



JACK NATHAN  
HEALTH<sup>®</sup>

# INVESTOR PRESENTATION

February 2021

*Building primary care and allied health capacity in the heart of communities*

# FORWARD LOOKING INFORMATION

Neither TSXV nor its Regulation Services Provider (as that term is defined in the policies of the TSXV) accepts responsibility for the adequacy or accuracy of this presentation.

Except for the historical statements contained herein, this presentation may present “forward-looking statements” within the meaning of Canadian securities legislation that involve inherent risks and uncertainties. Forward-looking statements include, but are not limited to, future developments; and the business and operations of the issuer. Generally, these forward-looking statements can be identified by the use of forward-looking terminology such as “plans”, “expects” or “does not expect”, “is expected”, “proposed” “budget”, “scheduled”, “estimates”, “forecasts”, “intends”, “anticipates” or “does not anticipate”, or “believes”, or variations of such words and phrases or statements that certain actions, events or results “may”, “could”, “would”, “might” or “will be taken”, “occur” or “be achieved”.

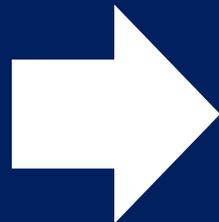
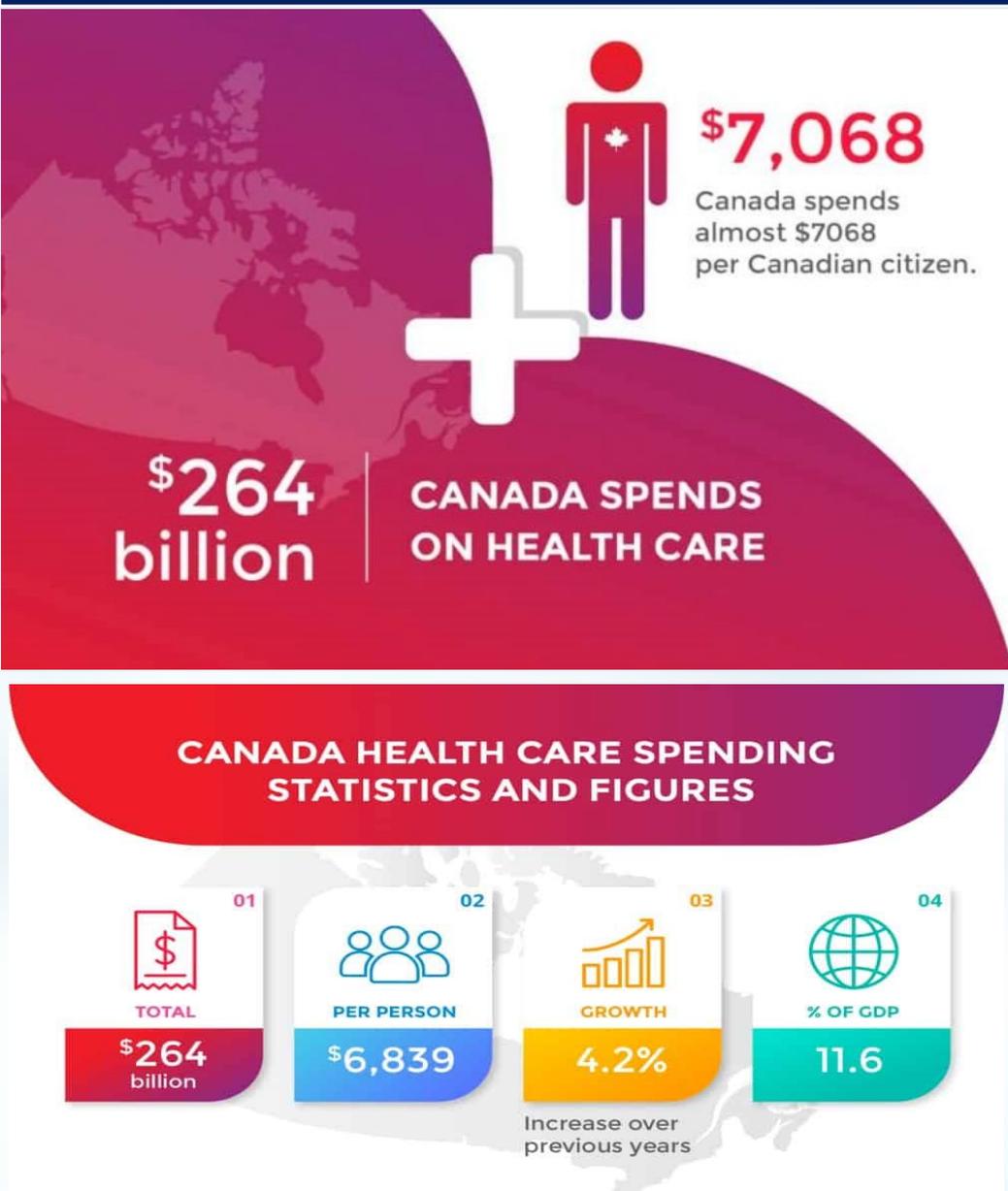
Forward-looking statements are subject to known and unknown risks, uncertainties and other factors that may cause the actual results, level of activity, performance or achievements of Jack Nathan Medical Corp. (“JNH”, “Jack Nathan” or the “Company”) to be materially different from those expressed or implied by such forward-looking statements. Such factors include, but are not limited to: general business, economic, competitive, political and social uncertainties; delay or failure to receive board, shareholder or regulatory approvals; and the results of continued development, marketing and sales as well as those factors disclosed in Jack Nathan Medical Corp.’s publicly filed documents. There can be no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Although the management and officers of Jack Nathan believe that the expectations reflected in such forward-looking statements are based upon reasonable assumptions and have attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking statements, there may be other factors that cause results not to be as anticipated, estimated or intended. There can be no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements. Jack Nathan does not undertake to update any forward-looking statements that are incorporated by reference herein, except in accordance with applicable securities laws.

