

SOC Telemed / HCMC Investor Presentation



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This presentation (this “Presentation”) was prepared for informational purposes only to assist interested parties in making their own evaluation with respect to the contemplated business combination between Specialists On Call, Inc. (“SOC”) and Healthcare Merger Corp. (“HCMC”).

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Participants in the Solicitation. HCMC, SOC and certain of their respective directors, executive officers and other members of management and employees may be deemed participants in the solicitation of proxies of HCMC stockholders in connection with the proposed transactions. HCMC stockholders and other interested persons may obtain, without charge, more detailed information regarding the directors and officers of HCMC in HCMC’s Annual Report on Form 10-K for the fiscal year ended December 31, 2019, which was filed with the SEC on March 25, 2020. Information regarding the persons who may, under SEC rules, be deemed participants in the solicitation of proxies to HCMC stockholders in connection with the proposed transactions contemplated by the Merger Agreement and other matters to be voted upon at the Special Meeting will be set forth in the Registration Statement for the proposed transactions when available. Additional information regarding the interests of participants in the solicitation of proxies in connection with the proposed transactions will be included in the Registration Statement that HCMC intends to file with the SEC.

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Use of Projections. This Presentation contains projected financial information with respect to SOC, including revenue, net income, bookings, gross margin, operating expenses, Adjusted EBITDA, Adjusted EBITDA Margin, capital expenditures, net working capital and Telemed IQ growth for 2020-2022. Such projected financial information constitutes forward-looking information and is for illustrative purposes only and should not be relied upon as necessarily being indicative of future results. The assumptions and estimates underlying such projected financial information are inherently uncertain and are subject to a wide variety of significant business, economic, competitive and other risks and uncertainties that could cause actual results to differ materially from those contained in the prospective financial information. See “Forward-Looking Statements” below. Actual results may differ materially from the results contemplated by the projected financial information contained in this Presentation, and the inclusion of such information in this Presentation should not be regarded as a representation by any person that the results reflected in such projections will be achieved. Neither of HCMC’s or SOC’s independent auditors have audited, reviewed, compiled, or performed any procedures with respect to the projections for the purpose of their inclusion in this Presentation, and accordingly, neither of them expressed an opinion or provided any other form of assurance with respect thereto for the purpose of this Presentation.

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Presenters



Steve Shulman
Healthcare Merger Corp.

Executive Chairman



Paul Ricci
SOC Telemed

*Chairman and Interim Chief
Executive Officer*



John Kalix
SOC Telemed

President



Hai Tran
SOC Telemed

*Chief Financial Officer /
Chief Operating Officer*

Investment Highlights



Compelling Market Opportunity



Scaled, Differentiated Acute Care Telemedicine Platform



Substantial Opportunities To Expand And Grow



Attractive Financial Profile



Powerful Partnership Between SOC And HCMC

SOC Telemed

At A Glance

ACUTE CARE MARKET FOCUS

- Largest provider of acute teleNeurology and telePsychiatry
- Expanding service lines include critical care, emergency medicine, hospitalist medicine, cardiology
- 543 acute care hospitals and physician groups in 47 states
 - 19 out of 25 of the largest U.S. health systems
 - 2 of top 5 physician groups
- Diversified, blue chip customer base

CRITICAL MASS OF PHYSICIAN RESOURCES

- 172 board certified neurologists, psychiatrists and intensivists
- 10,500+ specialists through physician group partnerships

CLOUD BASED TECHNOLOGY PLATFORM DESIGNED TO MAXIMIZE CLINICAL EFFICIENCY

- Flexible configuration mirrors workflow for any specialty
- Real time data and analytics



847
Facilities⁽¹⁾



1 million+
Cumulative
Teleconsults



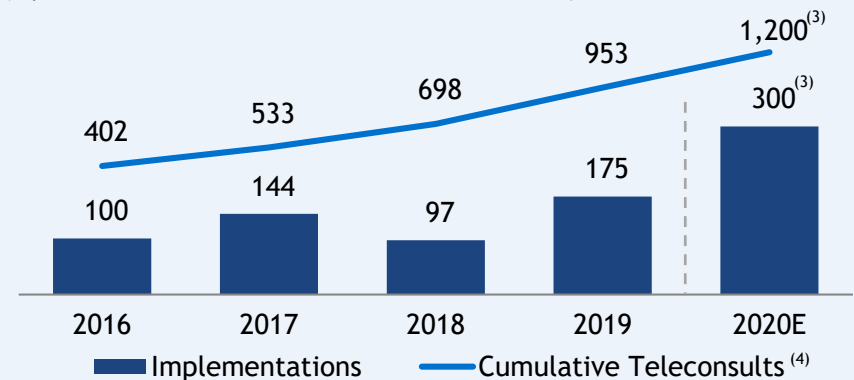
\$80m
2021E Revenue



100%
Net Revenue
Retention⁽²⁾

Implementations and Teleconsults

(Implementation count; cumulative teleconsult count in thousands)



Note: Unless otherwise stated, all figures as of June 30, 2020; projections use SOC estimates. (3)
 (1) With respect to projections, see slide 1 "Use of Projections" under "Disclaimer". (4)
 (2) Facilities include 543 hospitals and other sites of care.
 (3) Based on 2019 net revenue retention; excludes planned terminations.

Represents 2020E estimated implementations and cumulative teleconsults.
 Combination of SOC, NeuroCall and JSA since inception.

Value Delivered

Connecting patients to high quality clinicians at the right time, regardless of proximity

ACCESS QUALITY CARE WHEN AND WHERE IT'S NEEDED

- Access to scarce specialist resources
- Early and rapid intervention
- Improved standardization / quality of care

EFFECTIVELY DEPLOY CLINICAL CAPITAL

- Match clinician supply to patient surges
- Increased productivity / profitability
- Staffing model flexibility

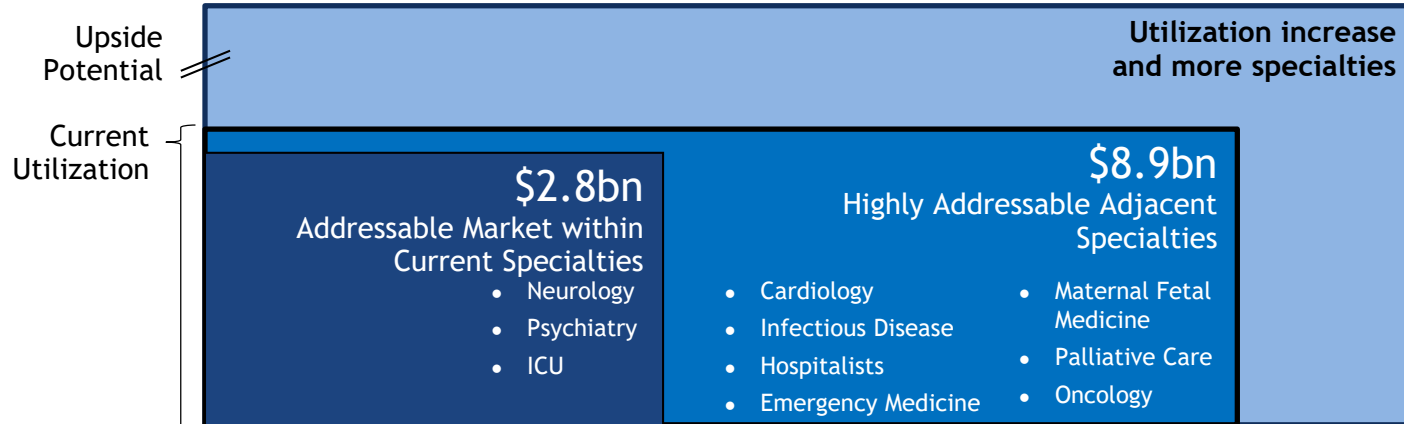


PROVIDE EFFICIENT, HIGH QUALITY CARE AT LOWER COST

- Increased revenue and / or profitability
- Improved throughput
- Reduced patient transfers/readmissions
- Standardized clinical protocols
- Improved patient care / quality
- Supports business continuity during crises

