



JACK NATHAN  
HEALTH<sup>®</sup>

# INVESTOR PRESENTATION

May 2021

JNH: TSXV | JNHMF: OTCQB

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

# 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  
203\* in Mexico



1,500,000+ patient  
visits annually



# THE JNH PLATFORM

*Jack Nathan Health provides accessible and convenient, patient-first primary and urgent care as well as high-margin ancillary services.*



**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

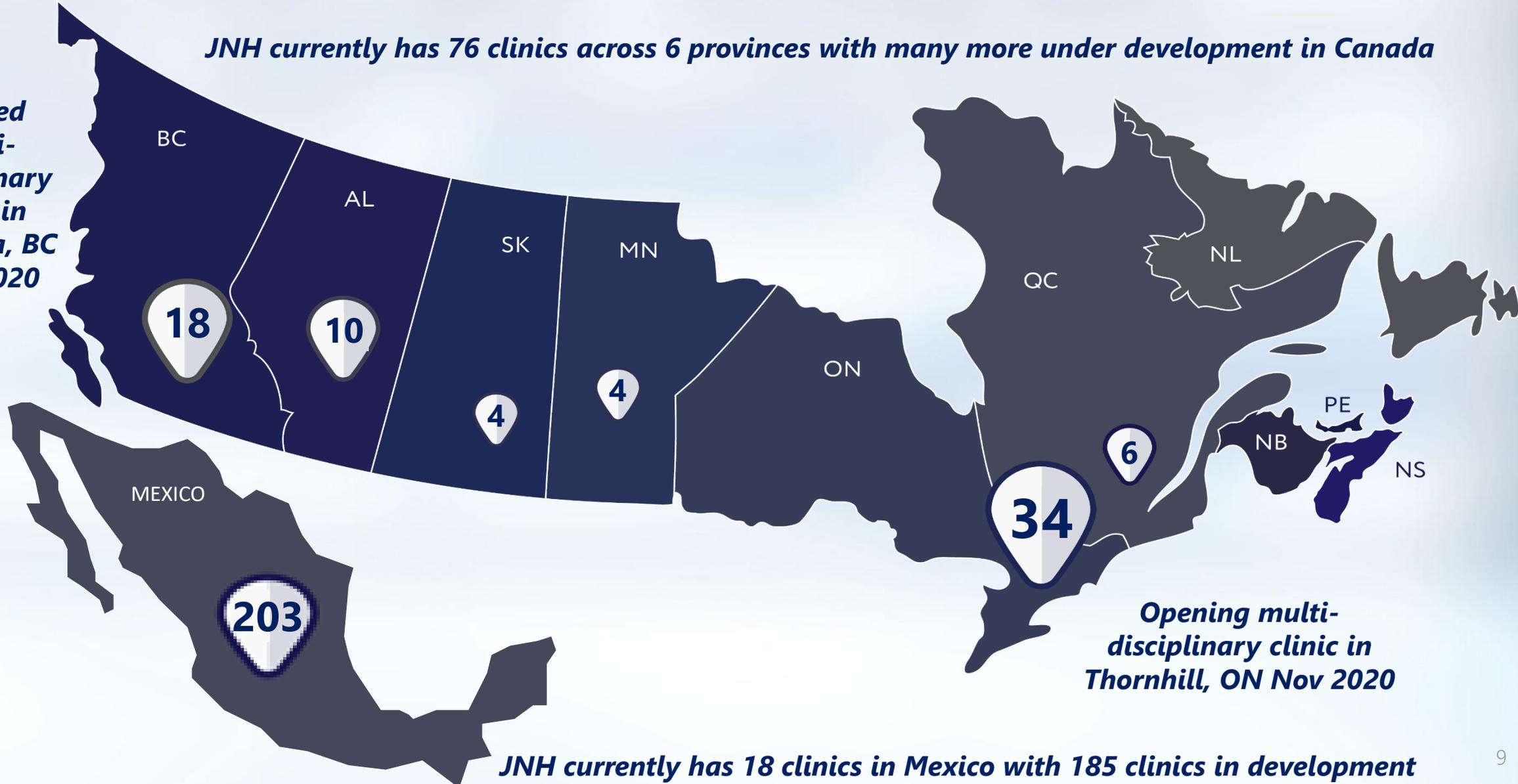
*Larger clinics drive availability to additional specialist healthcare services*



