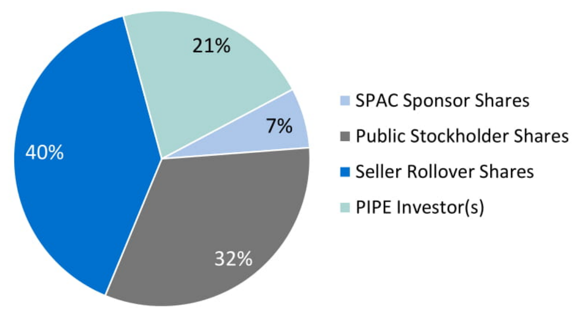
Uses	
Cash Consideration to SOC Shareholders	$267
Cash to Balance Sheet	$45
Debt Repayment(1)	$83
Seller Rollover Equity	$305
Assumed Transaction Expenses(2)	$20
Total Uses	**$720**

Pro Forma Enterprise Valuation at Close

($ in millions, except for share price)

	PF Transaction
SOC Telemed Illustrative Share Price	$10.00
Pro Forma Shares Outstanding	77.1m
Total Equity Value	**$771**
(+) Debt as of 6/30/20(3)	-
(–) Cash as of 6/30/20	($50)
Pro Forma Enterprise Value	**$721**
Pro Forma 2021E EV/Revenue	**9.0x**

