

**UpHealth Investor Presentation** *November 2020* 

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Certain statements included in this Presentation that are not historical facts are forward-looking statements for purposes of the safe harbor provisions under the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements generally are accompanied by words such as "believe," "may," "will," "estimate," "continue," "anticipate," "intend," "expect," "should," "would," "plan," "predict," "potential," "seem," "seek," "future," "outlook," and 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. 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### **Disclaimer (continued)**

### Important Information And Where To Find It

In connection with the Proposed Business Combination, GigCapital2 intends to file a registration statement on Form S-4, including a proxy statement/prospectus (the "Registration Statement"), with the Securities and Exchange Commission (the "SEC"), which will include a preliminary proxy statement to be distributed to holders of GigCapital2's common stock in connection with GigCapital2's solicitation of proxies for the vote by GigCapital2's stockholders with respect to the Proposed Business Combination and other matters as described in the Registration Statement, and a prospectus relating to the offer of the securities to be issued to each of UpHealth's and Cloudbreak's stockholders in connection with the Proposed Business Combination. After the Registration Statement has been declared effective, GigCapital2 will mail a definitive proxy statement/prospectus, when available, to its stockholders and UpHealth's and Cloudbreak's stockholders. Investors and security holders and other interested parties are urged to read the proxy statement/prospectus, and any amendments thereto and any other documents filed with the SEC when they become available, carefully and in their entirety because they contain important information about GigCapital2, UpHealth, Cloudbreak and the Proposed Business Combination. Investors and security holders may obtain free copies of the preliminary proxy statement/prospectus and definitive proxy statement/prospectus (when available) and other documents filed with the SEC by GigCapital2 through the website maintained by the SEC at http://www.sec.gov, or by directing a request to: GigCapital2, Inc., 1731 Embarcadero Road, Suite 200, Palo Alto, CA 94303.

### No Offer Or Solicitation

This communication does not constitute an offer to sell or a solicitation of an offer to buy, or the solicitation of any vote or approval in any jurisdiction in connection with a proposed potential business combination among UpHealth, Cloudbreak and GigCapital2 or any related transactions, nor shall there be any sale, issuance or transfer of securities in any jurisdiction where, or to any person to whom, such offer, solicitation or sale may be unlawful. Any offering of securities or solicitation of votes regarding the proposed transaction will be made only by means of a proxy statement/prospectus that complies with applicable rules and regulations promulgated under the Securities Act of 1933, as amended (the "Securities Act") and Securities Exchange Act of 1934, as amended or pursuant to an exemption from the Securities Act or in a transaction not subject to the registration requirements of the Securities Act.

### **Participants In The Solicitation**

GigCapital2, UpHealth and Cloudbreak and their respective directors and certain of their respective executive officers and other members of management and employees may be considered participants in the solicitation of proxies with respect to the Proposed Business Combination. Information about the directors and executive officers of GigCapital2 in its Annual Report on Form 10-K, filed with the SEC on March 30, 2020. Additional information regarding the participants in the proxy solicitation and a description of their direct interests, by security holdings or otherwise, will be set forth in the Registration Statement and other relevant materials to be filed with the SEC regarding the Proposed Business Combination. Stockholders, potential investors and other interested persons should read the Registration Statement carefully before making any voting or investment decisions. These documents, when available, can be obtained free of charge from the sources indicated above.

### Financial Information; Non-GAAP Financial Measures

The financial information and data contained in this Presentation are unaudited and do not conform to Regulation S-X. Accordingly, such information and data may not be included in, may be adjusted in or may be presented differently in, the Registration Statement or any other document to be filed by GigCapital2 with the SEC. Some of the financial information and data contained in this Presentation, such as earnings before income taxes, depreciation and amortization ("EBITDA"), have not been prepared in accordance with United States generally accepted accounting principles ("GAAP"). GigCapital2, UpHealth and Cloudbreak believe these non-GAAP measures of financial results provide useful information to management and investors regarding certain financial and business trends relating to UpHealth's and Cloudbreak's financial condition and results of operations, respectively. Each of UpHealth's and Cloudbreak's management uses these non-GAAP measures for trend analyses and for budgeting and planning purposes. GigCapital2, UpHealth and Cloudbreak believe that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating projected operating results and trends in and in comparing each of UpHealth's and Cloudbreak's financial measures with other similar companies, many of which present similar non-GAAP financial measures to investors. Each of UpHealth and Cloudbreak is not able to forecast net income on a forward-looking basis without unreasonable efforts due to the high variability and difficulty in predicting certain items that affect GAAP, and therefore has not provided a reconciliation for forward-looking EBITDA. Management does not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses and income that are required by GAAP to be recorded in UpHealth's and Cloudbreak's financial measures. In order to co

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### Overview of GigCapital2

### GigCapital2, Inc. Overview

- GigCapital2, Inc. (NYSE: GIX) is a \$174M publicly traded Special Purpose Acquisition Company ("SPAC") / Private-to-Public-Equity ("PPE")
- GigCapital2's IPO was completed in June 2019
- Led by a proven management team of experienced entrepreneurs and executives
  - Extensive public company management and board experience
  - Complementary and overlapping networks
  - Deep understanding and proven experience of M&A, strategy and technology

### Track Record of Successful SPAC/PIPE Transactions



### **Track Record of Successful SPAC/PIPE Transactions**

















### **GigCapital2 Leadership Team**



- Executive Chairman and Founding Managing Partner of GigCapital Global and all its entities, including GigCapital2
- Founder, COB, CEO GigOptix / GigPeak (NYSE: GIG)
- Serial entrepreneur and angel investor with 30+ years of experience in the technology sector

**Dr. Avi Katz**Executive Chairman



Dr. Raluca Dinu CEO, President & BOD Member

- Board of Directors Member and Founding Managing Partner of GigCapital Global, CEO, President of GigCapital2
- Previously General Manager / Vice President at Integrated Device Technology (IDT), which was acquired by Renesas Electronics Corp.
- COO of GigPeak, led the transfer and integration of the team from GigPeak into IDT post the acquisition of GigPeak by IDT in 2017



**Neil Miotto** *BOD Member* 

- Board of Directors Member
- Previously Partner at KPMG, where he spent 27 years before retiring in 2006
- SEC reviewing partner while at KPMG
- Served on the Board of Directors of Micrel from 2007 to 2015 and GigPeak from 2008 until its sale in 2017