## COVID-19

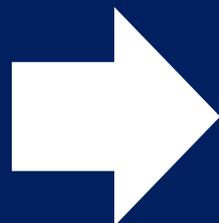
Since December 31, 2019, the COVID-19 pandemic has caused a widespread health crisis that has affected economies and financial markets around the world resulting in an economic downturn. In response to the outbreak, governmental authorities in Canada and internationally have introduced various recommendations and measures to try to limit the pandemic, including travel restrictions, border closures, non-essential business closures, quarantines, self-isolations, shelters-in-place and social distancing. The COVID-19 outbreak and the response of governmental authorities to try to limit it are having a significant impact on the private sector and individuals, including unprecedented business, employment and economic disruptions. The continued spread of COVID-19 nationally and globally could have an adverse impact on the Company’s business, operations and financial results, as well as a deterioration of general economic conditions including a possible national or global recession. Due to the speed with which the COVID-19 situation is developing and the uncertainty of its magnitude, outcome and duration, it is not possible to estimate its impact on the Company’s business, operations or financial results, including the Company’s ability to secure financing; however, the impact could be material.



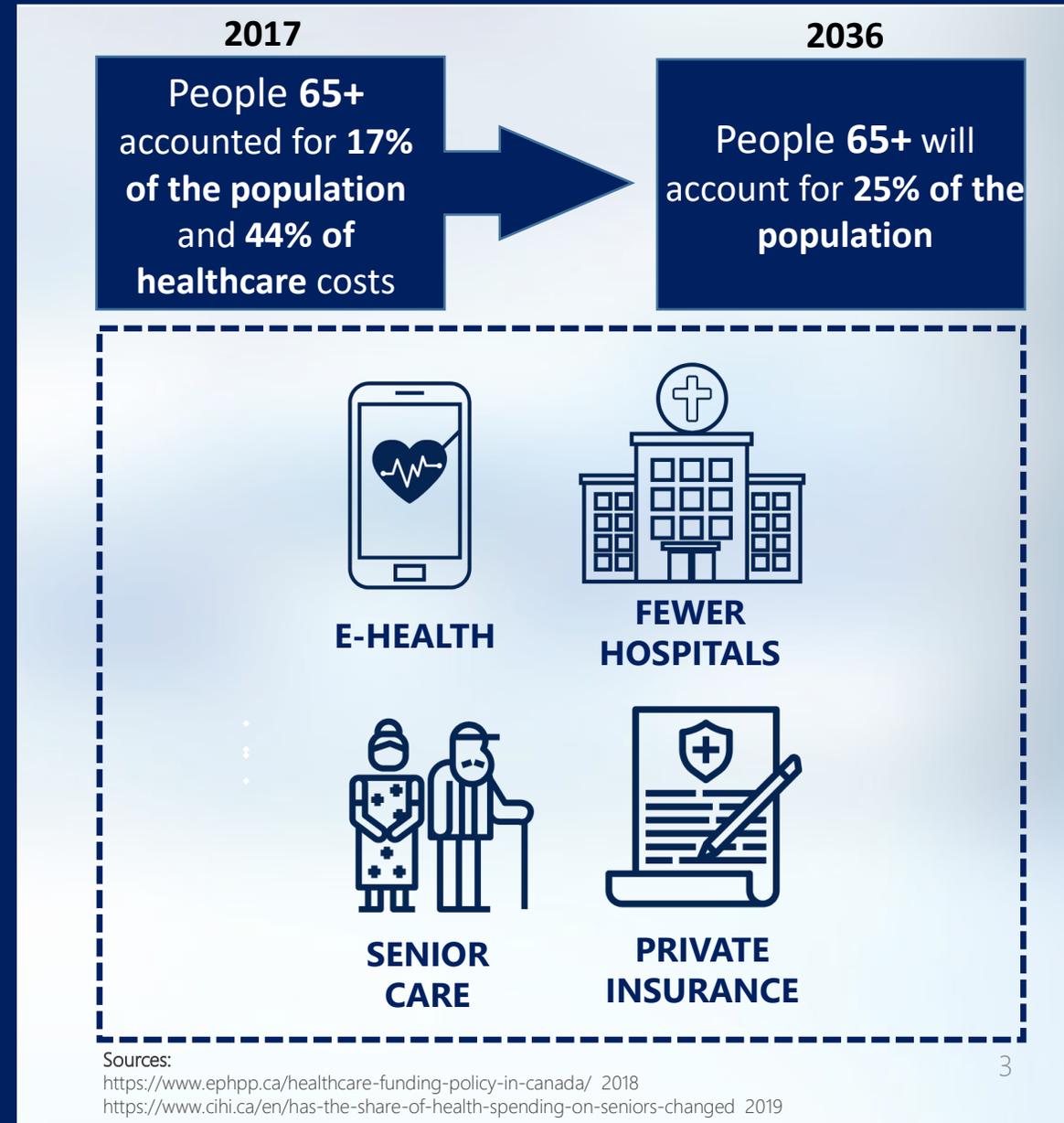
# CANADIAN HEALTHCARE LANDSCAPE



4.8 million people don't have regular access to a doctor<sup>1</sup>



<sup>1</sup>Source: Statistics Canada 2016



*An overstressed medical system is making patients and doctors look for better options*



## Patients



Lack access to quality healthcare in an accessible location  
Seek primary healthcare that is convenient and fits into their daily lives

## Doctors



Are graduating from university with significant debt but lack the business acumen to operate a clinic  
Face a **significant capital investment** to open and build a new clinic and attract new patients

## Medical System



The shortage of accessible healthcare clinics has **oversaturated Emergency Rooms**  
Servicing patients in an ER that could otherwise be seen at a clinic results in a much **higher cost to the system**

# JNH BUILDING CAPACITY AND CONVENIENCE



Jack Nathan Health is a leading designer of turnkey, barrier-free medical and dental clinics for physicians in high-density centers across Canada and internationally

JNH medical centres, conveniently located inside Walmart, provide space for the development and operation of modern, state-of-the-art clinics



