



Nasdaq: **DHAC**

Digital Health Acquisition Company

**vSeeHealth**

Enabling **SaaS and Services** to  
Scalable **Telehealth**

INVESTOR PRESENTATION

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## Industry and Market Data

Information contained in this presentation concerning the market and the industry in which each of VSee and iDoc competes, including its market position, general expectations of market opportunity and market size, is based on information from various third-party sources, on assumptions made by VSee and iDoc based on such sources and VSee's and iDoc's knowledge of the markets for its services and solutions.

# Investment Highlights

Single Platform Unifies Healthcare Components & Enables Turnkey Telehealth Adoption



## 90% reduction

Patient wait time <1min

## 10% increase

Billable patient visits

## 53% reduction

Telehealth software development cycle

## 300% increase

Provider productivity

## VSee Health, Inc. (Nasdaq: DHAC)

- ✓ Rapidly growing leader in virtual care across all major healthcare settings
- ✓ Unified, scalable telehealth platform capable of modular expansion
- ✓ Services Modules and vertical integration leading to multiple revenue streams
- ✓ Experienced leadership in digital health, telemedicine & commercialization

## Growing revenue and margin improvement

- ✓ **32% YoY revenue growth** with high-single-digit net income margins
- ✓ Double-digit telehealth market growth
- ✓ Margins expand with increased use
- ✓ Extendable specialized modules provide accretive revenue

## Enables rapid adoption through scalable, turnkey solutions

- ✓ Significant barriers to entry include patents and know-how
- ✓ No-code/low-code approach lowers adoption barrier at all levels of healthcare

# Leadership Team

## Milton Chen, PhD | Co-CEO & Founder of VSee Labs



- PhD from Stanford with focus on human factors and design of video collaboration
- Co-authored XMPP video standard, currently used by Google and Facebook Chat
- Deployed VSee for Presidents, countries, militaries, agencies within the US State Department and exclusively for NASA
- Donated time, efforts and technologies to support refugees and homeless in Ukraine, Iraq, Nigeria, Gabon and other countries



Jerry Leonard  
CHIEF FINANCIAL OFFICER



## Imo Aisiku, MD | Co-CEO & Founder of iDoc (dba VSee Neuro)



- Practicing telemedicine for over 15 years and consulted on telemedicine development nationally and internationally
- Board certified in emergency medicine, critical care and neurocritical care
- Associate Professor at Harvard Medical School and educated at UMass Medical School, Emory University and Washington University
- Nationally recognized as one of the lead physicians to save Rep. Gabby Giffords after assassination attempt



George McNellage  
CHIEF OPERATING OFFICER



# Telehealth is Growing at Double-Digit Percentages

## Yet is Only 1%\* of the Healthcare Economy

- Utilization increased 38x versus pre-pandemic accelerating long-term trend Source: McKinsey & Co. 2022
- 50% of healthcare leaders say improving the quality of care is their No. 1 reason for implementing telemedicine Source: Insider Intelligence.com, 2022
- The target market includes more than **11,000 potential B2B clients** of telehealth and telemedicine solutions

**2015-2021 Telehealth Market Expected to Reach \$787B by 2028**

Market Size in US\$ Billion



**70+%** of consumers aged 18-56 are planning to use telehealth services Source: Insider Intelligence.com, 2022



**90%** of healthcare facilities are developing or implementing telemedicine technologies Source: Insider Intelligence.com, 2022

**Yearly Growth In Use by Specialty**

2019 vs. 2020 Market Size in US\$ Billions



\* Source: Insider Grandview Research, 2022

# Overcoming Current Telehealth Challenges

## Integration of Components and Software

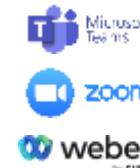
### Current Technologies' Limitations



#### Video Hardware and Software

used in telehealth are repurposed business applications, not healthcare specific

### Providers



### What VSee Resolves

- ✓ **HIPAA-compliant video** meets the performance and compliance standards in healthcare
- ✓ **Increased sharing** of patient history, files and scheduling are integrated into the video view for doctors



#### Remote Monitoring/Diagnostic Devices

do not readily integrate into telehealth systems and telehealth screen views for doctors



- ✓ Diagnostic data and vitals are **readily visible on-screen**
- ✓ **Remote Patient Monitoring (RPM) integrates into the EMR** and is part of the provider's telehealth engagement