# 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 18 clinics in Mexico with 185 clinics in development*

# EXPANSION STRATEGY

*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

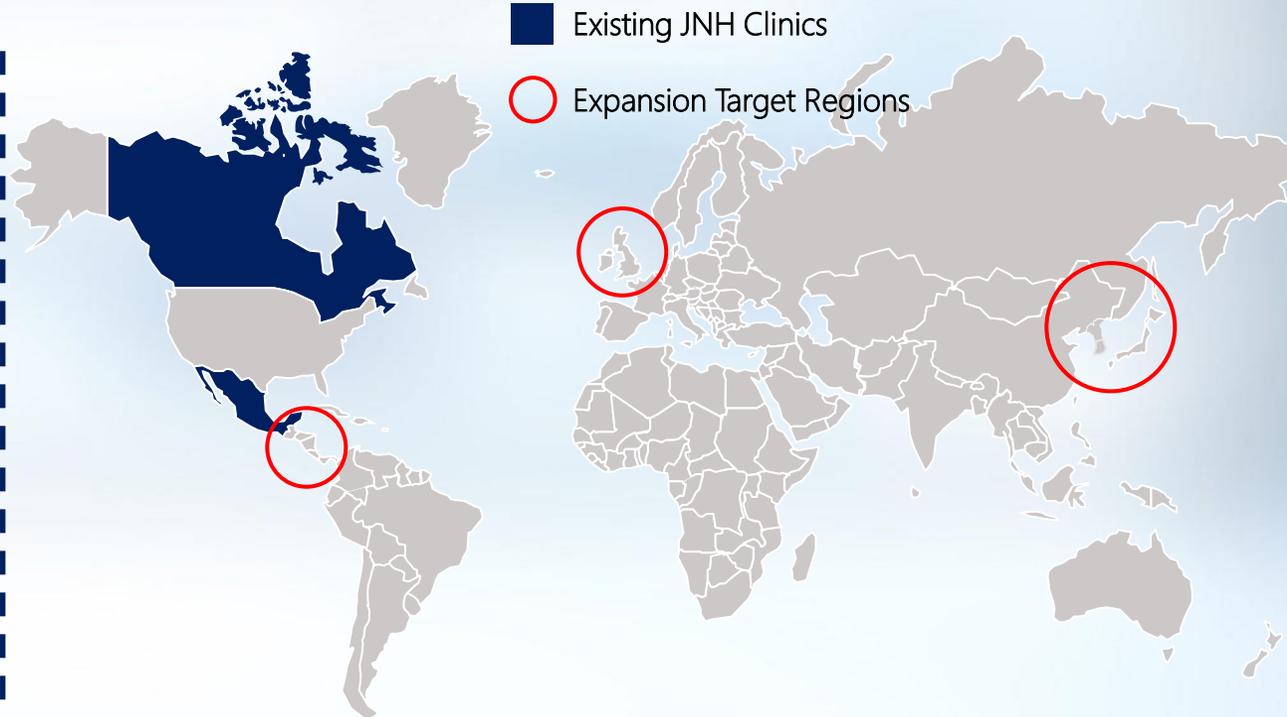


### Mexico

 Population: 122M

 Stores: 2,580

 JNH Locations: 203\*



*<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.*

*\*18 clinics are now open; JNH is currently in the process of opening the next 185 clinics*

**Targeting international expansion**

# COMPLETED ACQUISITIONS/EXPANSIONS

## January 11, 2021

- Jack Nathan Health acquired Writi, a leading technology start-up for long-term care (LTC) homes
- Writi serves 15 LTC homes and roughly 1600 beds, with an additional 15 LTC homes and 1600 beds rolling out beginning May 2021

## February 18, 2021

- Jack Nathan Health announced the accretive acquisition of Redeem Medispa, two locations, in Maple and Brampton
- Jack Nathan Health plans to expand MediSpa's operations in other JNH footprints in 2021 and beyond