## JNH CLINICS



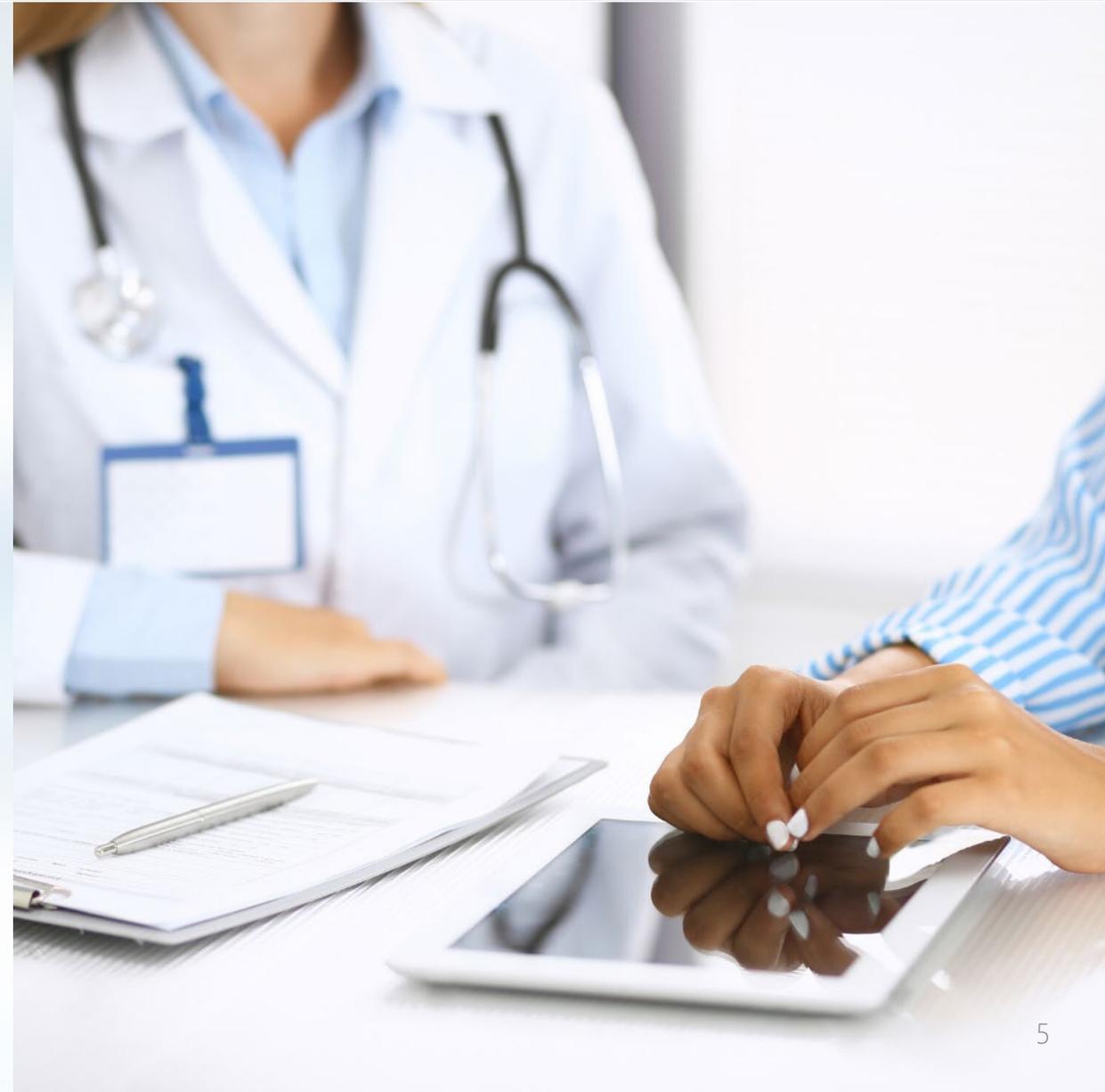
Established  
in 2006



76 in Canada  
56\* in Mexico



1,500,000+ patient  
visits annually



\*6 open currently in process of opening next 50 clinics.