### **Presenters**



**Dr. Chirinjeev Kathuria** *Co-Chairman & Co-Founder* 



Ramesh Balakrishnan Co-Chief Executive Officer



**Al Gatmaitan, DSc, FACHE** *Co-Chief Executive Officer* 



Mariya Pylypiv, Ph.D. Vice Chairwoman, Co-Founder & Chief Strategy Officer



**Martin Beck** Chief Financial Officer

# Vision

### **UpHealth: Reshaping Healthcare Across the Continuum of Care**

Create a single, integrated provider of best-in-class technologies and services essential to personalized, affordable and effective care







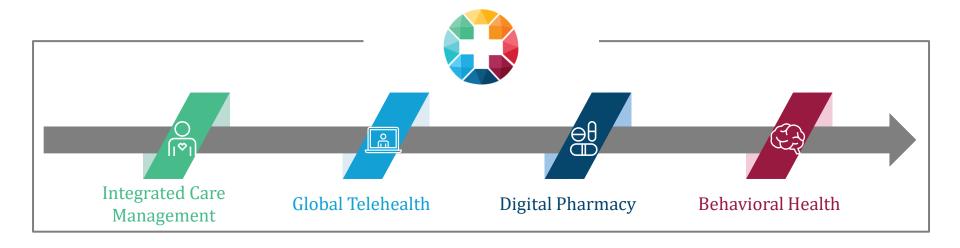








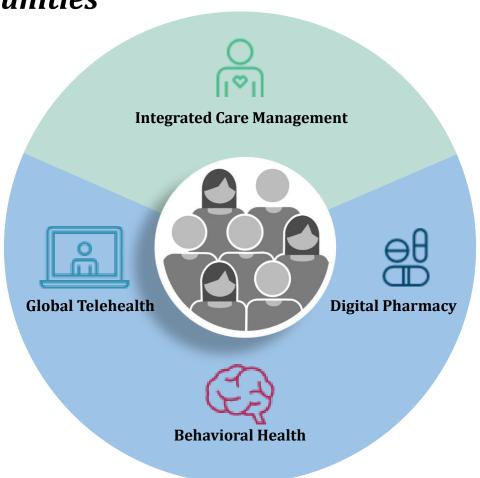
Multifaceted integrated approach to processes, services and technologies



### **Powering Healthcare's Digital Transformation**

### **Enabling** healthier communities

Simplified **digital front door,** connecting evidence-based care, workflows and services



Transforming care delivery

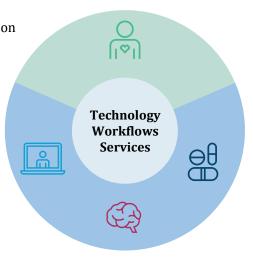
### UpHealth at a Glance: A Unified Global Digital Health Platform

Platform Business Lines

Patient-centric digital health technologies and tech-enabled services to manage health and integrate care

Delivering four capabilities at the center of population health management & telehealth:

- Integrated Care Management Platform population health solutions for patients with complex medical, behavioral health, and social needs
- Global Telehealth digitally enabling the continuum of care with award-winning digital primary care and specialty consultations globally
- Digital Pharmacy full service ePharmacy delivering compounded and manufactured medications
- Behavioral Health tech-enabled services rapidly digitizing mental health and substance abuse



End Markets Served

Empowering providers, health systems, health plans and government payors to improve outcomes, quality, access and cost of healthcare











Health Systems / Medical Groups

**Health Plans** 

**Government Ministries** 

Employer Health

**Education** 

2020E Revenue \$115M 2020E EBITDA Margin **12%** 2021E Revenue \$194M 2021E EBITDA Margin 12%

US Healthcare Venues Served by Domestic Telehealth

1,800+

**State Rx Licenses** 

**50** 

Notes:

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### **Investment Highlights**



### Opportunity

### **UpHealth Addresses Critical Needs in Healthcare Delivery**

### **Challenges Facing Healthcare**



### **Aging Population**

46M adults 65+ in the U.S., expected to grow by 18M within 10 years(1)



### **Rising Chronic Illness Burden**

In U.S., 81% of hospital admissions, 91% of prescriptions and 76% of physician visits attributable to chronic care<sup>(2)</sup>



### **Healthcare Cost Escalation**

800M people spend 10%+ of their budgets on health expenses<sup>(3)</sup>



### **Inequitable Access**

Over half of the world's population cannot obtain essential health services(3)



### **Impact of COVID-19**

COVID-19 has strained health systems and caused patients to avoid traditional care settings



- Rural Health Information Hub
- Modern Healthcare
- (3) World Health Organization



### **Meeting Patients Anywhere**

Enabling a critical shift in care setting from the clinic office to the home



### **Delivering Integrated Care**

Enabling providers to more effectively manage patients according to their individual risk profile



### **Reducing the Cost of Care**

Reducing cost through improved coordination of care and evidence-based clinical decisions



### **Improving Access to Care**

Bridging local and digital care delivery to reach proximate, remote and dispersed populations