#### Backend Software

coordination is not optimized for telehealth use and connectivity



- ✓ **Through APIs, connects software into the telehealth video** engagement between patients, staff and doctors
- ✓ **Integrates a patient's EMR into the telehealth engagement** to provide better, faster and more comprehensive care

# Comprehensive Telemedicine Platform

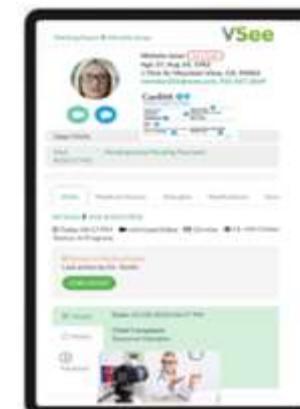
Offering a fully integrated, unified telehealth platform

**Provider interface enables multi-party video and views**

- ✓ Patient's EMR
- ✓ Medical stats
- ✓ Condition
- ✓ Imaging
- ✓ Diagnostic monitoring
- ✓ Vital signs
- ✓ Prescriptions
- ✓ Contact and insurance information
- ✓ Seamless connection to back-end
- ✓ Payment processing
- ✓ Follow-up scheduling



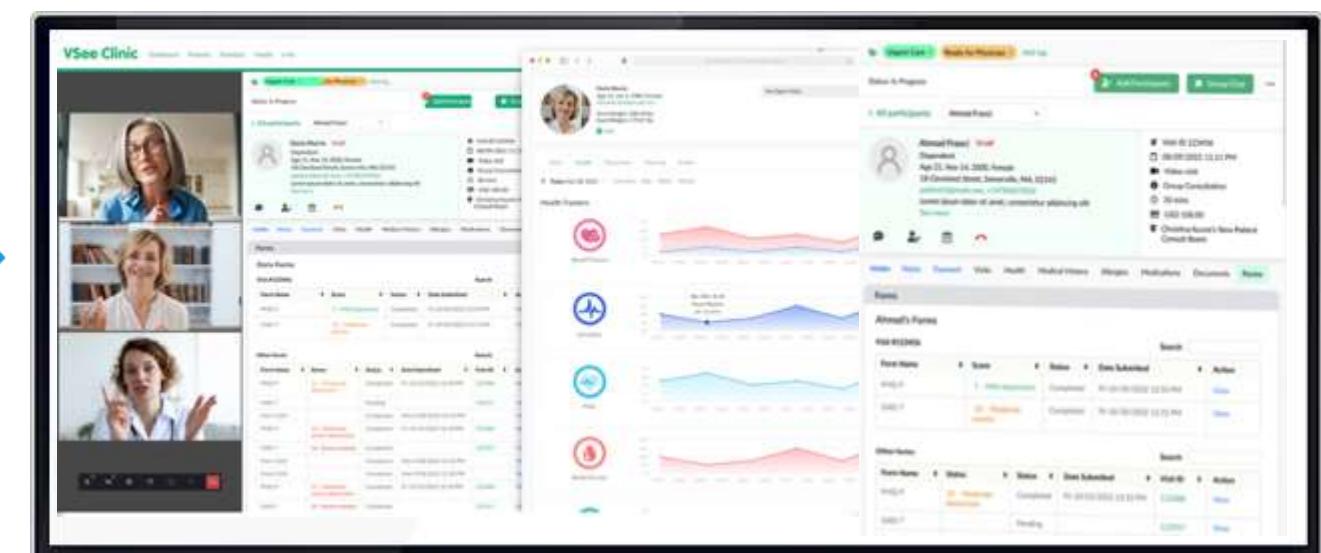
**Patient & practitioner interface**  
speeds the intake process and ensures on-time visits



**Patient View**



**Practitioner View**



# One-Stop Shop Enables Telehealth Accessibility & Adoption

- Allows for centralized management with local innovation and customization
- We do for healthcare what Shopify did for e-commerce
- Two no-code/low-code, platform-based service options make implementations fast, low cost and tailored to the specific needs of each customer

## EASY SET UP



## WORKFLOW EFFICIENT



## BACKEND PRACTICALITY



**Unified** Simple patient-provider communications + medical devices + KPIs on a single platform.



**Scalable** Modular design to fast scale in any direction and add additional features as needed



**Integrated** Highly adaptable no-code features and workflows integrate into existing processes



**Trusted** Easy-to-connect HIPAA-compliant video, voice, SMS and email with built-in patient support

**No Code**

250+ points of configuration to customize workflow and telehealth capabilities inhouse