# THE JNH PLATFORM

*Jack Nathan Health provides accessible and convenient, patient-first primary and urgent care*



**Doctors &  
Service  
Providers**

JNH partners with doctors and service providers



JNH provides state-of-the-art medical centres to MDs and allied health service partners creating recurring revenues independent of clinic traffic



Located in Walmart since 2006, Jack Nathan Health provides turnkey solutions to doctors as well as other related non-medical service providers to operate their practices

Walmart provides access to high traffic facilities



**Walmart**

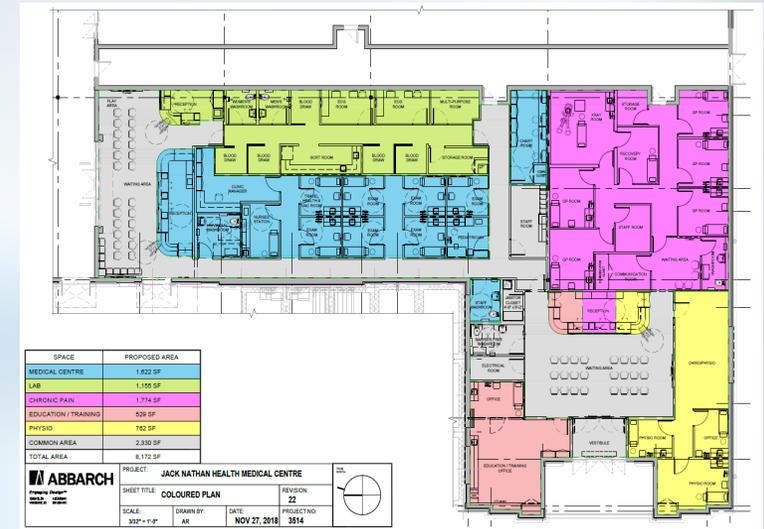
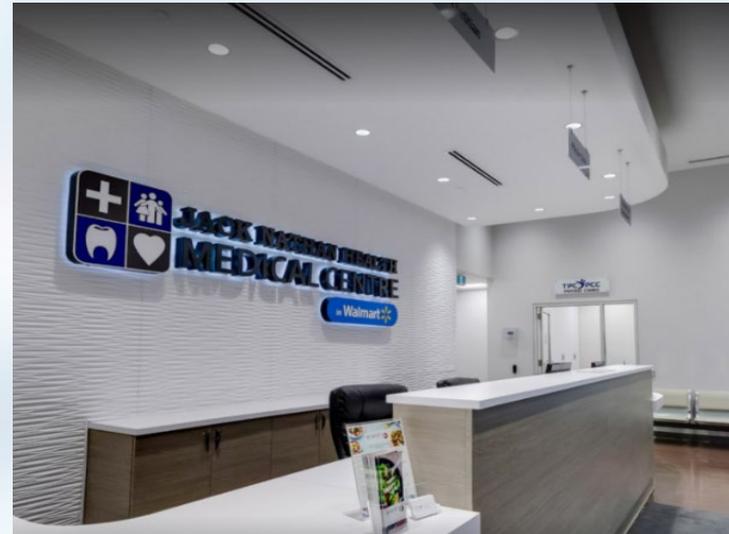
Customers get enhanced access to services, greater convenience and spend more time in-store