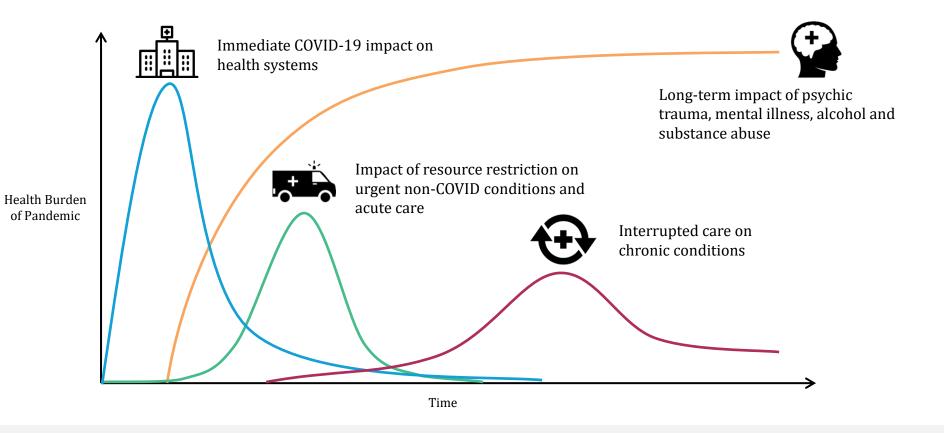


### **Addressing Impact of COVID-19**

Delivering care to patients in need and enabling remote access to providers

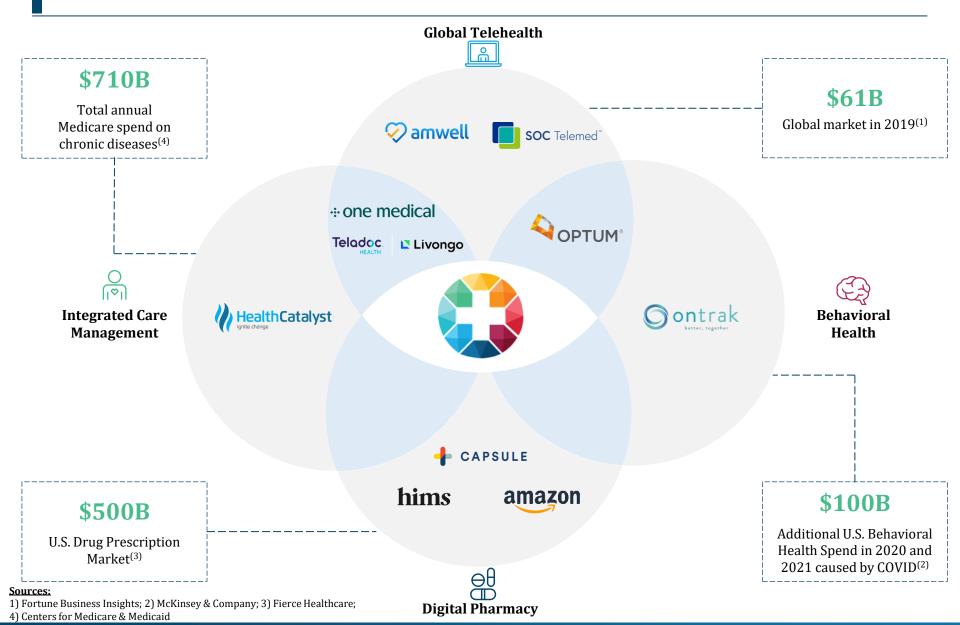
### **COVID Accelerated 10 Years of Digital Health Progress in 3 Months**

COVID-19 has accelerated the digital transformation of healthcare to engage displaced patient populations



UpHealth is **exceptionally well positioned** to meet the immediate impact of COVID-19, as well as the new normal of care delivery post-pandemic where **digital health plays a more prominent role in integrated care coordination** 

### **UpHealth at the Nexus of Multiple Global Growth Markets**



### **An Emerging Growth Leader in the Fastest Growing Markets**

**Integrated Care Management** 



Global Telehealth



Digital Pharmacy

Behavioral Health



### 117M adults

one or more chronic conditions1

\$1.35T Medicare/Medicaid<sup>1</sup>

### \$61B

growing at 25.2% CAGR through 2027<sup>2</sup>

### \$250B

US healthcare spend that could be virtualized in 2020<sup>3</sup>

### \$500B<sup>4</sup>

10x eRx increase in 1020<sup>5</sup>

### 1 in 5 Americans

have behavioral health disorders<sup>3</sup>

### \$100B - \$140B

 $\begin{array}{c} \text{in incremental behavioral health spend} \\ \text{in 2020-21}^3 \end{array}$ 



### \$18M 2020E Revenue

### Serving:

- The largest US public health plan
- 60+ self-insured employers



### \$50M

existing & signed agreement revenue through 2022

### \$200M+

international contract being negotiated across several large agreements

### \$37M 2020E Revenue

### Serving:

- 1,800 US healthcare venues
- Delivering solutions in the US, India, Southeast Asia & Africa



### \$80M

Revenue from contracted agreements through 2021

### **Use Case Expansion**

within vast US Health Systems footprint

### **Country-wide contracts**

across international markets

### \$28M 2020E Revenue

### Serving:

- Network of 13,000 providers
- DTC shipping



### \$31M

revenue expansion opportunity through 2022 within dermatology and cannabidiol

### **RFP discussions**

providing manufactured medications to medical groups

### \$32M 2020E Revenue

### Serving:

- Network of 160+ providers
- In/Out Network Medicare/Medicaid



### \$47M

national rollout of Intensive Outpatient (IOP) Services launching in 2021

### **Regional Expansion** mental health and substance abuse

nental health and substance abuse services within Florida and the Southeast

### Sources:

1) Centers for Medicare & Medicaid Services (CMS.gov); 2) Fortune Business Insights; 3) McKinsey; 4) Fierce Healthcare; 5) NPC



### **Guiding an Integrated, Coordinated & Personalized Care Experience**

Integrated & Coordinated
Care Teams
Proactive, Connected
& Data-Driven

Personalized & Guided
Care Experience
Frictionless, Engaging &
Easy to use

Cumbersome & Complex Single Encounter Inaccessible, Inefficient, Poor Experience

**Current State** of Healthcare

Siloed, Episodic Care & Specialty Services Reactive, Fragmented, Disjointed

### **Integration Roadmap Codifies Long-Term Vision, Upside**

UpHealth will drive extensive topline growth across the platform through new contracts, expanded capabilities, integrations and cross-sell opportunities



US network

Integrate Telepsychiatry

across platform and launch

**Remote Patient Monitoring** 

with Connected devices

- Expand digital dispensary and
- Integrate ePharmacy with Telehealth

Telehealth network

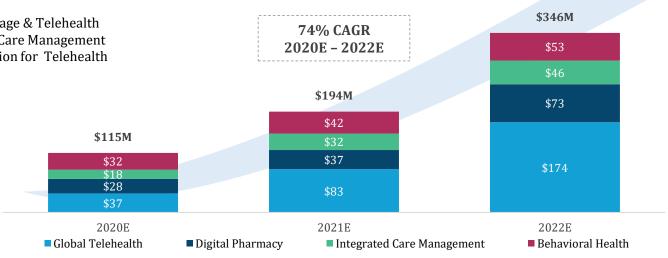
- Integrate Language & Telehealth into Integrated Care Management
- Staff augmentation for Telehealth and Telesitting



- Expand Telepsychiatry across US
- Deploy joint company platform into rural/underserved community
- Language Services & Population Health for International Markets