## March 9, 2021

- Jack Nathan Health completed the acquisition of four medical clinics: Oshawa, Scarborough, Keswick and Ancaster
- The four clinics have revenues (\*unaudited 2019) that represent more than a 50% increase of JNH's current revenues

## March 22, 2021

- Jack Nathan Health completed the acquisition of its flagship location in Vaughan, Ontario
- The flagship clinic represents the largest JNH format (8172 sq. ft) and provides opportunities for significant growth and allied services

### Expansion in Mexico | Update:



*JNH started off with only 6 clinics at the beginning of 2021. Now, it has a total of 18 clinics.*

*On May 6, 2021, JNH announced that it plans to open 153 new clinics and advance a national telemedicine strategy with Walmart Mexico. The new clinics will bring JNH's total number of future clinics in Mexico to 203, all corporately owned and operated.*

## Higher Revenue Potential



Canada

*5 clinics in Canada are corporate-owned. JNH will continue to target the remaining 71 clinics and convert them into corporate-owned clinics*



JNH Flagship Location

*8,273 sq.ft. Medical Services including; Family Health, Medical Walk-In, Lab, Rehab (Physio & Chiro), MedSpa and onsite Telemedicine*



Mexico

*All 18 clinics in Mexico are corporate-owned*

*JNH is converting its existing licensed clinics into corporate-owned clinics as well as building new clinics that will offer standardized primary care and ancillary services under a corporate-owned model to capture topline revenue.*

# 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

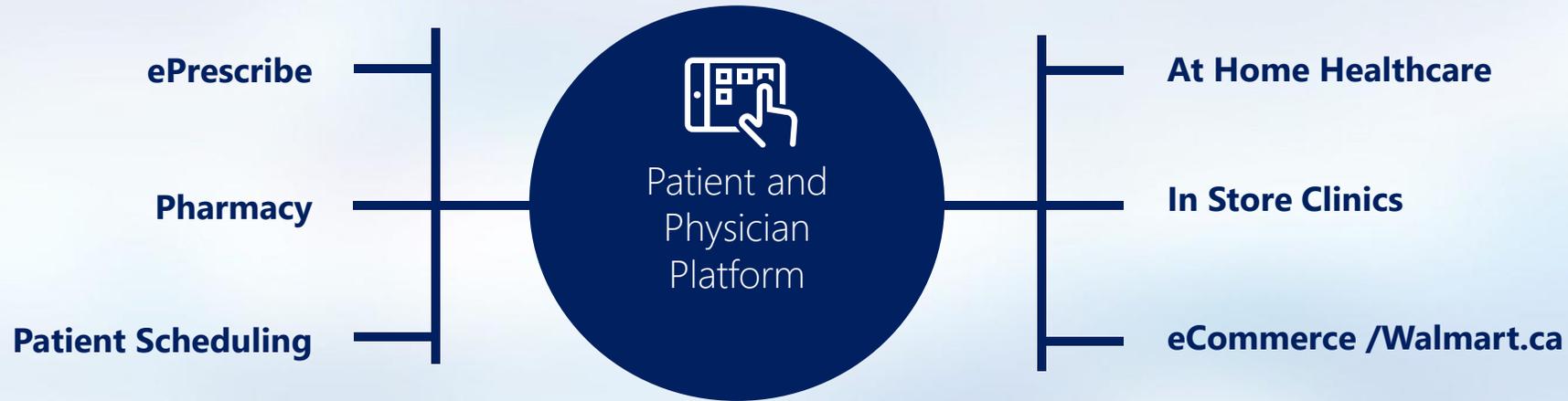
Leverage technology to drive patient/practitioner engagement



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 JNHMF: OTCQB
Share Price (April 30th, 2021)	\$0.73
Market Capitalization	\$58.41M
Shares Outstanding	80.02M
Options Outstanding	5.95M
Warrants Outstanding	0.59M
Fully Diluted Shares Outstanding	86.56M
Insider Ownership	55%



## Investor Contacts

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