Illustrative Post-Transaction Ownership Breakdown



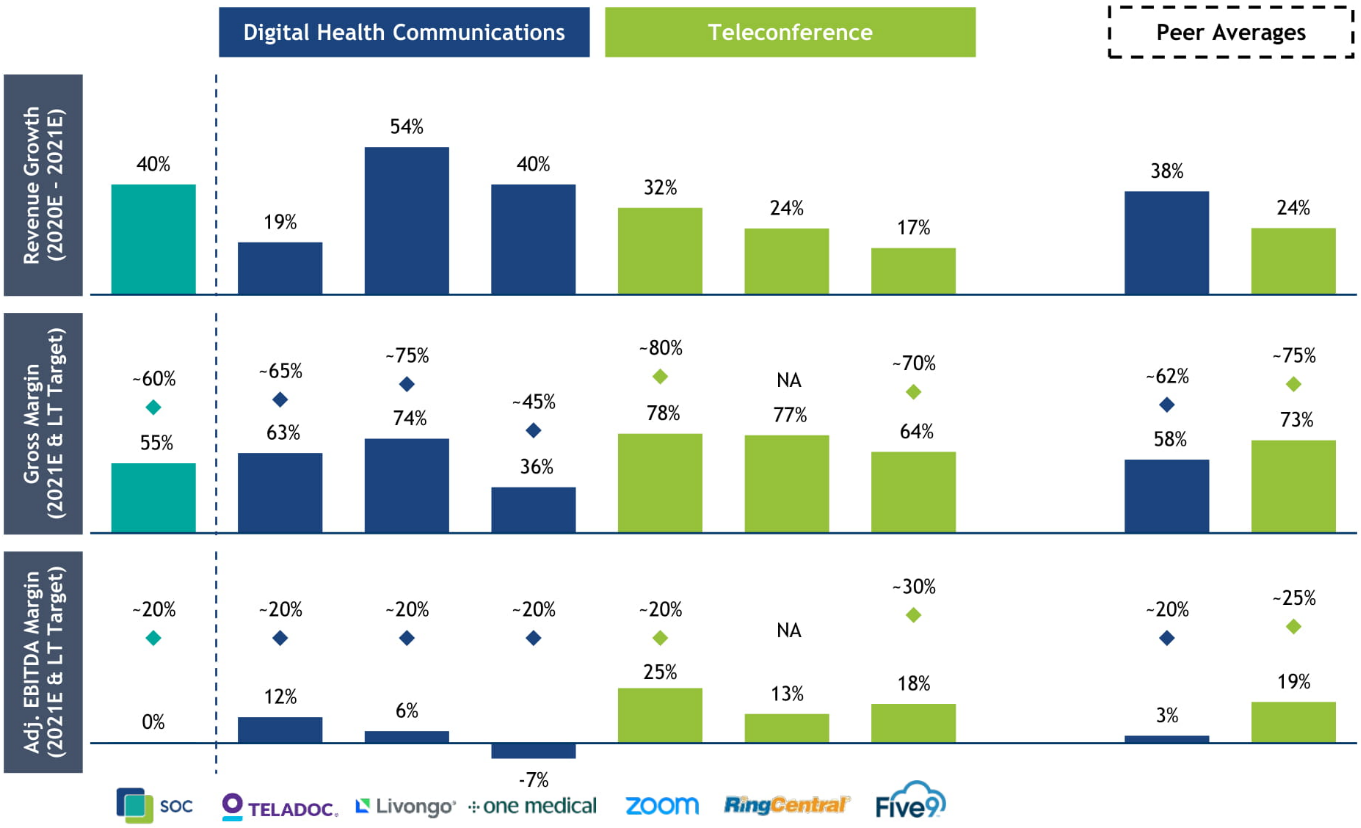
SOC Telemed

Note: Projections use SOC estimates. With respect to projections, see slide 1 "Use of Projections" under "Disclaimer"; assumes no redemptions; share count includes 30.5 million roll-over shares (assumes $10.00 redemption price for illustrative purposes), 25.0 million HCMC shares, 16.5 million PIPE shares and 5.1 million sponsor shares; share count excludes 1.9 million sponsor earnout shares (50% vesting at $12.50 and 50% at $15.00); as well as the impact of 12.5 million public warrants and 0.4 million private placement warrants (struck at $11.50).

(1) Debt repayment as of 6/30/2020 including back-end facility fees; debt subject to 4% PIK interest if repaid at later date.
(2) Includes deferred HCMC IPO fees and other fees and expenses.
(3) Undrawn $20m revolver contemplated to be put in place at time of transaction close.

32

Operational Benchmarking

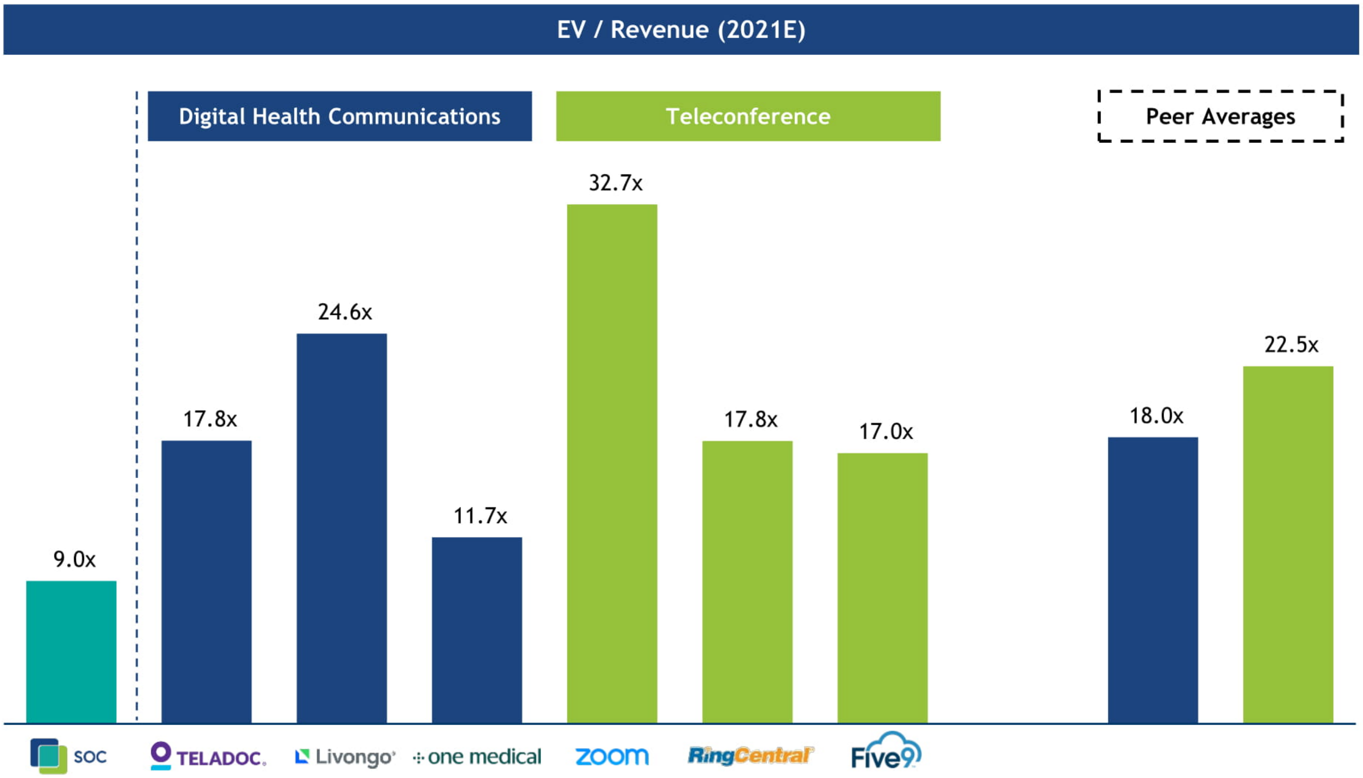


SOC Telemed

Source: Company filings and FactSet as of 7/24/2020.
Note: Data calendarised to December year end; Teladoc based on broker forecasts, pro forma for full-year impact of InTouch acquisition in 2020E and 2021E; projections use SOC estimates. With respect to projections, see slide 1 "Use of Projections" under "Disclaimer".