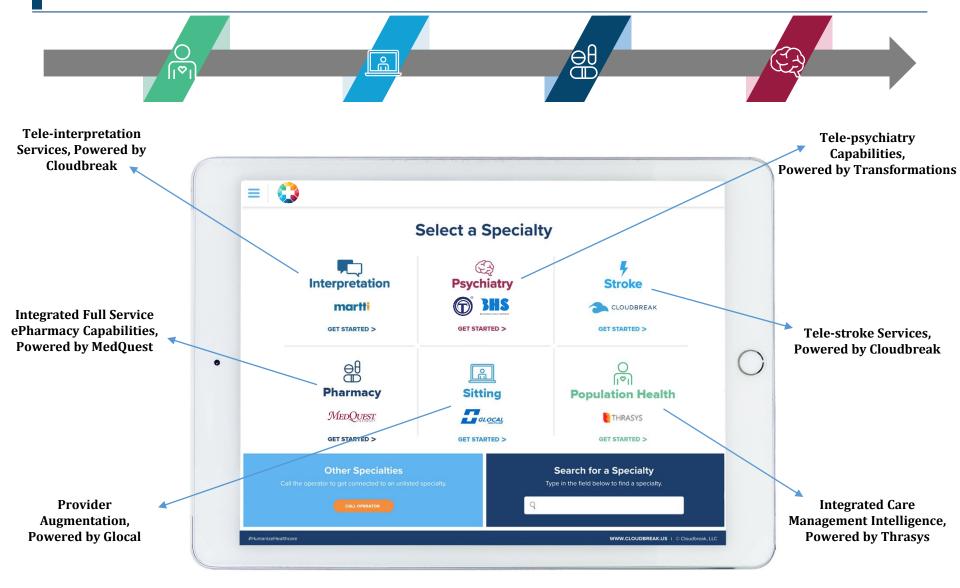


- · Predictive Analytics
- ML & AI for chronic care management and psychiatry



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### A Digital Front Door Enabling The Continuum of Care



Notes:

Reflects current integration plans

## Platform

### **Delivering Market Leading Solutions Across Four Capabilities**





Extensible population health and chronic care platform



Initial multi-year contract term with annual renewal



Global Telehealth

Global provider of virtual consultations and local care spanning the care continuum



Multi-year recurring revenue contracts with auto-renewals

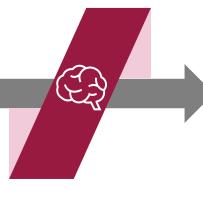


**Digital Pharmacy** 

Full-service online pharmacy offering retail and compounded medications



Cash pay & prescription volume-driven revenue



Behavioral Health

Behavioral & substance abuse specialists offering onsite and telehealth services



Fee-for-Service



Health Systems / Medical Groups



**Health Plans** 



Government Ministries



Employer Health

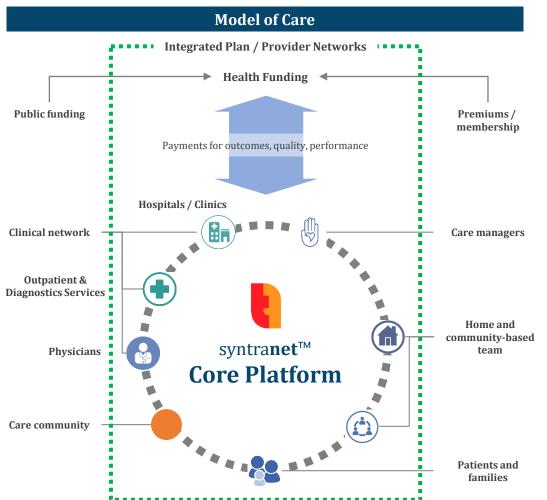


**Education** 

### **Integrated Care Management Platform**







### syntranet™ Core Platform

Platform for heath plans, health systems, government agencies and community organizations to create connected care communities and manage health, quality, and costs.

### Core Features

- Integrate and organize information across provider, plan, county and other data sources
- Advanced analytics with predictive models to gain insight into population and individual health
- Workflow applications coordinate program care teams across in/out-patient, home & communitybased settings
- State of the art architecture with expert system based rules, configurable workflows and scalable microservices

### **Global Telehealth - Domestic**

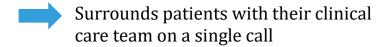




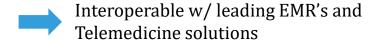




### Unified Telemedicine Across the Care Continuum







A Leading Network of US Hospital Systems





### **Improving Access**

Caring for patient when they need it and where they are most comfortable

### Care Coordination

Coordinating treatment and directing patient to appropriate care venue when escalation is required

### **Accessing Specialists**

Empowering providers with the ability to create a patient-centric Precision Care Team

### By The Numbers (in 2020)

1.5M+

Monthly Minutes of

**Usage** 

100,000+

Encounters per Month 14,000+

Video Endpoints 1,800+

U.S. Based Healthcare Venues 250+

Languages Covered

### **Global Telehealth - International**





### **Geographic Footprint**



### **Products**

Digital dispensary to deliver healthcare safely in hard to reach locations



Virtual on-demand clinic for identifying patients and automated TeleCRM



Clinical decision support system for differential diagnosis, investigation, treatment protocols, etc.

### **Litmus MX**

Primary health terminal with remote examination and instant diagnostics



Automated medicine dispenser that provides access for patients in remote cities and towns

### **Glocal's Representative Awards**



Social Entrepreneur of the Year, 2020



Public Appreciation Award, 2020





FROST & SULLIVAN



### **Digital Pharmacy**





### **Digital Pharmacy At a Glance**

- A full-service retail pharmacy, licensed in all 50 states
- Delivery of compounded and manufactured prescriptions
- Operates a 40,000 square foot facility with the ability to expand another 40,000 square feet at the same location
- eMedplus system certified by the DEA as EPCS Certified
- Directly integrated with surescripts





### By The Numbers (in 2020)

40,000 Sq. Ft. of Existing **Facility** 

**50 State Licenses** 

>95% **Orders Shipped** 

within 24 Hours

130 +Relationships with **Members of Congress** 



### **Tech-Enabled Behavioral Health**









### Mental Health Segment At a Glance

- Acute and chronic / specialized outpatient behavioral health
- Mission is to improve the mental health and well-being of patients who are impacted by mental illness

### **Substance Abuse Segment At a Glance**

- Rehabilitation and substance abuse services, operating seven entities in Florida.
- Dramatically expanded use of telehealth for medical and clinical services, leveraging the UpHealth platform to increase volumes across its service lines.



