



Doctor Care Anywhere
Bell Potter Emerging Leaders Conference

14 September 2021

Dr. Bayju Thakar, CEO & Dan Curran, CFO



We are Doctor Care Anywhere




Our vision:
A world where healthcare is
the best it can be

About Doctor Care Anywhere



We are a UK-based telehealth company with operations in the UK, Republic of Ireland and Australia, providing pan-European services



Doctor founded and clinically led



Delivering end to end digital health services across primary, diagnostics and secondary care



Enterprise grade secure **technology platform**



Focus on **clinical safety and governance**

- ✓ **2.4m lives**
- ✓ **315+ GPs**
30+ specialists
- ✓ **1,500+ corporate customers**
- ✓ **300+ colleagues**



A Certified Partner

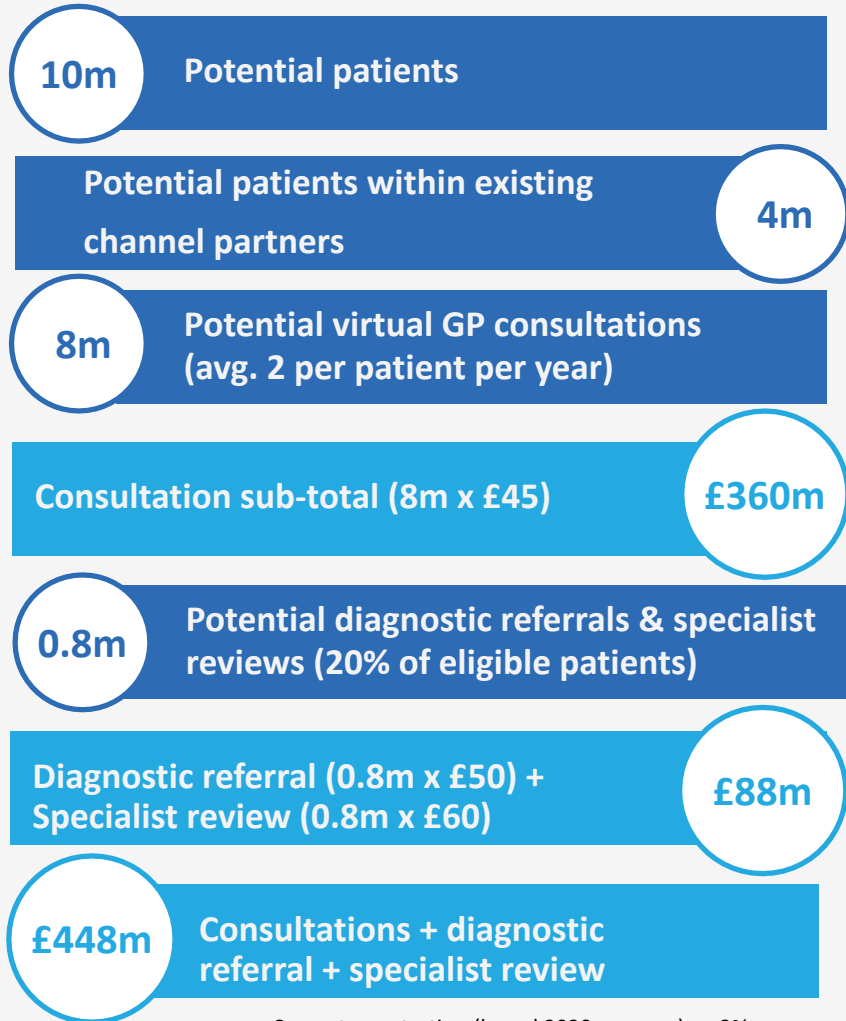


A Trusted Partner



How we go to market

Our current UK addressable market



Current penetration (based 2020 revenue) : <3%

Our major channel partners



Health



Our Internet Hospital revenue drivers

Initial GP consultation	Diagnostic test	Specialist review	GP follow up	Total revenue per patient journey
£45	£50	£60	£45	£200

Additional clinical pathways will generate incremental revenue streams on top of those above such as mental health and chronic management

Key highlights for 1H 2021



£9.2 million (AUS\$17.0 million) unaudited underlying revenue for 1H 2021

up 33.3% on 2H 2020



558,700 Activated Lives at end 1H 2021

up 29.2% on 2H 2020



179,900 consultations delivered in 1H 2021

up 31.4% on 2H 2020



Record 35,000 consultations delivered in July 2021

up 17.6% on average monthly consultations across 1H 2021



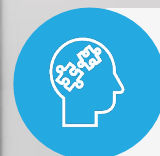
315 GPs active on Doctor Care Anywhere's panel at 1H 2021 end

up from 230 at FY 2020 year end



100 further GPs in pipeline and growing

will provide capacity for at least 45,000 consultations per month in 4Q 2021



Key IPO commitment met with launch of Mental Health proposition

bringing new client, Partners&



Strengthened Nuffield Health partnership

agreement to establish unique integrated primary care service



Cash position of £31.5 million (AUS\$58.7 million) as at 30 June 2021



FY 2021 revenue guidance issued: to grow at least 100% above FY 2020

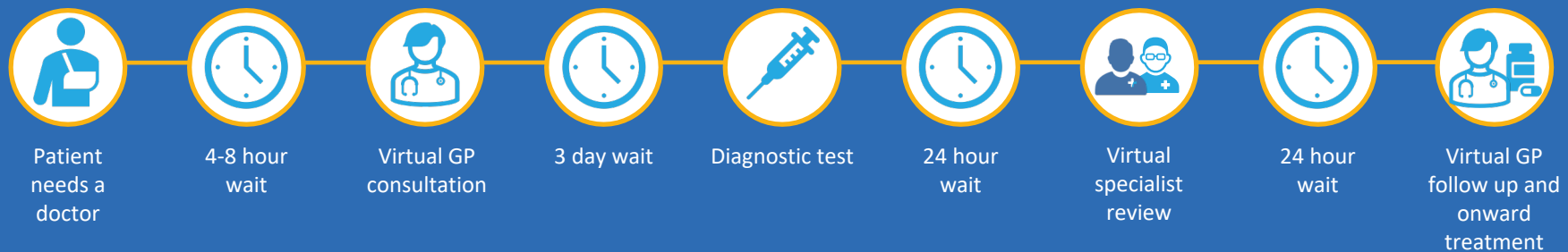
Minimum FY 2021 revenue: £23.2 million (A\$43.0 million)