33

Valuation Benchmarking

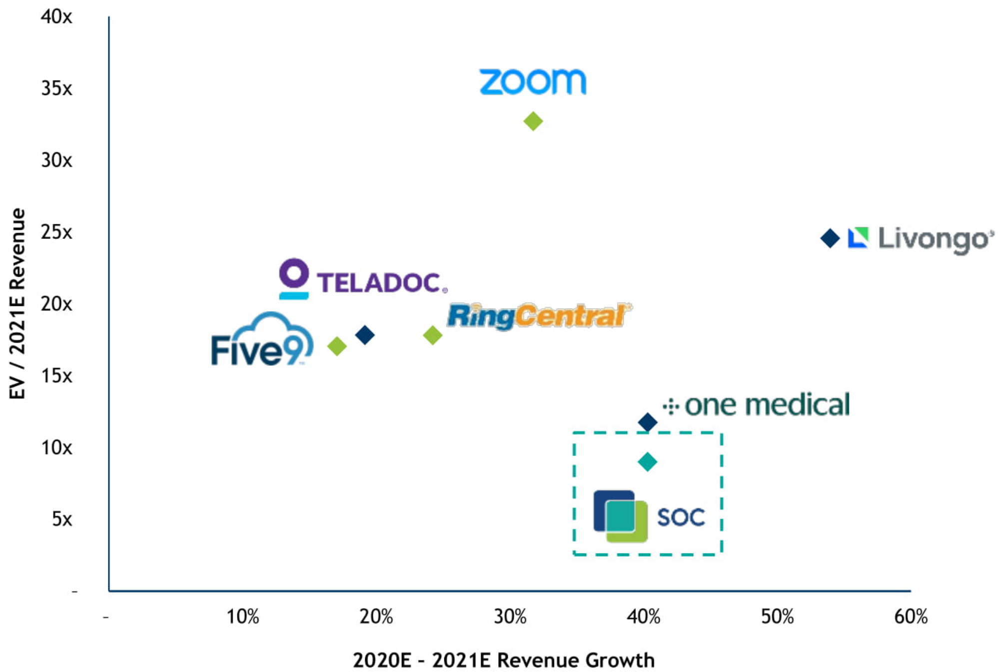


SOC Telemed

Source: Company filings and FactSet as of 7/24/2020.
Note: Data calendarised to December year end; Teladoc based on broker forecasts, pro forma for full-year impact of InTouch acquisition in 2020E and 2021E; projections use SOC estimates. With respect to projections, see slide 1 "Use of Projections" under "Disclaimer".

Valuation Benchmarking (Cont'd)

EV / '21E Revenue vs. '20E - '21E Revenue Growth



Faster Growing at an Attractive Multiple

SOC Telemed

Source: Company filings and FactSet as of 7/24/2020.
Note: Data calendarised to December year end.
Teladoc based on broker forecasts, pro forma for full-year impact of InTouch acquisition in 2020E and 2021E; projections use SOC estimates. With respect to projections, see slide 1 "Use of Projections" under "Disclaimer".

Historical and Projected Financial Summary

($ in millions)	2018A	2019A	2020E	2021E	2022E	3 months ending 3/31/19A	3/31/20A
Bookings[1]	**$11.1**	**$6.1**	**$10.9**	**$21.8**	**$36.3**	**$0.9**	**$2.9**
Total Revenue	**$53.7**	**$66.2**	**$57.3**	**$80.4**	**$113.5**	**$15.9**	**$14.8**
YoY (%)	*23%*	*23%*	*(13%)*	*40%*	*41%*	*35%*	*(7%)*
Gross Profit[2]	**$24.9**	**$28.9**	**$25.4**	**$44.1**	**$64.9**	**$6.4**	**$5.0**
Gross Profit Margin (%)	*46%*	*44%*	*44%*	*55%*	*57%*	*40%*	*34%*
Operating Expenses							
Sales & Marketing	6.2	5.9	8.3	10.5	13.3	1.7	1.5
R&D	1.7	1.2	1.4	2.2	2.8	0.3	0.3
Operations	7.3	7.7	9.0	11.3	11.8	1.9	2.1
G&A	14.7	15.1	15.6	19.8	20.5	3.5	3.5
Adj. EBITDA[3]	**($5.0)**	**($1.0)**	**($8.9)**	**$0.3**	**$16.5**	**($1.0)**	**($2.4)**
Adj. EBITDA Margin (%)	*(9%)*	*(1%)*	*(16%)*	*0%*	*15%*	*(6%)*	*(16%)*
Net Income	**($18.1)**	**($18.2)**				**($4.7)**	**($7.4)**
Select Data:							
CapEx	$4.0	$5.2	$5.5	$5.4	$6.9	$1.1	$2.0
Change in NWC	1.6	1.1	(0.7)	1.6	2.7	1.1	(0.3)