### **Delivering Value to Patients, Providers & Payors**

UpHealth will serve as a single source for services and technologies essential to the delivery of affordable and effective care

				Platform Offerings	<u>Value Delivered</u>
Inte	grated Care Management	Patients	Award-winning design blending on-site, at-home and telehealth care delivery	Delivering access to care across <b>primary, behavioral</b> and <b>pharmacy</b> service lines	
	Digit Behavioral Health	OA	Providers	A digital front door managing complex patient populations across the continuum of care	Holistic care management tools enable cost-effective value-based clinical decision support
		Digital Pharmacy	Payors	Enabling the <b>management of healthcare spend</b> for national populations and complex patients	Delivering <b>cost-effective care</b> through a convenient and affordable delivery model
			Pharma	Full retail digital pharmacy delivering compounded & manufactured Rx to all 50 states	Access to <b>14,000+ health</b> care clinics and their providers

### **Extensive Reach Across Major Health Systems & Payors Globally**

*UpHealth's digital health services are currently utilized globally across the continuum of care* and touch over 1,800 healthcare venues in the US and beyond

Academic



































































































































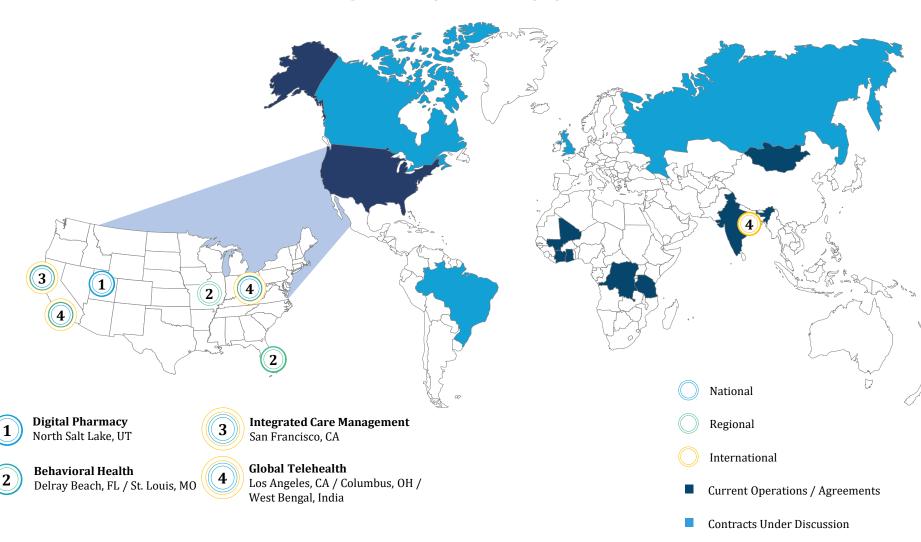






### A US-Based Business with a Global Footprint

UpHealth's platform will be comprised of a global network of patients, providers and payors, addressing complex care challenges in developed and developing markets



### Financials



### **Financial Highlights**

Strategically Selected Digital Health Capabilities Addressing a Global Market Need A Unified Platform Streamlining the Delivery of Effective, Affordable Care



1

Diversified revenue base and unique positioning in the market

Profitable with pro forma \$115M revenue and \$13M EBITDA in 2020 growing to \$194M and \$24M, respectively, in 2021 – 91% USA / 9% ROW revenue in 2020

Near-Term Projections

77%
2021E
Domestic Revenue

2

Significant Growth at Scale within Established US & International Footprint

Expanding profitability enables reinvestment into the platform's growth engines, driving expansion across domestic and international markets

74% 2020-2022 Revenue CAGR

3

Substantial Visibility into Accelerating Growth

Signed contracts provide visibility into near-term revenue forecast

69% 2021E Growth Is Contracted

4

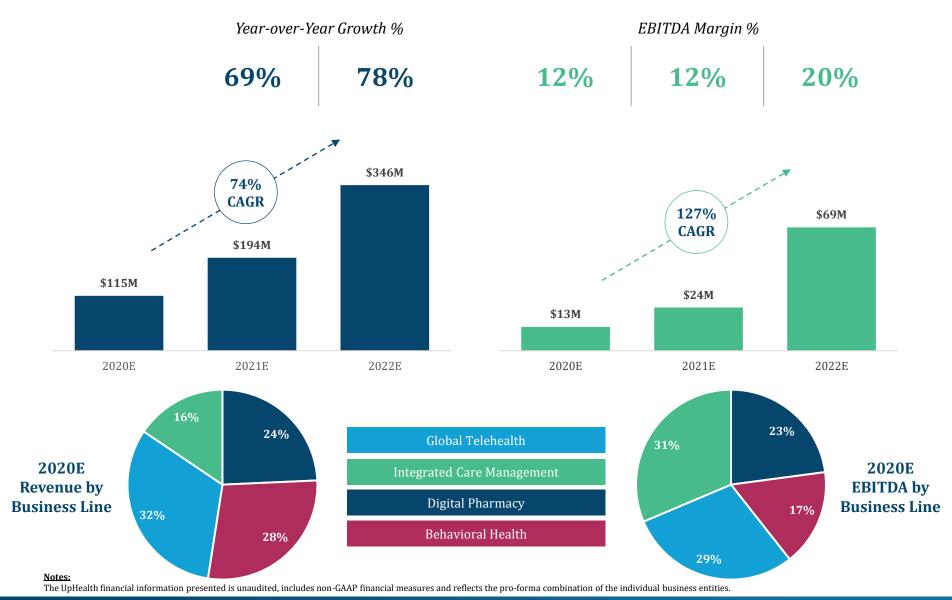
Strong Profitability for Reinvestment in Growth

Profitable business lines enable substantial reinvestment in UpHealth's growth engines, while platform synergies offer upside beyond the \$24M EBITDA forecast for 2021

\$24M 2021E EBITDA

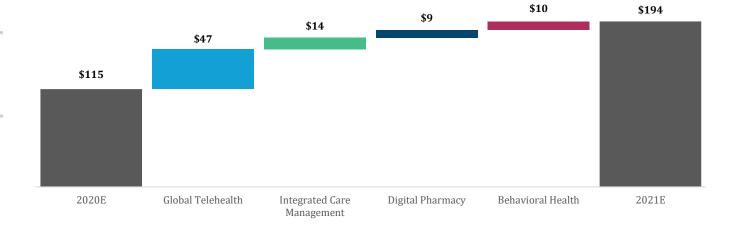
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### **Combination of Predictable Growth & Profitability**