# OUR CLINICS – SMALLER FORMAT



# OUR CLINICS – LARGER FORMAT

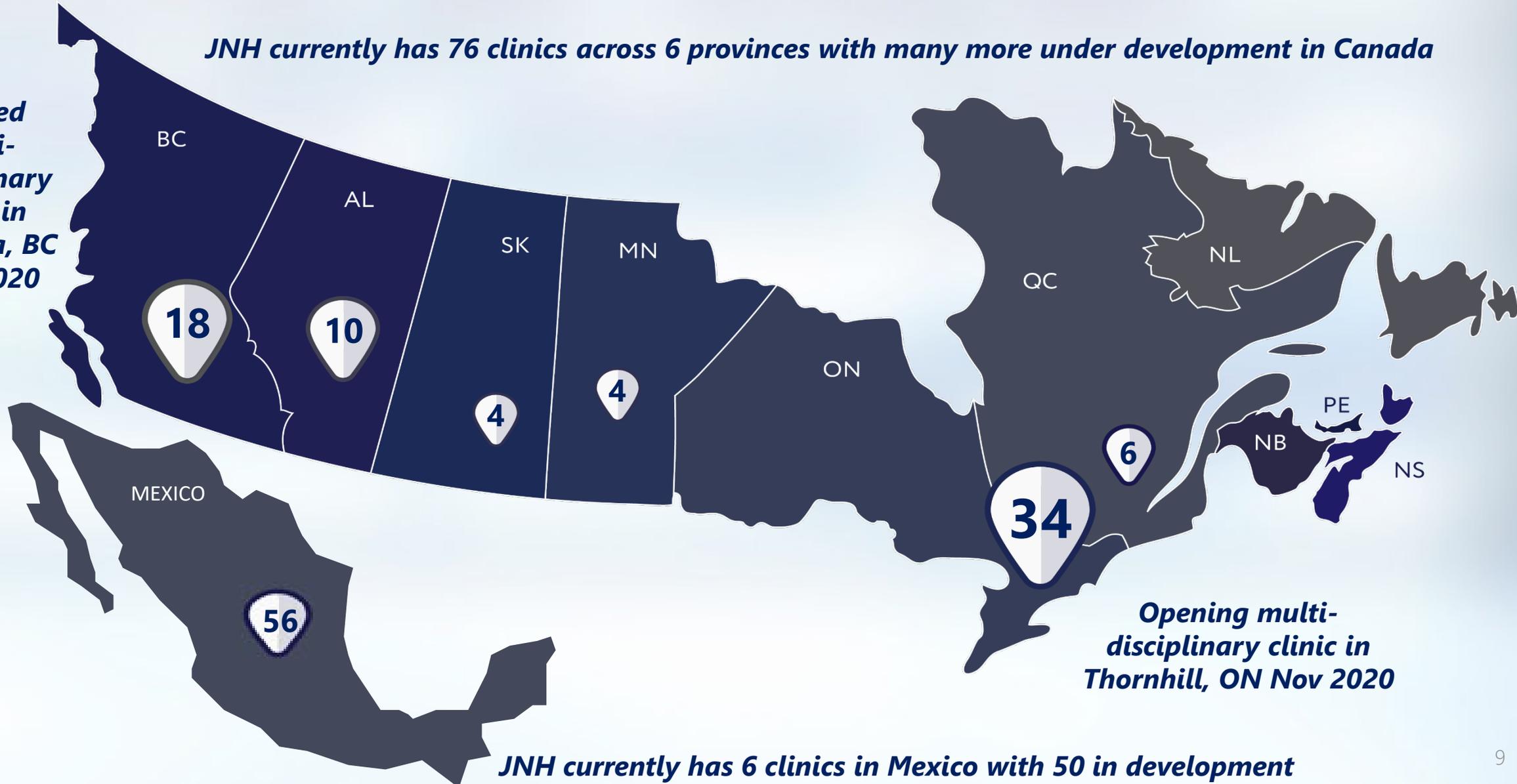
*Larger clinics drive availability to additional specialist healthcare services*



# OUR CLINICS

*JNH currently has 76 clinics across 6 provinces with many more under development in Canada*

*Opened multi-disciplinary clinic in Kelowna, BC Sept 2020*



*Opening multi-disciplinary clinic in Thornhill, ON Nov 2020*

*JNH currently has 6 clinics in Mexico with 50 in development*

*JNH is expanding its footprint in Canada and Mexico with additional opportunities outside of North America*

## International Expansion Potential



### Canada

 Population: 38M

 Stores: 408

 JNH Locations: 76



### Mexico

 Population: 122M

 Stores: 2,580

 JNH Locations: 56\*



<sup>1</sup>New clinic openings could be directly affected by factors beyond the Company's control including the impact of COVID-19 and the granting of licenses in each jurisdiction.