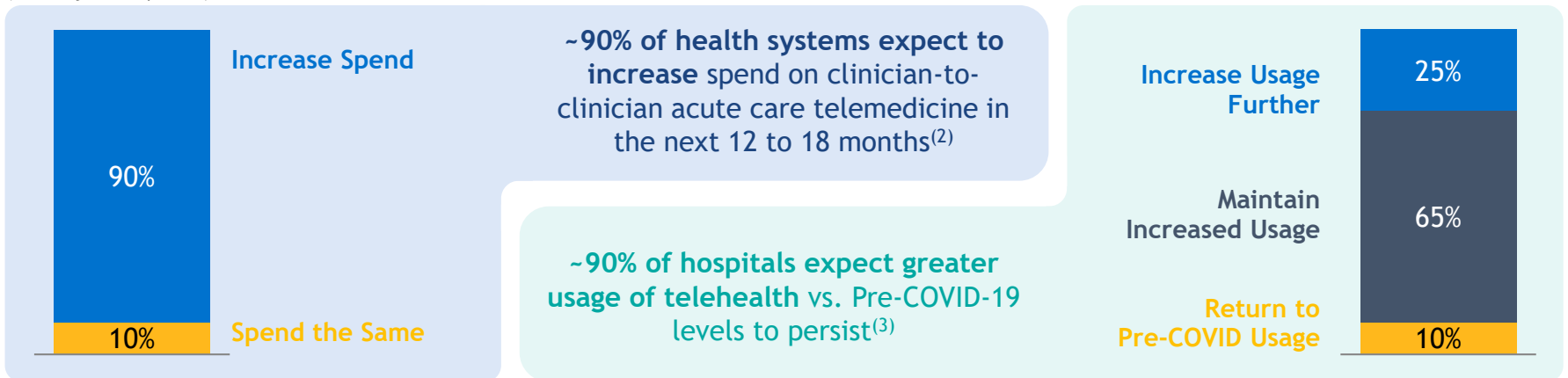
Large Acute Care Telemedicine Market With Increasing Adoption