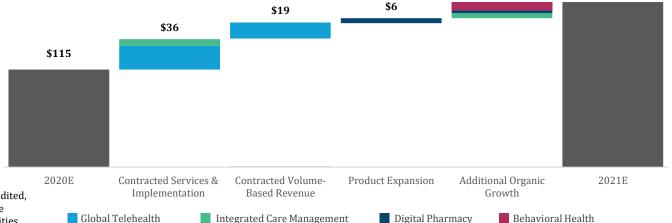


### 2021 Revenue Bridge

### **By Business Unit**



### By Growth Category



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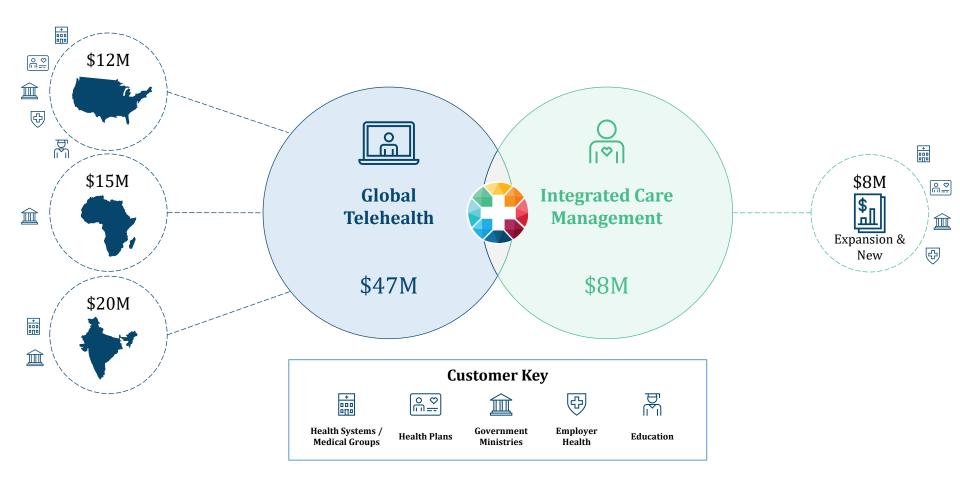
\$194

\$19

### **Visibility Into Near-Term Incremental Revenue Growth**



UpHealth has extensive visibility into accelerating near-term growth, \$55M of which is contracted in 2021, representing 69% of the Company's 2021 projected growth



# Team

### **UpHealth Executive Leadership Team**



**Dr. Chirinjeev Kathuria** *Co-Chairman & Co-Founder* 



**Dr. Avi Katz** *Co-Chairman* 



**Al Gatmaitan, DSc, FACHE**Co-Chief Executive Officer &
President



Ramesh Balakrishnan Co-Chief Executive Officer



Syed Sabahat Azim, MD Chief Executive Officer, International



Mariya Pylypiv, Ph.D. Vice Chairwoman, Co-Founder & Chief Strategy Officer



**Jamey Edwards** *Chief Operating Officer* 



**Martin Beck** Chief Financial Officer



**Jeffery Bray**Chief of Legislative &
Regulatory Affairs



Bobby Kathuria, MD
Acting
Chief Medical Officer



Nashina Asaria Chief Product & Marketing Officer



Azfar Malik, MD
President,
Behavioral Health

### **UpHealth Executive Leadership Team**

### Dr. Chirinjeev Kathuria

Co-Chairman & Co-Founder

Dr. Chirinjeev Kathuria is an Indian-American investor. businessperson, and philanthropist. Dr. Kathuria cofounded several leading companies in medical field that include: American Teleradiology NightHawks, Inc., Ocean Biomedical, and UpHealth. American Teleradiology NightHawks, Inc. merged with NightHawk Radiology Holdings, Inc., and the combined company went public on NASDAQ. Dr. Kathuria also co-founded Ocean Biomedical which recently announced a Malaria Vaccine discovery.

### **Education:**

MBA - Stanford University MD -Brown University

### Al Gatmaitan, DSc, FACHE

Co-Chief Executive Officer & President, UpHealth

Dr. Gatmaitan is an independent healthcare executive having just served as Chief Operating Officer of IU Health, a top 25 health system with over \$6.3 billion in annual revenues. Dr. Gatmaitan has over 30 years of hospital and health system senior executive experience focused on building high performing teams and integrating operations across multiple sites. Dr. Gatmaitan served as the first president of both a \$200 million start-up hospital and a \$450 million fully integrated regional market within III Health.

### **Education:**

PhD - University of Alabama MHBA - Indiana University

### Ramesh Balakrishnan

Co-Chief Executive Officer, UpHealth

Dr. Balakrishnan is a serial entrepreneur who has founded and profitably exited several technology companies. Dr. Balakrishnan worked as director of application Products at Measurex Corp., after which Dr. Balakrishnan joined Asyst Technologies as Vice president. Dr. Balakrishnan then co-founded ePropose, a company he successfully exited in 2001. Currently Dr. Balakrishnan is a co-Chief Executive Officer of UpHealth and leads Thrasys, Inc. (Integrated Care division of UpHealth). Thrasys provides cloud-based solutions for population health management, interoperability, analytics, care coordination and automation.

### **Education:**

PhD - Stanford University MS - Stanford University

### **Martin Beck**

Chief Financial Officer

Mr. Beck is the CFO of UpHealth and is also a Managing Director at MAT Capital LLC. Previously, Mr. Beck spent a large portion of his career as an investment banker in the healthcare and industrials sectors, including with JPMorgan where specialized in M&A and at Macquarie Capital where he focused on both M&A and principal transactions. Mr. Beck also served as Managing Director of Weichai Power Co. where he led International Corporate Development.

### **Education:**

MBA - New York University; JD - Northwestern University School of Law AB - Princeton University

# **UpHealth Executive Leadership Team (continued)**

# Mariya Pylypiv, Ph.D.

Vice Chairwoman, Co-Founder & Chief Strategy Officer

Dr. Pylypiv is co-founder, Vice Chairman and Chief Strategy Officer of UpHealth. Dr. Pylypiv also serves as an Investment Banker and Corporate Development Associate for a top tier accounting firm. Dr. Pylypiv serves on several advisory boards for companies in digital health, drone, and investment management end markets. Previously Dr. Pylypiv worked at a quantitative hedge fund (AUM \$350 million peak assets) and worked on the development of new equity strategies.

### **Education:**

PhD - Purdue University

# **Jamey Edwards**

Chief Operating Officer

Mr. Edwards will be the Chief Operating Officer of UpHealth, and leads Cloudbreak Health operations (division of UpHealth). Previously, Mr. Edwards was the CEO of **Emergent Medical Associates.** During his tenure at EMA, it grew into the leading multi-specialty group (ER, Hospitalist, Anesthesia) in the southwest US and was honored as a 4x INC. 5000 & 2x Modern Healthcare Hottest company. Mr. Edwards remains with EMA as a Board Member. He is also Board Member for Los Angeles Chapter of the American Red Cross. American Heart Association, the Partners in Care Foundation and the Young President's Organization (Santa Monica Bay Chapter).