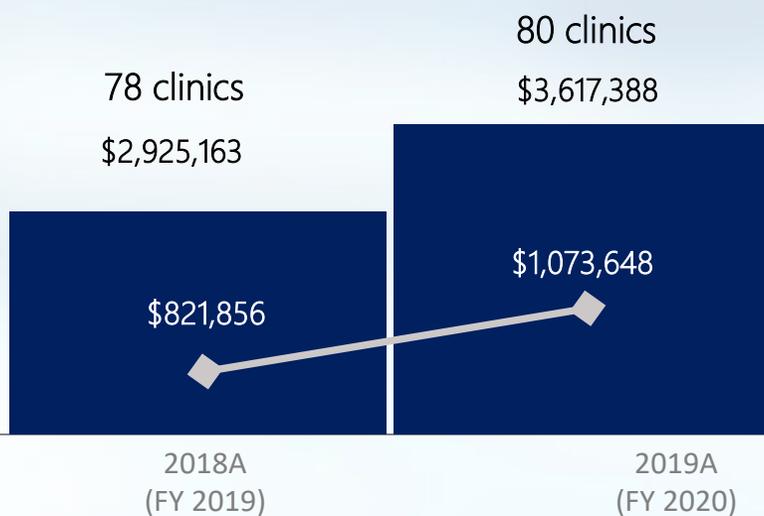
\*6 open currently in process of opening next 50 clinics.

**Targeting international expansion**

# REVENUE GROWTH STRATEGY

*Jack Nathan Health has multiple ways to drive revenue growth*

■ Revenue  
■ Normalized EBITDA



*Fiscal years ended January 31<sup>st</sup>*



Global Expansion

Open new clinics in Canada and internationally to drive stable, recurring revenue base



Practice Management

Move into practice management to capture topline billings



Technology & New Offerings

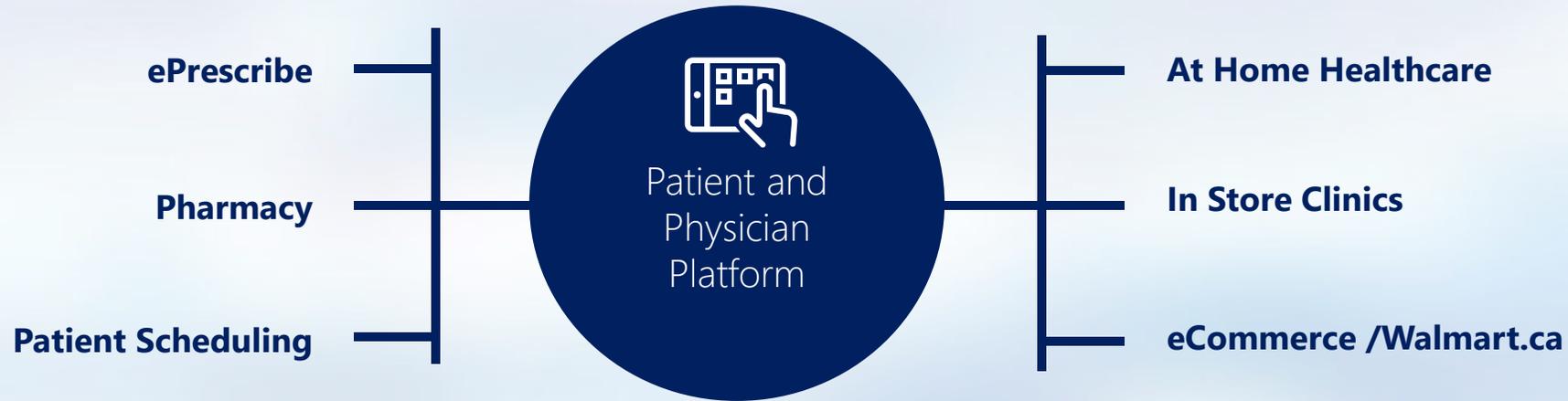
Leverage technology to drive patient/practitioner engagement



M&A

Acquire new products and services that generate additional revenue streams

*In-house technology will drive engagement, data collection and new service offerings*



## Technology Platform

- JNH will continue to integrate more technology to increase engagement and connectivity
- Our vision is to have one platform offering telemedicine, wholesale procurement, access to clinical trials, patient scheduling and more

## Ancillary Services

- JNH is crafting healthcare destinations by offering a variety of ancillary services including physiotherapy, RMT, etc.
- Delivering better patient outcomes while increasing revenue per clinic

# CREATING OPPORTUNITIES MANAGING THROUGH COVID-19

Immediately upon the “State of Emergency” being released into the market, JNH expedited the release of an Online Virtual Care Platform