**Low-Code API**

enables the engineering capability of many, with just one software engineer

## No-Code and Low-Code API Diversifies the Customer List

Includes Providers, Healthcare Institutions and Telehealth Service Companies



# Extendable Modules Improve Profitability

-  The iDoc platform module is the leading provider of in-patient ICU telemedicine in high-value hospital environments
-  Team of in-hospital and virtual intensivists and nurses coordinate care for acutely ill patients 24/7
-  Many options of ICU telemedicine engagements improve the quality of care, diminish staff burn-out and increase the number of ICU beds the hospital can offer

## TELE-NEUROCRITICAL CARE

For stroke, brain trauma and a wide range of neurological conditions

## TELE-ICU STAFFING

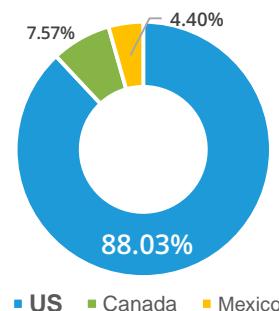
Consultations with additional expertise in neurocritical care medicine

## SYSTEMS IMPLEMENTATION

Set up and integrate services across inpatient and outpatient environments

## The Tele-Intensive Care Market

Source: DatalIntelo, 2022



## ICU and NSICU Specializations



Neurology/Neurosurgery

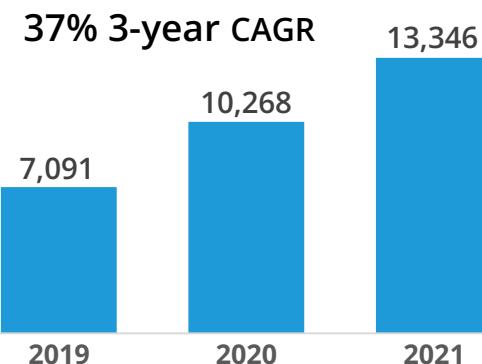


Cardiology



Pulmonary

## iDoc Telemedicine Visit Growth

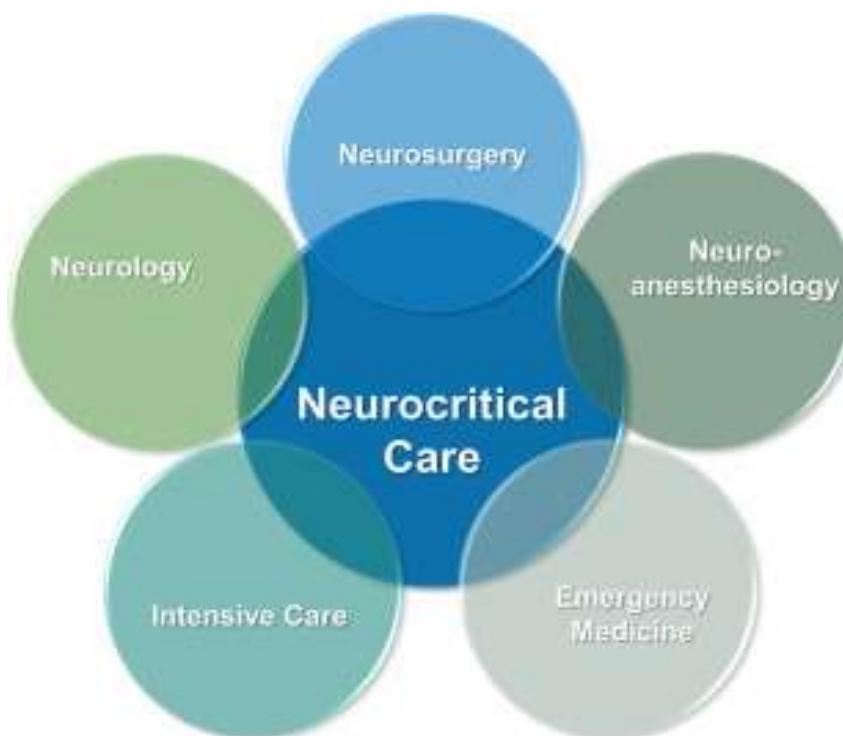


# Neurocritical Care Market Competition



## iDoc TeleHealth Module

covers



### Specialist on Call

- Provides telemedicine services to hospitals
- Large organization with established client base
- **No Neuro Critical Care services**