## **Education:**

MBA - Cornell's Johnson Graduate School of Management

# Syed Sabahat Azim, MD

Chief Executive Officer, International

Dr. Azim is Chief Executive Officer of UpHealth's International Operations and leads Glocal Healthcare (division of UpHealth). Dr. Azim served the Indian government in various positions like the Secretary to the Chief Minister and Director of IT. Dr. Azim has been declared Social Entrepreneur of the Year 2020 by the World Economic Forum's Schwab Foundation for Social Enterprise. His innovation HellolyfCX Digital Dispensary was awarded the Public Appreciation Award 2020 by UN Innovation at the Health Innovation Exchange HIEx2020 as the most innovative technology to meet the Sustainable Development Goals of UN.

### **Education:**

MD - JN Medical College

# **Jeffery Bray**

Chief of Legislative & Regulatory
Affairs

Mr. Bray will be the Chief Legislative & Regulatory Officer of UpHealth. Mr. Bray has cultivated a tremendous relationship with both the FDA and Congress. It has met with over 150 members of Congress, and has become a leading voice for the compounded pharmaceutical industry. Mr. Bray is also a CEO of Innovations Group, Inc. and MedQuest Pharmacy, currently servicing patients and prescribers in all 50 states with their needs in education, pharmacy, nutritional supplements and diagnostic testing.

### **Education:**

MBA - University of Utah MS - University of Utah



# **UpHealth Executive Leadership Team (continued)**

# **Bobby Kathuria, MD**

Acting Chief Medical Officer

Dr. Kathuria is an entrepreneur and licensed physician who holds licenses in the states of Illinois. New York, Ohio, Texas, District of Columbia, Virginia, Florida, and Pennsylvania (among others). Dr. Kathuria is Board Certified in Internal Medicine and a Department of Transportation Certified Medical Examiner. Dr. Kathuria has practiced Occupational Medicine for over 20 years and thoroughly understands the Occupational Medicine arena from operations, corporate correspondence with clients, finance, reimbursement, and OSHA guidelines.

### **Education:**

MD - University of Illinois MBA - University of Chicago

## Nashina Asaria

Chief Product & Marketing Officer

Ms. Asaria will be the Chief Product and Marketing Officer of UpHealth. She is also a Board Member and Chief Product Officer for Cloudbreak Health LLC. Ms. Asaria was the Chief Commercial Officer for LifeO, a data science/ computational systems biology company serving the technology, insurance, health and pharma industries and led strategy and commercial efforts including partnerships with 3 top tech companies, top reinsurers, the largest global wellness services provider, the largest global life and health insurance company, and the largest mobile device company. Ms. Asaria has also worked with Dr. Patrick Soon-Shiong as a senior member Nantworks Inc.

## **Education:**

BSc - The London School of Economics and Political Science

# Azfar Malik, MD, MBA, DFAPA

President, Behavioral Health

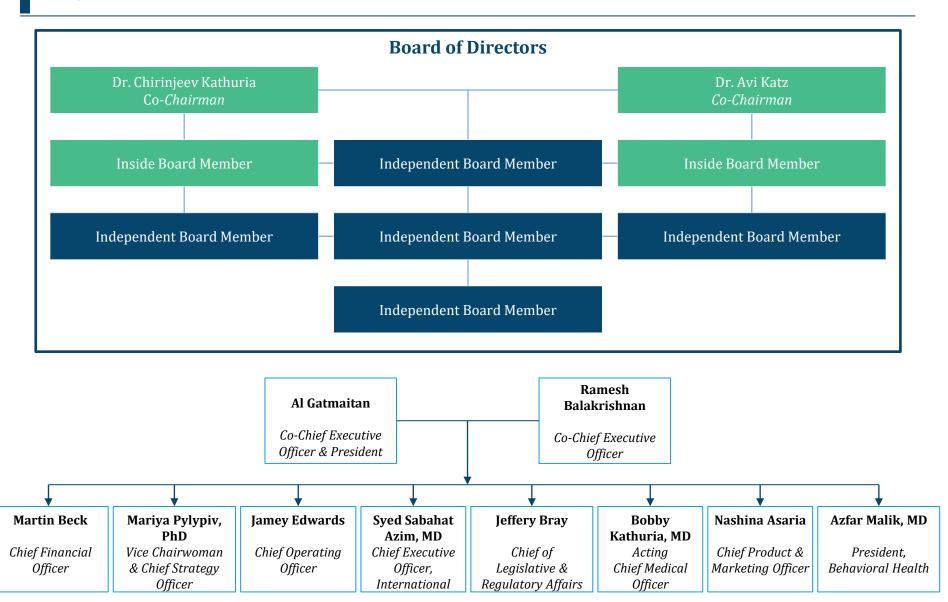
Dr. Malik is a President of Behavioral Health Division of UpHealth. Dr. Malik is Founder, President and CEO of Sunshine Residential Facilities. Dr. Malik is President & CMO center Pointe Behavioral Health systems at CenterPointe Behavioral Health System. Dr. Malik also serves as an Associate Clinical Professor in the Psychiatry Department at St. Louis University Health Science Center.