This aggressive speed to market allowed for;

- All Canadians to connect with a physician by virtual care for all of their medical needs including COVID-19 Screening
- Patient’s maintained access to quality care via both ‘brick & mortar facilities’ and ‘virtual care’.
- Launched on Walmart.ca – the JNH Virtual Banner is helping broaden our reach to more Canadians during their time of need
- Partnered with Canada Health Infoway to launch Prescribe IT to all JNH Medical Clinics to further expand our digital experience allowing for our physicians to send prescriptions electronically through their own EMR to any patient pharmacy

## MILESTONES



March 17th

Launched Virtual Care to all Canadians



April 7th

Launched on Walmart.ca



May 15th

Partnered with Prescribe IT



Sept/Oct

Opened 2 new clinics in Kelowna, BC and Thornhill, ON



Oct 16th

Launched Telemedicine in Mexico



# MANAGEMENT TEAM



**George Barakat**  
CEO and Co-Founder

- 10+ years in the healthcare industry
- Walmart partner for over 25 years
- Authority in the healthcare business having travelled globally to build and sustain critical relationships and partnerships



**Michael Marchelletta**  
President and Co-Founder

- 12+ years in the technology and finance sectors
- Prior to JNH, Michael held positions managing Fortune 500 relationships with Bell and in the finance sector, including Merrill Lynch
- Dedicated to improving the patient experience around the globe



**David Berman**  
CFO

- 20+ years of experience as a public markets CFO
- Long history of working with TSXV, NASDAQ and CSE listed companies



**Serge Cinelli**  
Chief Technology Officer

- 15+ years working in digital health
- History of developing and implementing integrated payment, referrals, insurance claims, billings and EMR platforms.
- Former regulator with OntarioMD, responsible for EMR validation



**Dr. Glenn Copeland**  
Chief Medical Officer

- 45-year career with history of building and managing clinic networks
- Founder and former chairman and CEO of Cleveland Clinic Canada
- Consulting orthopedic podiatrist with the Toronto Blue Jays

# BOARD OF DIRECTORS



**George Barakat**  
CEO and Co-Founder

**Michael Marchelletta**  
President and Co-Founder

**Neil Labatte**  
Director

**Anthony DeCristofaro**  
Director

**Blake Lyon**  
Director

- 10+ years in the healthcare industry
- Walmart partner for over 25 years
- Authority in the healthcare business having travelled globally to build and sustain critical relationships and partnerships

- 12+ years in the technology and finance sectors
- Prior to JNH, Michael held positions managing Fortune 500 relationships with Bell and in the finance sector, including Merrill Lynch
- Dedicated to improving the patient experience around the globe

- 35+ years in real estate sector
- Current and former board member of several TSX-listed companies

- 55+ years in the computer industry
- CEO of app and cloud technologies develop Qnext
- Previously President and CEO of iseemedia Inc. and MGI Software Corp.

- Extensive hotel and resort asset management experience
- CEO and director of Skyline Investments
- Previously CFO at Brookfield Asset Management

# INVESTMENT HIGHLIGHTS

Building needed  
primary care and allied  
health capacity in the  
heart of communities



Clinics conveniently  
located inside Walmart;  
potential for growth  
both in Canada and  
internationally



Sustainable  
international growth  
strategy



Multiple opportunities  
to scale stable,  
recurring revenue base  
through allied health  
services and digital  
strategies



M&A strategy provides  
additional avenues for  
growth



# MARKET DATA

Exchange: Ticker	JNH: TSXV
Share Price (Feb 17, 2021)	\$0.87
Market Capitalization	\$68.82M
Shares Outstanding	80.02M
Options Outstanding	5.95M
Warrants Outstanding	0.59M
Fully Diluted Shares Outstanding	86.56M
Insider Ownership	55%



## Investor Contacts

**David Berman**

CFO

E: [david.berman@jacknathanhealth.com](mailto:david.berman@jacknathanhealth.com)

**Prit Singh**

Thesis Capital Inc.

E: [psingh@thesiscapital.ca](mailto:psingh@thesiscapital.ca)

T: (905) 510-7636