\$8.9bn Addressable Acute Care Telemedicine Market⁽¹⁾

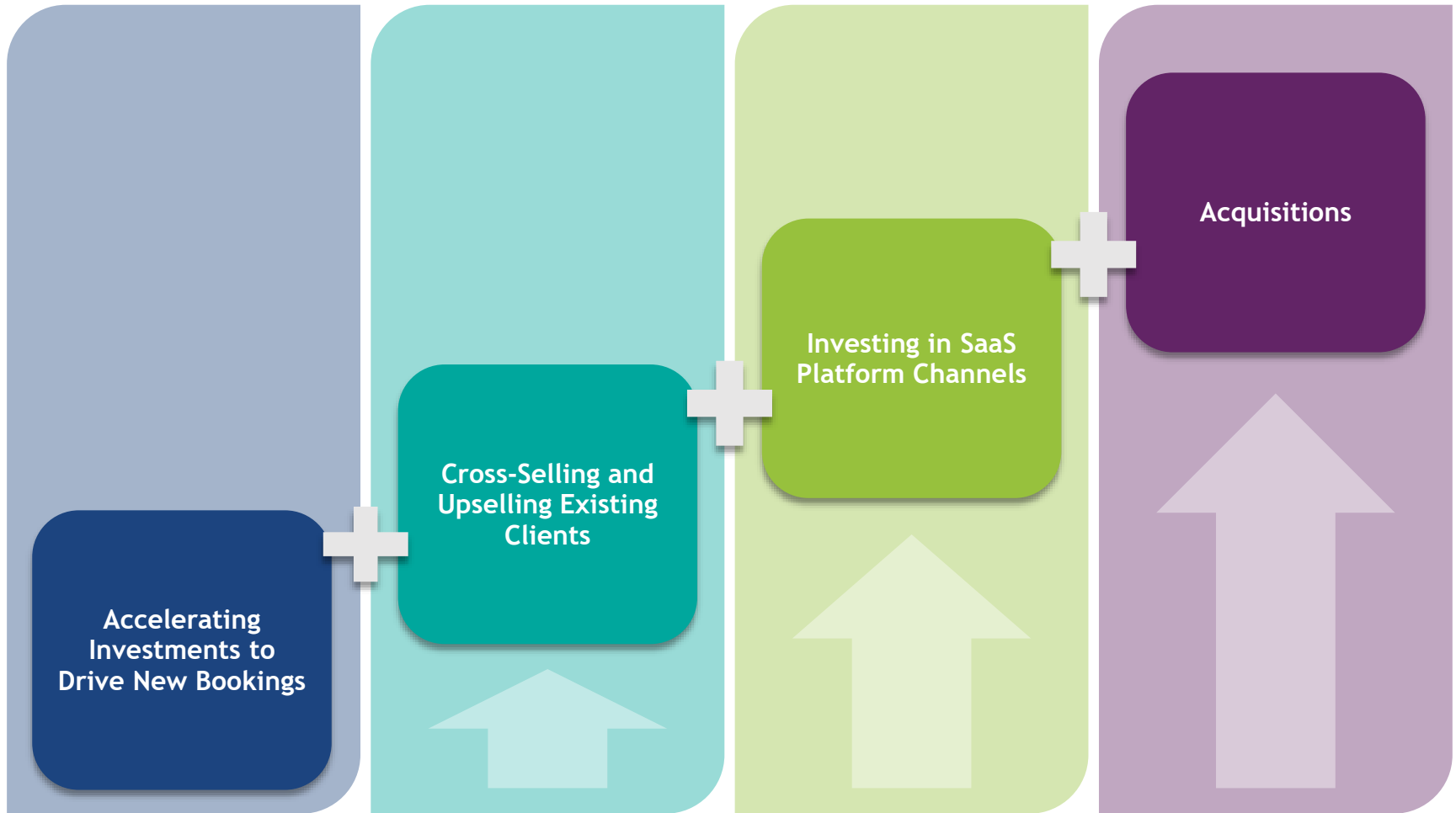


Health System Telemedicine Spending and Usage Increasing Post-COVID-19

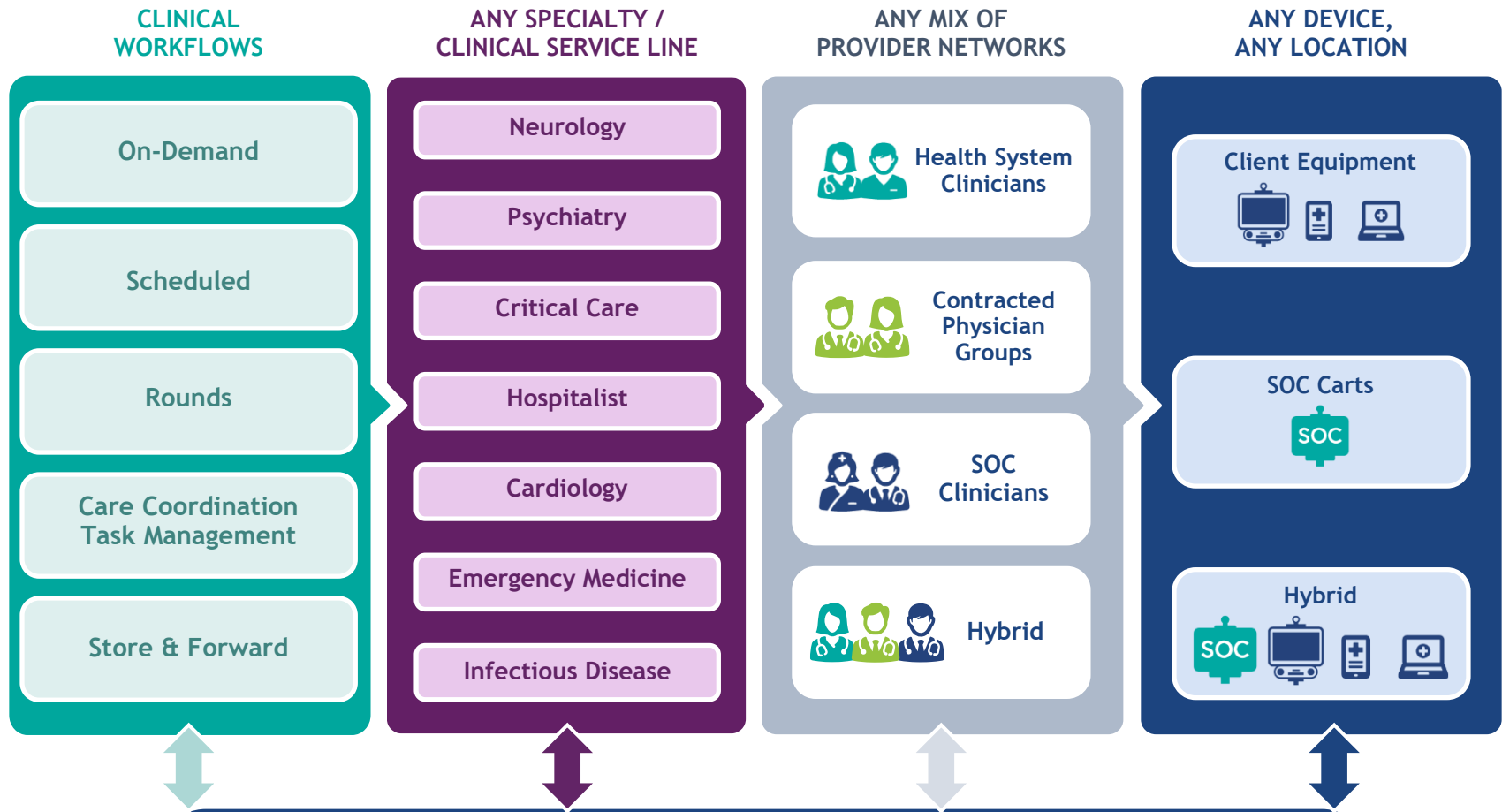
(Health System response %)



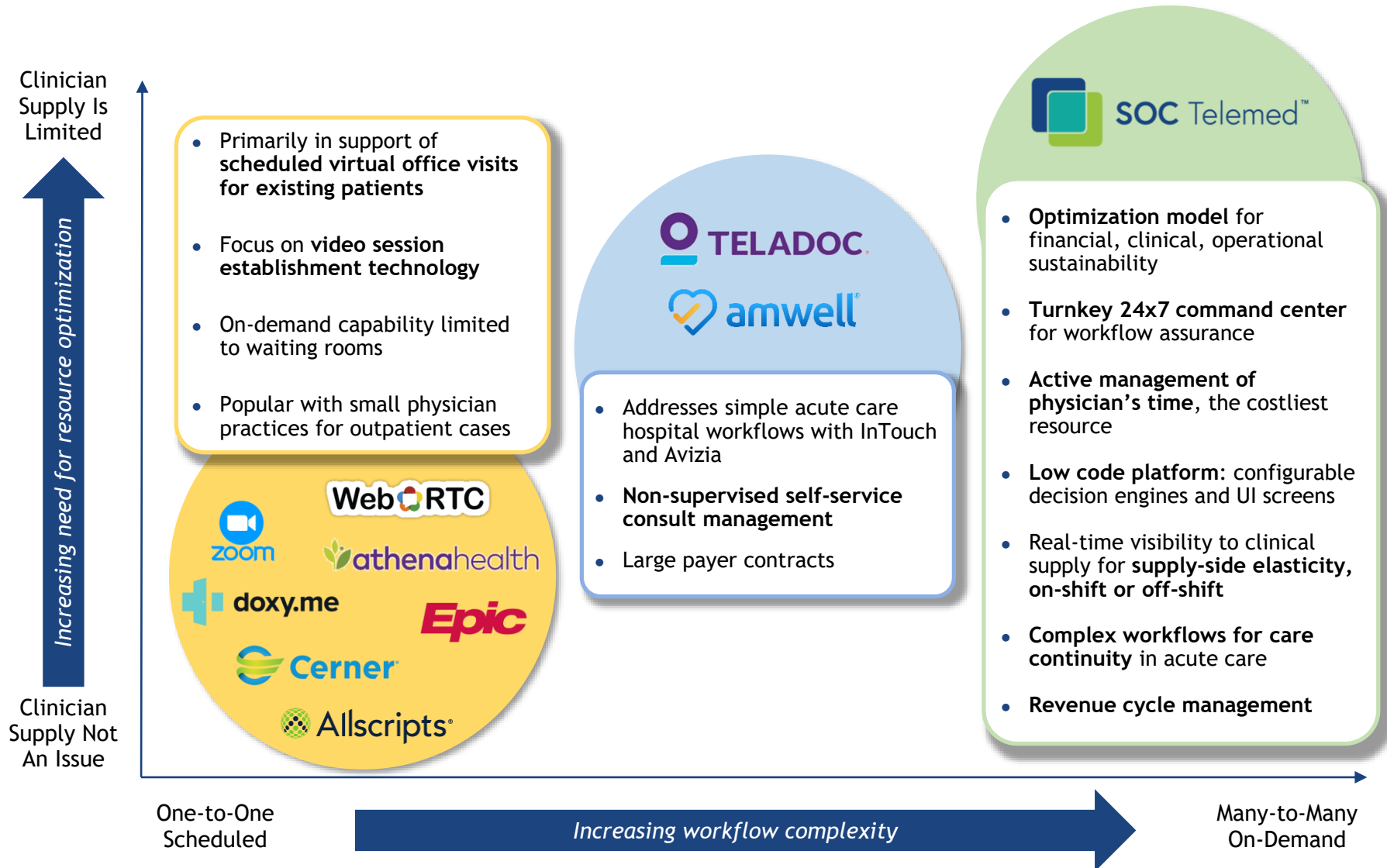
Growth Strategy



SOC's Flexible Enterprise Telemedicine Solution



Differentiated Position In The Telemedicine Landscape



Strong Momentum With New And Existing Clients



New Clients



Balanced mix of historical bookings; 47% new clients as percentage of 1H 2020 total bookings



Existing Clients

Expand Service Lines

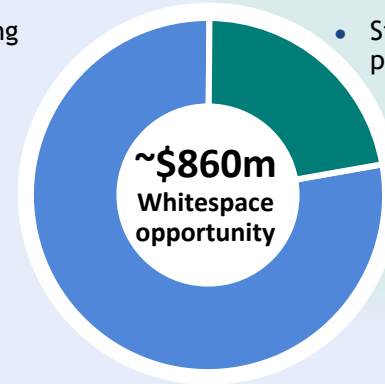
- Proven record of selling additional services to facilities

~\$670m Opportunity

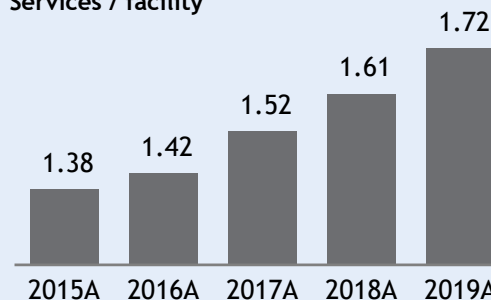
Expand Facilities

- Strong history of further penetrating health systems

~\$190m Opportunity



Services / facility



0.1 Δ in service/facility generates \$3.7m revenue

Facility Count

Client	Year Signed	1 st Year	Current
A	2015	2	34
B	2012	2	34
C	2006	1	29
D	2007	5	18
E	2011	1	18