We are using technology to transform the patient journey

Traditional UK patient journey



Our Internet Hospital patient journey



And the future winners in this space will address the main drivers of consumerisation in healthcare

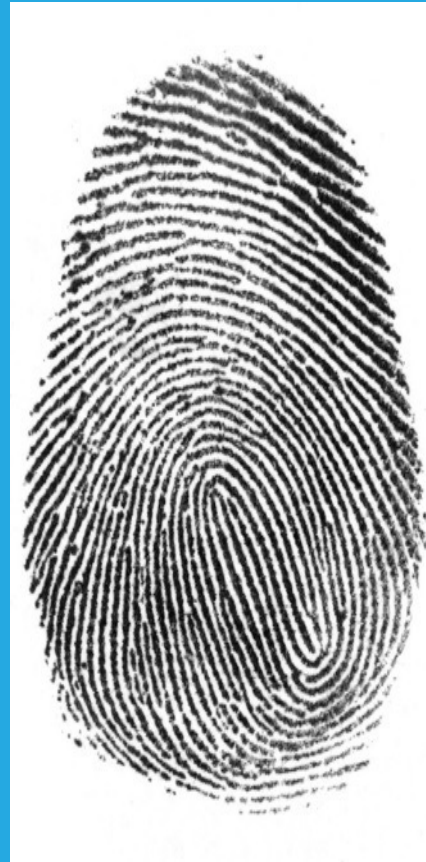
Convenience



Passive data collection



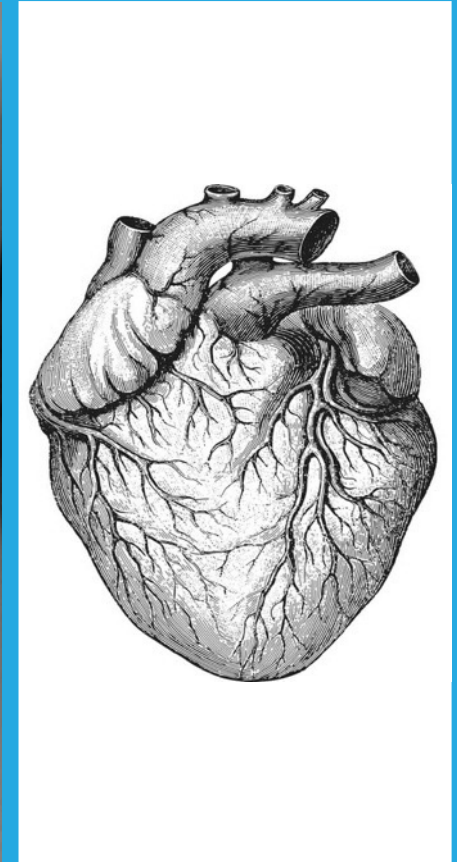
Hyper-personalisation



Loyalty



Emotions



Which we are addressing through a comprehensive digital first primary care offering

Doctor Care Anywhere Today



Unlimited vGP



Diagnostics where entitled



Digital mental health care



Doctor Care Anywhere of the future

'Comprehensive' primary care
Digital first, integrated and end to end

Unlimited vConsultations

In-person consultations (via partners)

Diagnostics as standard

Digital mental health care

Wellness content

Navigation across the system

In-person mental health services

Weight loss

Pregnancy/menopause care

Musculoskeletal

Diabetes/metabolic syndrome

Navigation across the system

Additional potential paid for options
High-quality, evidence-based opt-ins for specific conditions

A single patient record



Patients



Delivering the highest quality care to provide:

Improved health outcomes

A more consumer focussed patient experience

Clinicians



Ensuring we are the healthcare employer of choice:

The best technology

The most joined-up approach


Delivering the best health outcomes


That has significant potential internationally


- Our differentiated approach is unique
- There are opportunities to consolidate a fragmented digital health market and provide a comprehensive primary care model in many countries across the globe
- We have made significant international first steps within a year of our IPO
 - **GP2U/Psych2U** – Australia
 - **Boots** – Republic of Ireland
 - **Allianz** – pan-European


Case Study: GP2U Telehealth Pty Ltd

GP2U is a telehealth business based in Hobart, Tasmania.


 A\$4.4m unaudited gross revenue FY21 (up 54.8% on FY20)


 35,000 consultations FY21 (up 51.4% on FY20)

 13 non-clinical employees

 **HCF** Mixed billing service includes Australia's largest not-for-profit health insurer


 **PSYCH2U**  50 mental health clinicians

 20,600 FY21 consultations

 78% of net revenue

 **GP2U**  10 GPs

 14,400 FY21 consultations

 22% of net revenue

Summary



By harnessing our **proprietary technology** to address **consumer** wants and needs in access to healthcare we can drive better health journeys



This **comprehensive, digital first, primary care offering**, will generate efficiencies and, most importantly, improve health outcomes



This model can be replicated **internationally**, through strategic acquisitions such as **GP2U** and through consolidating partnerships with brands such as **Boots**

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Q&A

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