### **Education:**

MD - Dow Medical College in Karachi, Pakistan MBA - Washington University

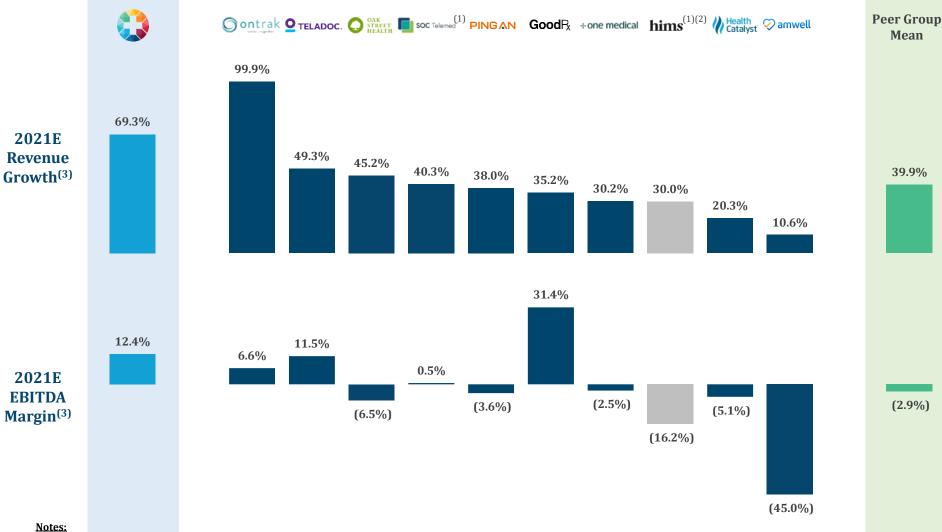


# **Organizational Chart**



# Valuation

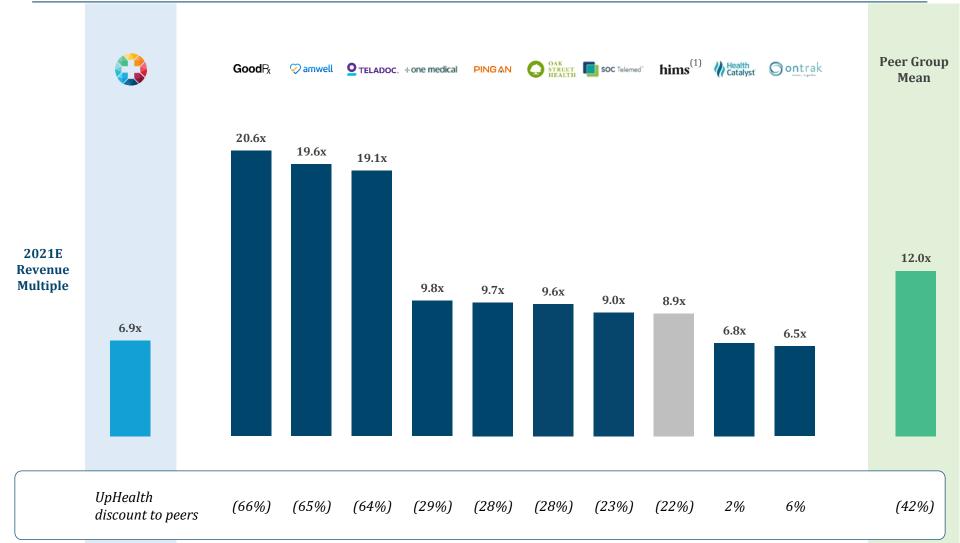
# **Financial Benchmarking to Peers**



Sources: Company filings, Bloomberg estimates as of market close on November 20, 2020

- (1) Forecasts based on company estimates in S-4 filings
- (2) Gray bar denotes pending SPAC transaction
- (3) The UpHealth financial information presented is unaudited, includes non-GAAP financials measures and reflects the pro-forma combination of the individual business entities.

# **Valuation Benchmarking to Peers**



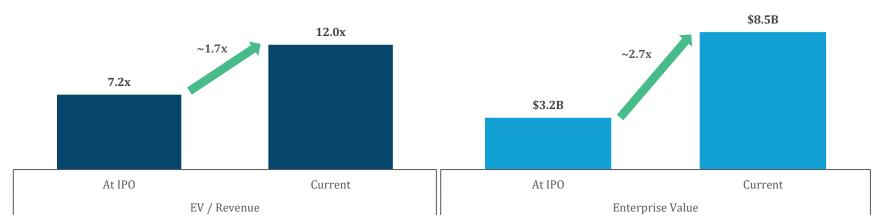
### Notes

Sources: Company filings, Bloomberg estimates and values as of market close on November 20, 2020

- (1) Gray bar denotes pending SPAC transaction
- (2) The UpHealth financial information presented is unaudited, includes non-GAAP financials measures and reflects the pro-forma combination of the individual business entities.

# **UpHealth Has Enormous Near-term Potential to Trade Up**





### Notes:

 $Sources: Company filings, Bloomberg and \ Fact Set \ estimates \ and \ values \ as \ of \ market \ close \ on \ November \ 20, 2020$ 

 $(1) \quad EV\ /\ Revenue\ calculated\ using\ forward\ looking\ revenue\ (fiscal\ year\ ended\ after\ IPO\ and\ '21E\ Revenues)$ 

# Transaction

# **Transaction Summary**

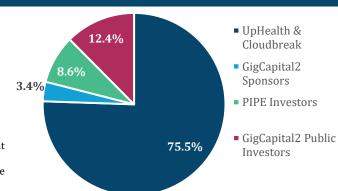
Estimated Transaction Sources & Uses	
(\$ in millions)	
Sources <sup>(1)</sup>	
GigCapital2 Cash in Trust	\$174.3
PIPE Investment Proceeds	\$125.0
Seller Rollover Equity	\$1,100.0
Total Sources	\$1,399.3
Uses	
Cash Consideration to UpHealth Shareholders	\$35.5
Repayment of Debt	\$28.0
Cash to Pro Forma Balance Sheet	\$195.8
Seller Rollover Equity	\$1,100.0
Assumed Transaction Expenses	\$40.0
Total Uses	\$1,399.3

# **Pro Forma Enterprise Valuation at Close**

(\$ in millions)

(\$ in minons)	PF Transaction
Total Equity Value	\$1,456.4
(-) Assumed Pro Forma Net Cash <sup>(2)</sup>	(\$105.5)
Pro Forma Enterprise Value	\$1,350.9
2021E Revenue	\$194.4
2021E EBITDA	\$24.1
Pro Forma 2021E EV / Revenue	6.9x
Pro Forma 2021E EV / EBITDA	56.1x

# Illustrative Post-Transaction Ownership Breakdown



### Notes:

Projections use UpHealth estimates; assumes no redemptions;

- (1) The amounts from the various sources of cash may change based on (i) the amount of SPAC public stockholder redemptions prior to Closing, (ii) investor interest in the acquisition and (iii) the then current markets for equity and debt financing.
- (2) Net cash is calculated as the difference between net debt at the time of closing (\$90.3M), cash added to the pro forma balance sheet post-close (\$195.8M).

# Summary

# **UpHealth Concluding Thoughts**

1 An Integrated Global Platform Serving Four Massive Digital Health Markets

2 A Rare Financial Profile with Exceptional Visibility into Future Growth

- 3 Substantial Opportunity to Drive Untapped Organic and Synergistic Value
- An Executive Team with Demonstrated Operational, Financial & Technical Expertise

5 Attractive Valuation Benchmarks Relative to Digital Health Peers



For More Information:
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UpHealth, Inc. - <u>www.uphealthinc.com</u>

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Media: Phil Denning - <a href="mailto:phil.denning@icrinc.com">phil.denning@icrinc.com</a>