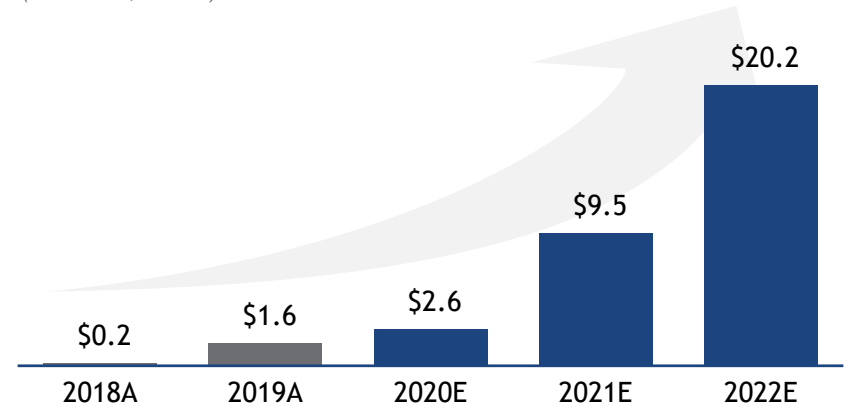
1% Δ in facility penetration generates \$2.5m in revenue

Accelerating Telemed IQ SaaS Rollout

Strong Telemed IQ Revenue Growth

(Revenue in \$ millions)

- Leverage SOC's SaaS platform and reporting & analytics with clients' own clinicians
- Platform powers other physician networks
- Access to adjacent channels, fulfilling demand for telemedicine services
- High gross margin



Select Channel Opportunities

Market Size

Representative SOC Clients



Physician Groups

75,000 providers⁽¹⁾



Military Health System

12,000 providers⁽²⁾

Confidential



Multi-site IDNs

1,000 hospitals⁽³⁾



Note: 2018 financials based on audited financials; 2019 financials based on preliminary management estimates and are unaudited; projections use SOC estimates. With respect to projections, see slide 1 "Use of Projections" under "Disclaimer".

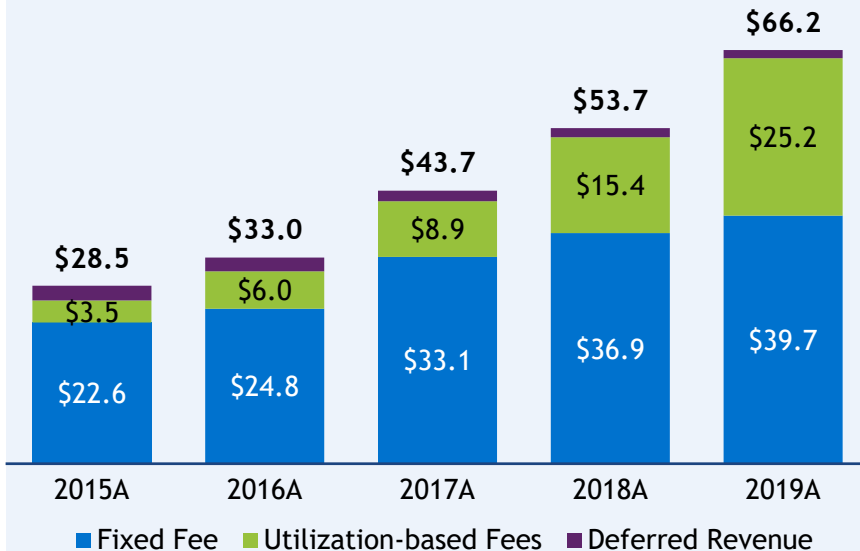
- (1) Company estimate of the Top 30 groups that provide Hospitalist medicine and Emergency Medicine.
- (2) American Board of Medical Specialties Report on Military Physicians and Continuing Certification, April 2015.
- (3) IQVIA 2018 whitepaper.

Predictable Revenue Model

Long History of Growth

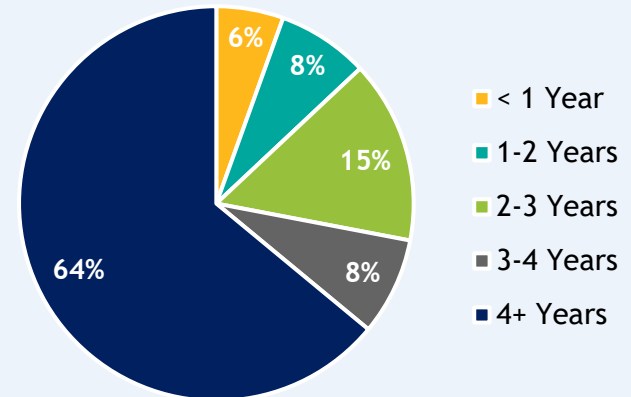
- Highly visible and predictable revenue model
 - Recurring revenues
 - Fixed monthly fees provide predictable revenue stream
 - Annual COL⁽¹⁾ adjustments (price escalators)
- Customers have demonstrated increasing utilization volume over time

(\$ in millions)

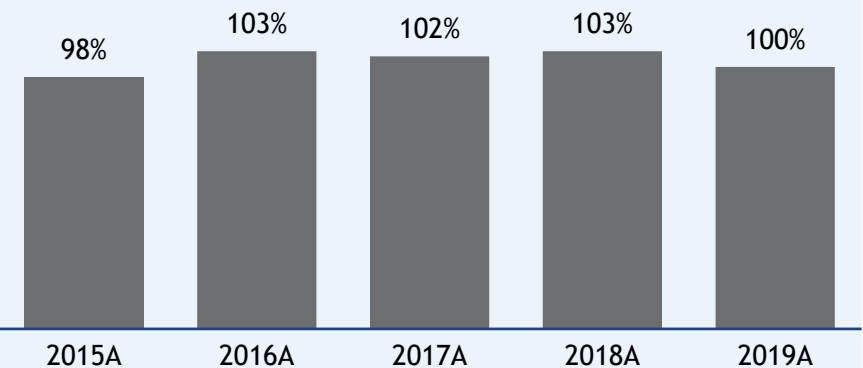


Longstanding Client Relationships

- Tenured customer base
 - Average customer relationship ~48 months



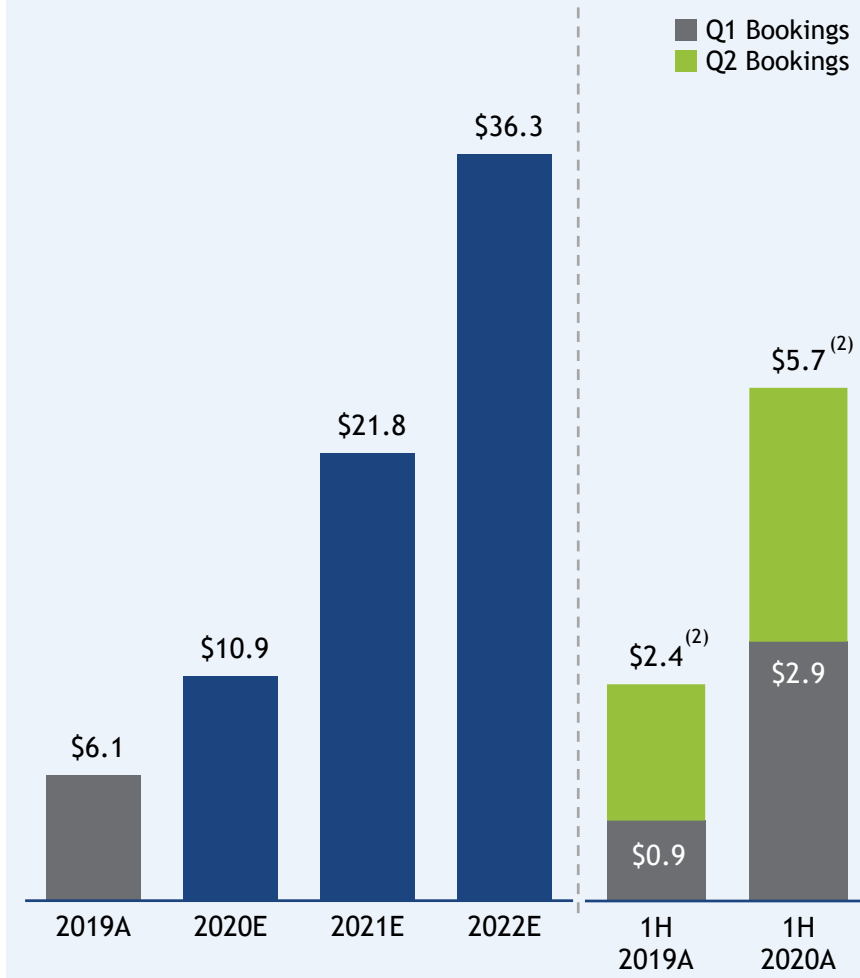
- Track record of net revenue retention⁽²⁾