### NeuroCall

- Provides neurology coverage to U.S.-based providers
- Medium-sized, established business
- **No Neuro Critical Care services**

### InTouch - TelaDoc

- Leading technology provider in the industry
- Services enterprise-level organizations
- **No Neuro Critical Care services**

# Broadening Telehealth SaaS and Services

**SaaS Platform of Technologies and Services**  
quickly and cost-effectively enable telehealth and telemedicine

## Case Study 1



### Prior to VSee

- Used Zoom for telehealth
- Patients waited up to 30 minutes without knowing when the provider will be ready
- Providers had no support to troubleshoot patient A/V issues, schedule follow-ups, etc.

### Optimized with VSee

- ✓ VSee deployed virtual command center whereby patients are routed from front desk to insurance to A/V support to provider, and across the entire landscape
- ✓ Routing center keeps patients moving and informed while making providers productive

## Case Study 2



### Prior to VSee

- Used Microsoft Teams for video, Outlook for calendar, third-party EMR and different claims system
- Fragmented technology stack impeded scale for a multibillion-dollar organization

### Optimized with VSee

- ✓ VSee provided all 4 modules that integrated disjointed aspects, creating fluid and scalable workflow
- ✓ Deployment included call center module, helping further growth
- ✓ Efficient go-live transition within 30 days

## Case Study 3



### Prior to iDoc

- Had no viable solution to becoming a comprehensive neuro ICU center due to a lack of neurointensivists
- Had no cEEG capability, especially off hours

### Optimized with iDoc

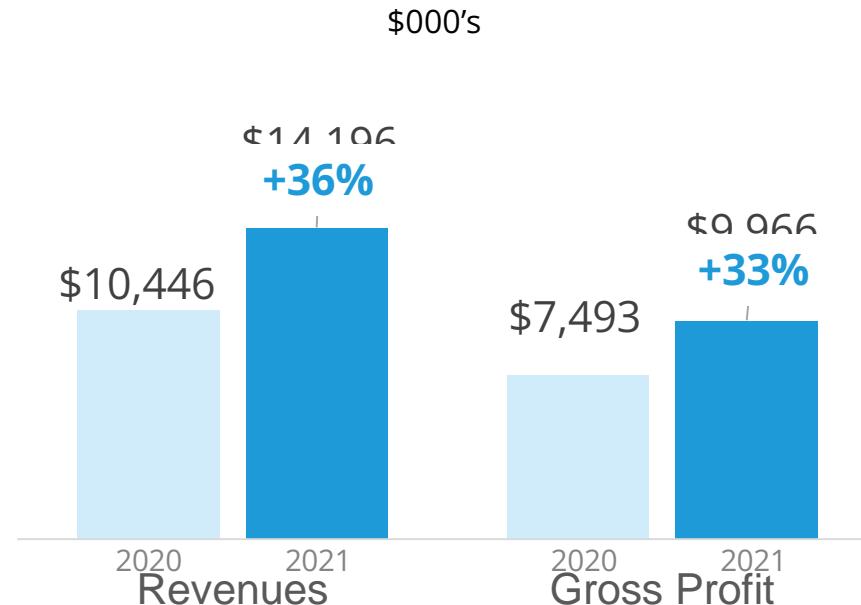
- ✓ Within 14 months of tele-neuro ICU system, met Comprehensive Stroke Center Designation guidelines
- ✓ iDoc included EEG program, providing the ability for cEEG
- ✓ Developed and expanded from no neuro ICU to 7 beds in Year 1 and 14 beds in Year 2