Note: 2018 financials based on audited financials; 2019 and 2020 financials based on preliminary management estimates and are unaudited; projections use SOC estimates. With respect to projections, see slide 1 "Use of Projections" under "Disclaimer"; with respect to Non-GAAP financial measures, see slide 2 "Use of Non-GAAP Financial Measures" under "Disclaimer" and reconciliation set forth in Appendix.

(1) Bookings are defined as sum of the annualized fixed monthly fees and implementation fees, also referred to as the First Year Contract Value (variable fees excluded). Implementation fees are amortized on a monthly basis over the length of the average customer life.

(2) Gross Profit excludes depreciation and amortization, telemedicine equipment financing costs, and stock compensation expenses.

(3) Excludes non-recurring expenses (transaction related expenses, legal settlements, advisory fees and other non-operating expenses) of $3.8m in 2018A, $2.6m in 2019A, $5.1 in 2020E; ($0.2m) in Q1 2019A and $1.0 in Q1 2020A.

SOC Telemed™

EBITDA Reconciliation

($ in millions)	2018A	2019A	3 months ending 3/31/19A	3 months ending 3/31/20A
Net Income	**($18.1)**	**($18.2)**	**($4.7)**	**($7.4)**
Interest	**8.3**	**10.3**	**2.3**	**2.8**
Tax	**(1.8)**	**0.0**	**0.0**	**0.0**
D&A	**2.7**	**4.4**	**1.6**	**1.3**
Non-Recurring Expenses[(1)]	**3.8**	**2.6**	**(0.2)**	**1.0**
Adj. EBITDA	**($5.0)**	**($1.0)**	**($1.0)**	**($2.4)**

SOC Telemed

Note: 2018 financials based on audited financials; 2019 and 2020 financials based on preliminary management estimates and are unaudited.
(1) Non-recurring expenses include transaction related expenses, legal settlements, advisory fees and other non-operating expenses.

Top Tier Sponsors

Warburg Pincus

- Founded in 1966, Warburg Pincus is a global growth equity firm that has invested more than $84 billion in over 900 companies across more than 40 countries worldwide
- Warburg Pincus has deep domain knowledge and been active in healthcare and technology, with $12 billion invested in over 160 healthcare companies and over $15 billion invested in over 270 technology companies

CityMD Urgent Care / Summit Medical Group, qualifacts, Alignment Healthcare, UnitedHealthcare, Humana, SilkRoad Medical, WebPT, Experity, Bausch + Lomb, Modernizing Medicine, Sotera Health, SOC Telemed, IMO Intelligent Medical Objects

HCMC | Healthcare Merger Corp.

- CEO Steve Shulman has 45+ years of experience leading and acquiring healthcare businesses
- Chairman of Magellan Health; previously served as Chairman and CEO
- Chairman of Quartet Health and CareCentrix
- Director of VillageMD, Pager and Facet Technologies
- Previously Chairman of R1 RCM and HMA

carecentrix, pager, Magellan Health, VillageMD, R1, Quartet

SOC Telemed

Uniquely Focused In Tech Enabled Acute Care Telemedicine Marketplace

	SOC Telemed	TELADOC	amwell	TeleSpecialists	BlueSky Telehealth
Acute Care Specialist Services	●	◐	◔	●	●
Depth Of Software Offering In Acute Care	●	◐	◐	○	○
Air Traffic Control *Turnkey, high touch approach with accountability*	●	○	○	◐	◐
Do More With Less *Demand-Supply Optimization*	●	○	○	◐	◐
Plug & Play Multiple Physician Groups *Configurable Decision Engine*	●	○	○	○	○
Data Driven Platform *Actionable Analytics / Benchmarking*	●	◐	◐	◐	◐
Advanced Workflows *Proactive care-continuity clinical protocols*	●	○	○	○	○
Revenue Cycle Management *Compliant billing for acute telemedicine*	●	○	○	○	○

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