Strong Bookings Momentum Supports Future Growth

Record Bookings 1H 2020⁽¹⁾

(\$ in millions)



- \$5.7m 1H 2020 bookings - highest in company history
 - Balanced mix (47% new clients; 53% cross-selling)
 - Historically, 2H of year stronger than 1H
 - On target to achieve full year bookings of \$10.9m (remaining pipeline coverage⁽³⁾ of ~5.9x)
- Sales organization revamp in 1H showing results
 - Achieved record 1H 2020 bookings with only half of current team; fully ramped team going into 2H 2020
 - SOC website users and sessions increased 46% and 61% YoY in Q2 2020, respectively

Note:

(1) Projections use SOC estimates. With respect to projections, see slide 1 “Use of Projections” under “Disclaimer”. Bookings are defined as sum of the annualized fixed monthly fees and implementation fees, also referred to as the First Year Contract Value (variable fees excluded). Implementation fees are amortized on a monthly basis over the length of the average customer life.

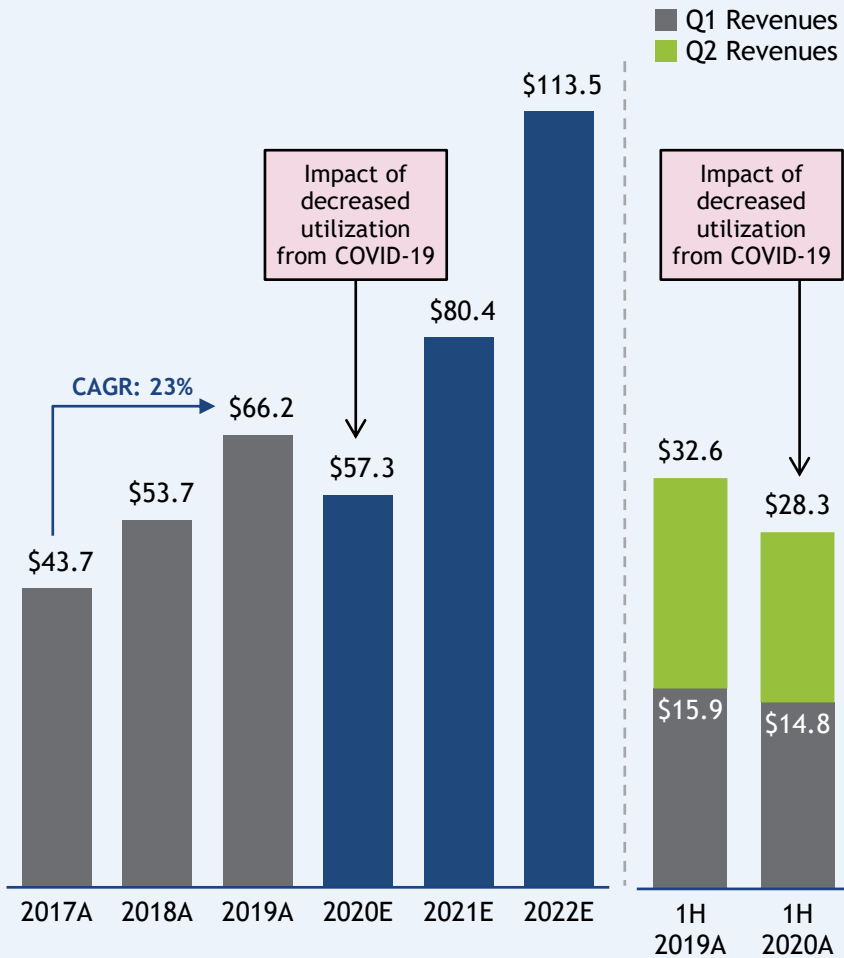
(2) Represents bookings as of 1H 2019 and 1H 2020 respectively.

(3) Pipeline coverage calculated as pipeline as a multiple of bookings plan.

Revenues Continue To Grow As Volumes Recover

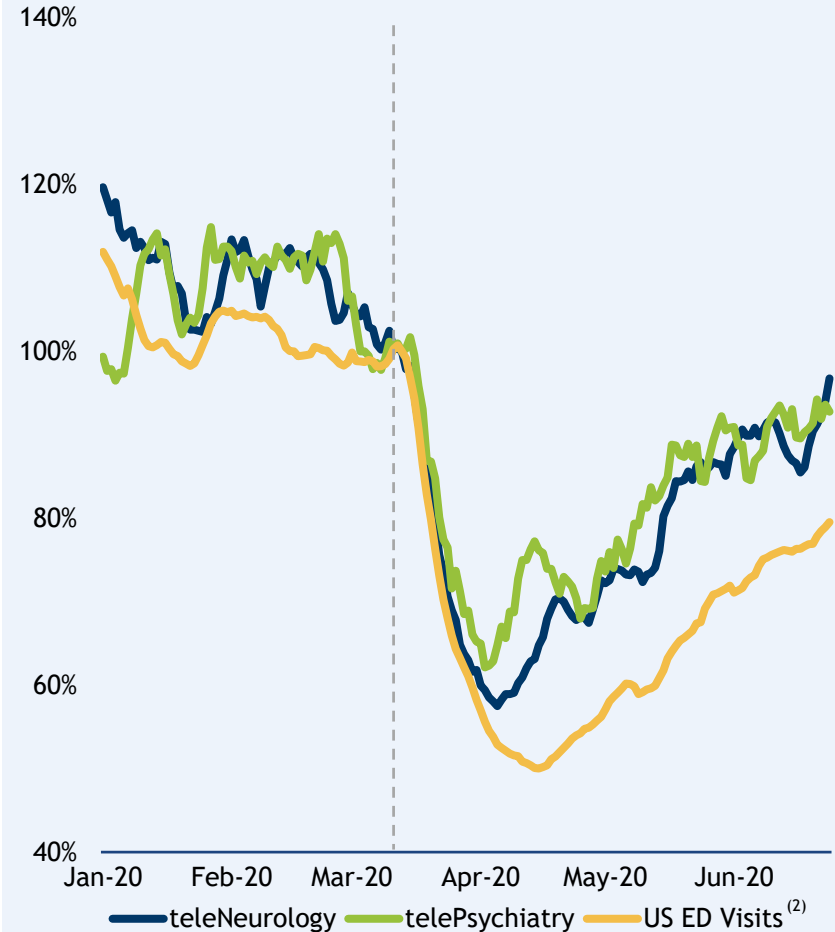
Revenues Have Grown Steadily

(\$ in millions)