# Financials

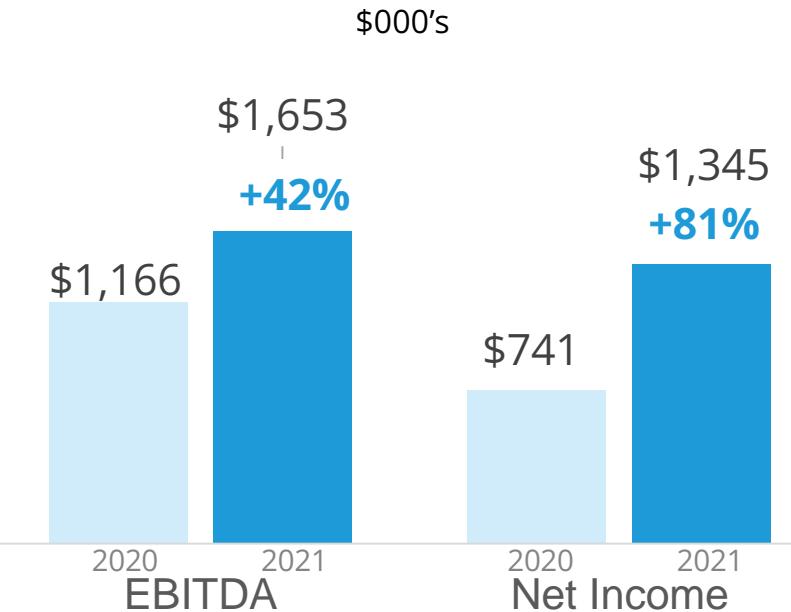
## Revenue Sources

1. SaaS subscriptions
2. Physician and other practitioner services modules
3. Equipment leases and other services
4. Insurance and third-party reimbursement

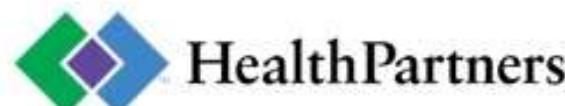
## Revenues and Gross Profit Year-Over-Year Growth



## EBITDA and Net Income Year-Over-Year Growth



# Major Customers



# Market Opportunities and Strategic Growth

## ☐ Signing strategic partnership w/ 2 of the largest GPOs

- Access 4000+ hospitals and healthcare systems
- 300 field directors embedded in hospitals trained on our solutions
- Replace Zoom w/ VSee virtual health workflows
- Clients make money by deploying iDoc neuro modules
- Clients make money by deploying our RPM / RTM modules

## ☐ Grow existing federal prison contracts

- 122 prisons w/ 160K inmates

## ☐ Harvest federal government partnerships

- Specialized EMR + telehealth for military, disaster response, medical 911

# Corporate Milestones

2021

## SPAC Targets

- ✓ Identified targets
- ✓ Targets signed Letter of Intent

01

02

03

04

05

## De-SPAC Process

- ✓ Signed Business Combination Agreement
- ✓ **Secured bridge funding and PIPE investment**
- ✓ Filed S-4 registration statement

2022

2023

## Business Expansion

- ❑ Complete de-SPAC process
- ❑ **Establish exclusive reseller agreement**
- ❑ Sign significant proprietary EHR and telehealth opportunities
- ❑ Increase footprint in federal prison system

03

04

## Strategic Growth

- ❑ Grow proprietary EHR/EMR and telehealth opportunities
- ❑ **Expand workforce solutions business opportunities**
- ❑ **Grow in-patient neurology/neurosurgery critical care**
- ❑ Establish cardiac surgery/pulmonary critical care modules

2024

2025

## Strategic Partnerships

- ❑ Establish app-based solutions for decision support and analysis
- ❑ **Create digital health accelerator partnerships**
- ❑ **Achieve industry standard for platforms**

# Investment Recap (Nasdaq: DHAC)

Delivering a Compelling Offering at an Inflection Point in Healthcare IT

## Leveraging the advantages of vertical integration

- ⑩ SaaS and service allows for control of the full ecosystem
- ⑩ Automates and delivers value to patients
- ⑩ Differentiated with greater utility than bespoke client systems
- ⑩ Enables rapid adoption through scalable, turnkey solutions
- ⑩ Significant barriers to entry include patents and know-how
- ⑩ No-code/low-code approach lowers adoption barrier at all levels of healthcare

## Positioned for success

- ⑩ Rapidly growing leader in virtual care across all major healthcare settings
- ⑩ Unified, scalable telehealth platform capable of modular expansion
- ⑩ Multiple revenue streams support SaaS and services through add-on modules
- ⑩ Experienced leadership in telehealth, neurocritical care & commercialization

## Financial momentum including revenue, margin expansion and profitability

- ⑩ 32% YoY revenue growth with high-single-digit net income margins
- ⑩ Double-digit telehealth market growth
- ⑩ Further margin expansion with increased use
- ⑩ Extendable specialized modules provide accretive revenue