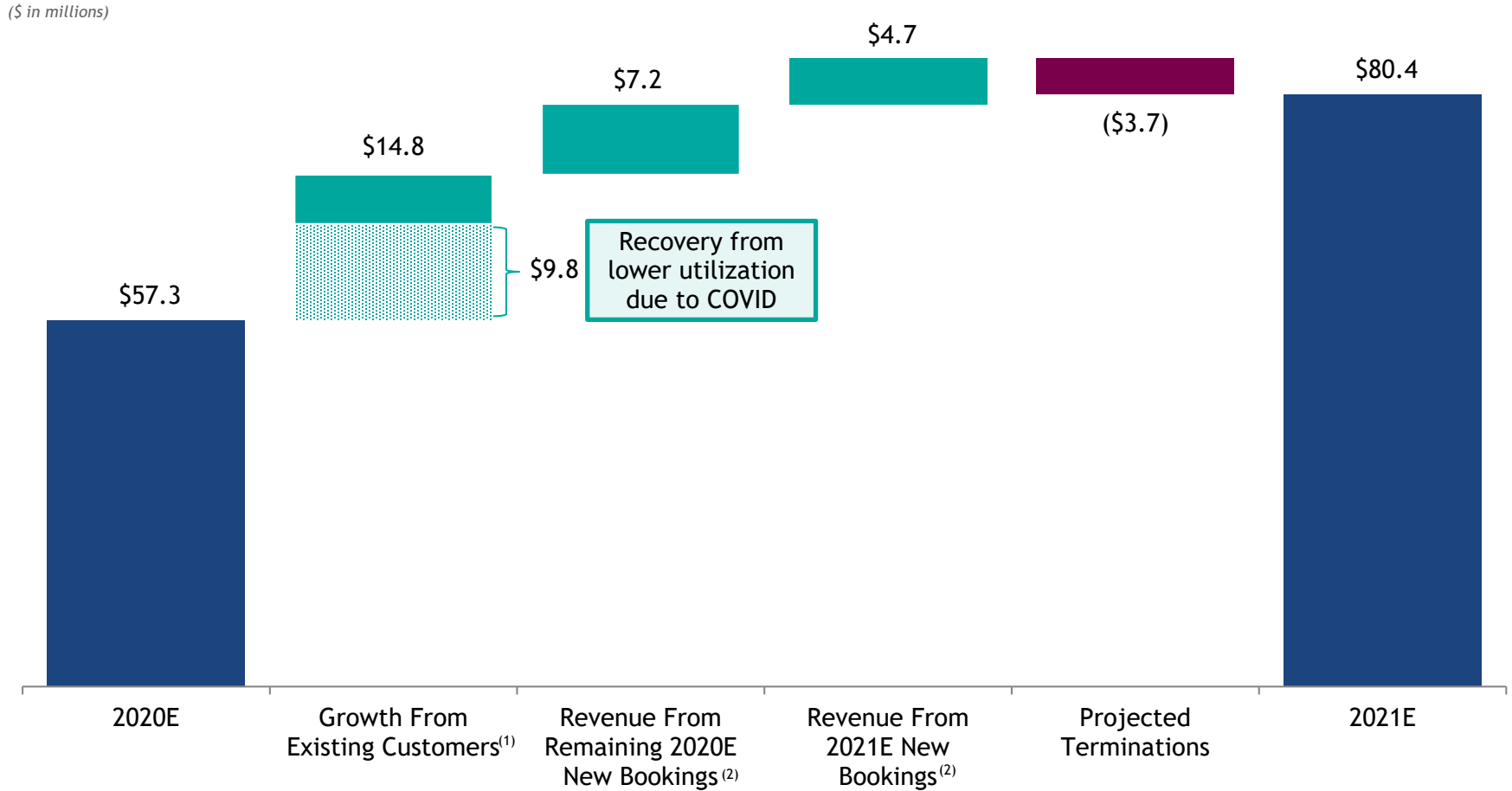


Utilization Volumes Recovering to Pre-COVID Levels⁽¹⁾

(% change in volumes vs. March 13, 2020 levels)

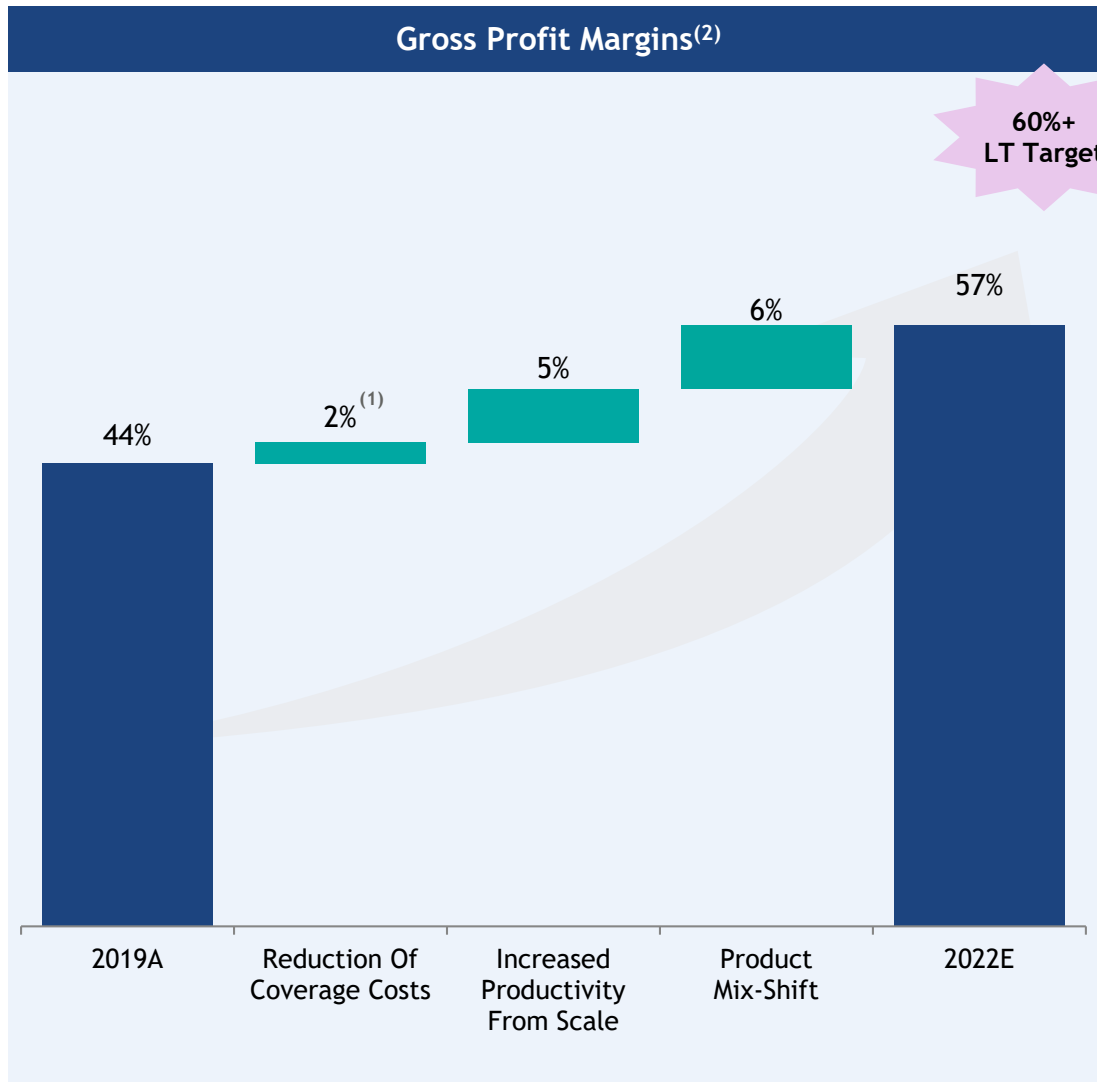


Line Of Sight To 2021E Revenues



Bookings expected to double from \$10.9m in 2020E to \$21.8m in 2021E

Improving Gross Profit Margins



- Eliminate non-recurring teleNeurologist incentive payments
- Physician productivity
- Mix-shift of higher margin Telemed IQ



SOC Telemet™



Appendix: Supplemental Materials

Pro Forma Capitalization And Ownership

Estimated Transaction Sources & Uses

(\$ in millions)

Sources

HCMC Cash in Trust	\$250
Anticipated PIPE Proceeds	\$165
Seller Rollover Equity	\$305
Total Sources	\$720

Uses

Cash Consideration to SOC Shareholders	\$267
Cash to Balance Sheet	\$45
Debt Repayment ⁽¹⁾	\$83
Seller Rollover Equity	\$305
Assumed Transaction Expenses ⁽²⁾	\$20
Total Uses	\$720

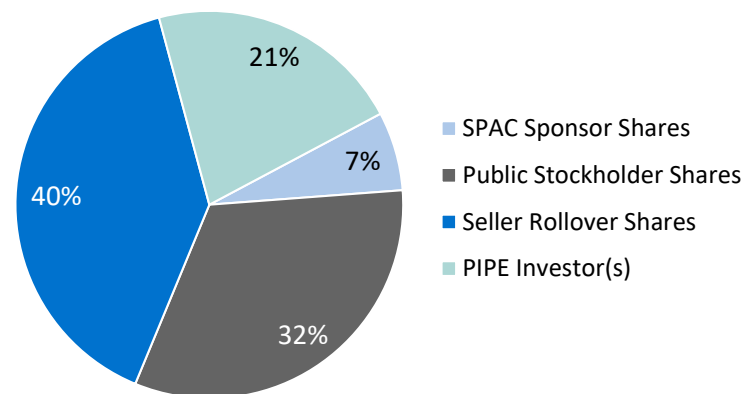
Pro Forma Enterprise Valuation at Close

(\$ in millions, except for share price)

PF Transaction

SOC Telemed Illustrative Share Price	\$10.00
Pro Forma Shares Outstanding	77.1m
Total Equity Value	\$771
(+) Debt as of 6/30/20 ⁽³⁾	-
(-) Cash as of 6/30/20	(\$50)
Pro Forma Enterprise Value	\$721
Pro Forma 2021E EV/Revenue	9.0x

Illustrative Post-Transaction Ownership Breakdown



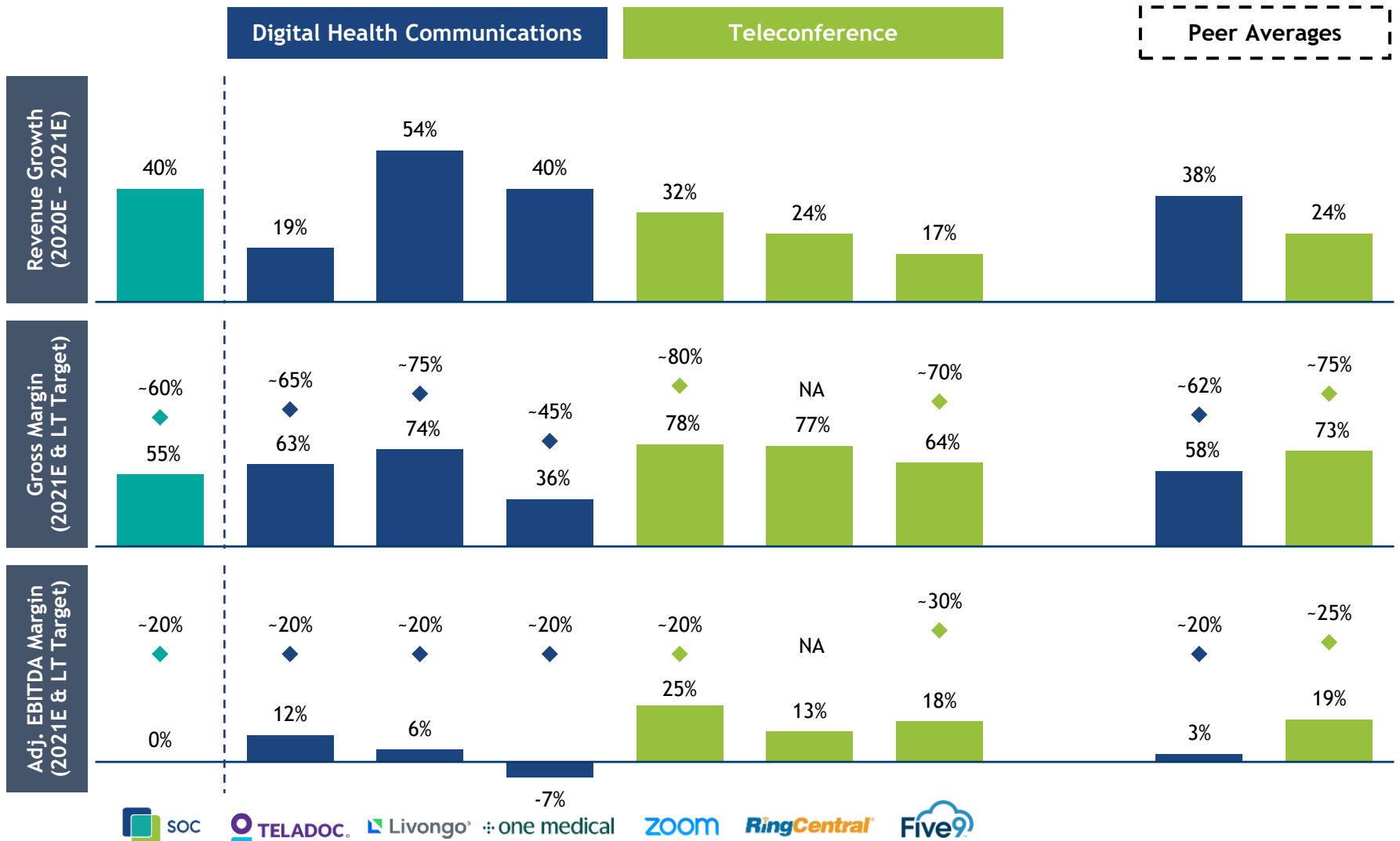
Note: Projections use SOC estimates. With respect to projections, see slide 1 "Use of Projections" under "Disclaimer"; assumes no redemptions; share count includes 30.5 million roll-over shares (assumes \$10.00 redemption price for illustrative purposes), 25.0 million HCMC shares, 16.5 million PIPE shares and 5.1 million sponsor shares; share count excludes 1.9 million sponsor earnout shares (50% vesting at \$12.50 and 50% at \$15.00); as well as the impact of 12.5 million public warrants and 0.4 million private placement warrants (struck at \$11.50).

(1) Debt repayment as of 6/30/2020 including back-end facility fees; debt subject to 4% PIK interest if repaid at later date.

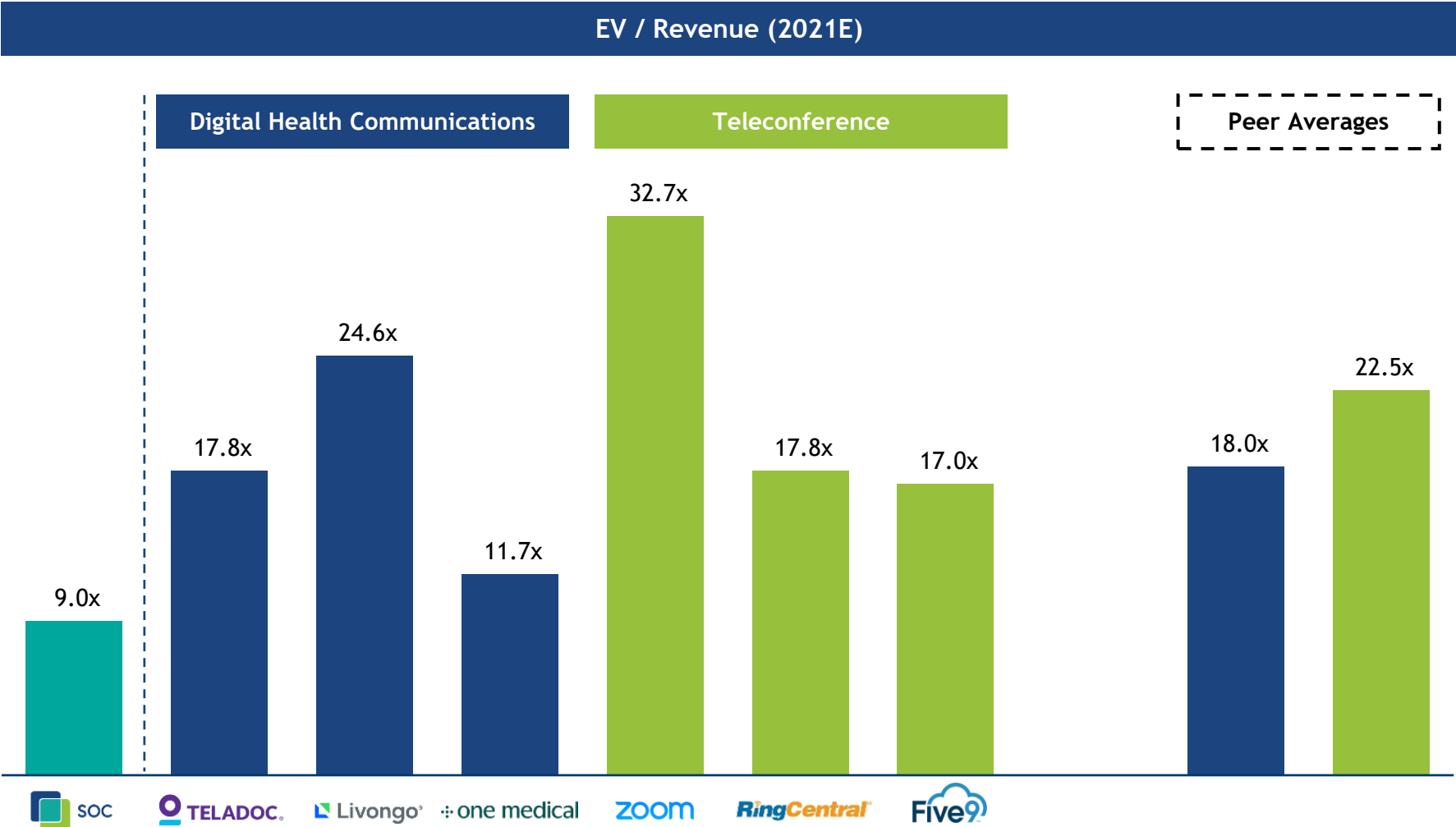
(2) Includes deferred HCMC IPO fees and other fees and expenses.

(3) Undrawn \$20m revolver contemplated to be put in place at time of transaction close.

Operational Benchmarking



Valuation Benchmarking



Historical and Projected Financial Summary

(\$ in millions)	2018A	2019A	2020E	2021E	2022E	3 months ending	
						3/31/19A	3/31/20A
Bookings⁽¹⁾	\$11.1	\$6.1	\$10.9	\$21.8	\$36.3	\$0.9	\$2.9
Total Revenue	\$53.7	\$66.2	\$57.3	\$80.4	\$113.5	\$15.9	\$14.8
YoY (%)	23%	23%	(13%)	40%	41%	35%	(7%)
Gross Profit⁽²⁾	\$24.9	\$28.9	\$25.4	\$44.1	\$64.9	\$6.4	\$5.0
Gross Profit Margin (%)	46%	44%	44%	55%	57%	40%	34%
<u>Operating Expenses</u>							
Sales & Marketing	6.2	5.9	8.3	10.5	13.3	1.7	1.5
R&D	1.7	1.2	1.4	2.2	2.8	0.3	0.3
Operations	7.3	7.7	9.0	11.3	11.8	1.9	2.1
G&A	14.7	15.1	15.6	19.8	20.5	3.5	3.5
Adj. EBITDA⁽³⁾	(\$5.0)	(\$1.0)	(\$8.9)	\$0.3	\$16.5	(\$1.0)	(\$2.4)
Adj. EBITDA Margin (%)	(9%)	(1%)	(16%)	0%	15%	(6%)	(16%)
Net Income	(\$18.1)	(\$18.2)				(\$4.7)	(\$7.4)
Select Data:							
CapEx	\$4.0	\$5.2	\$5.5	\$5.4	\$6.9	\$1.1	\$2.0
Change in NWC	1.6	1.1	(0.7)	1.6	2.7	1.1	(0.3)

Note: 2018 financials based on audited financials; 2019 and 2020 financials based on preliminary management estimates and are unaudited; projections use SOC estimates. With respect to projections, see slide 1 "Use of Projections" under "Disclaimer"; with respect to Non-GAAP financial measures, see slide 2 "Use of Non-GAAP Financial Measures" under "Disclaimer" and reconciliation set forth in Appendix.

(1) Bookings are defined as sum of the annualized fixed monthly fees and implementation fees, also referred to as the First Year Contract Value (variable fees excluded). Implementation fees are amortized on a monthly basis over the length of the average customer life.

(2) Gross Profit excludes depreciation and amortization, telemedicine equipment financing costs, and stock compensation expenses.

(3) Excludes non-recurring expenses (transaction related expenses, legal settlements, advisory fees and other non-operating expenses) of \$3.8m in 2018A, \$2.6m in 2019A, \$5.1 in 2020E; (\$0.2m) in Q1 2019A and \$1.0 in Q1 2020A.

EBITDA Reconciliation

<i>(\$ in millions)</i>			3 months ending	
	2018A	2019A	3/31/19A	3/31/20A
Net Income	(\$18.1)	(\$18.2)	(\$4.7)	(\$7.4)
Interest	8.3	10.3	2.3	2.8
Tax	(1.8)	0.0	0.0	0.0
D&A	2.7	4.4	1.6	1.3
Non-Recurring Expenses ⁽¹⁾	3.8	2.6	(0.2)	1.0
Adj. EBITDA	(\$5.0)	(\$1.0)	(\$1.0)	(\$2.4)

Note: 2018 financials based on audited financials; 2019 and 2020 financials based on preliminary management estimates and are unaudited.
 (1) Non-recurring expenses include transaction related expenses, legal settlements, advisory fees and other non-operating expenses.

Top Tier Sponsors

WARBURG PINCUS

- Founded in 1966, Warburg Pincus is a global growth equity firm that has invested more than \$84 billion in over 900 companies across more than 40 countries worldwide
- Warburg Pincus has deep domain knowledge and been active in healthcare and technology, with \$12 billion invested in over 160 healthcare companies and over \$15 billion invested in over 270 technology companies



HCMC | Healthcare Merger Corp.

- CEO Steve Shulman has 45+ years of experience leading and acquiring healthcare businesses
- Chairman of Magellan Health; previously served as Chairman and CEO
- Chairman of Quartet Health and CareCentrix
- Director of VillageMD, Pager and Facet Technologies
- Previously Chairman of R1 RCM and HMA



Leadership Team and Biographies

Executive

Background



Steve Shulman
*Executive Chairman
Healthcare Merger Corp.*

Steve Shulman serves as Executive Chairman of Healthcare Merger Corp. He also currently serves as the Chairman of Magellan Health (NASDAQ: MGLN), CareCentrix (privately held post-acute managed care company) and Quartet (privately held technology company focused on the integration of behavioral and physical medicine). Mr. Shulman also currently serves as a director of VillageMD, MedImpact, Healthmarkets, Pager and Facet Technologies

Previously, Mr. Shulman served as Chairman of the Board of R1 RCM (NASDAQ: RCM), and Health Management Associates (NYSE: HMA)



Paul Ricci
*Chairman and Interim
Chief Executive Officer
SOC Telemed*

Paul Ricci was the chairman and CEO of Nuance Communications (NASDAQ: NUAN) until he retired in March 2018. While at Nuance, Mr. Ricci transformed the company from a small imaging software publisher into a \$2 billion leading provider of conversational speech and AI solutions, with 14,000 employees worldwide. During his tenure, the company successfully developed a pioneering healthcare technology business, became a leading global provider of customer self-service solutions, and built one of the world's largest independent automotive software businesses, now Cerence (NASDAQ:CRNC)



John Kalix
*President
SOC Telemed*

John Kalix joined SOC Telemed as President on July 27, 2020 and will be transitioning to Chief Executive Officer in the fourth quarter of 2020

Prior to SOC Telemed, Mr. Kalix was Executive Vice President and Chief Operating Officer for NAPA Management Services. In his role, Mr. Kalix led strategic initiatives targeted toward improving clinical and business outcomes across the organization. Mr. Kalix has also served as President of GE Healthcare Life Sciences division for the US and Canada



Hai Tran
*Chief Financial Officer/
Chief Operating Officer
SOC Telemed*

Hai Tran has over 20 years of experience as an executive with both public and private companies, focusing on building growth-oriented organizations. Mr. Tran contributed to the growth of the Home Infusion business at BioScrip (NASDAQ:BIOS⁽¹⁾), which yielded double-digit revenue growth during his tenure. Mr. Tran also has significant healthcare and technology experience