

# Vitasora

HEALTH

## The Engines of Growth:

4 Pillars of Immediate Revenue  
Expansion across the US-Business

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# Significant Revenue Utilization improvements in 2026 & Immediate Revenue Growth Catalysts

## 2026 FFS Utilization Measures Growing



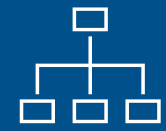
PPPM \$ up **15%** v Dec Qtr  
Daily Billing Rates up **35%**  
Patient Engagement rate up **10%**  
Dual enrolment up **100% to ~8%**

## More patients from satisfied Clients



~40,000 new patient pool from 4 existing clients  
Monthly Revenue **\$360K-\$720K**

## Internal Electronic Medical Record (EMR) System and IT efficiencies



Quicker, better patient eligibility  
More patient allocation flexibility  
Increased Coordinator Flexibility & utilization

## Reimbursement tailwinds



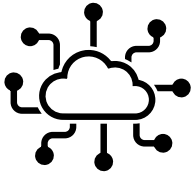
RPM Support  
8% Reimbursement increase.  
2 RPM Data points  
10 Minute RPM threshold

## Significant Immediate Term Sales Pipeline



4 Major Near Term Opportunities

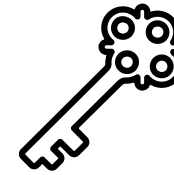
# Vitasora's key competitive advantages



**One Stop Shop**  
Fully integrated virtual  
care model



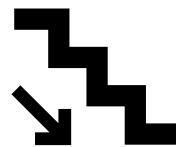
**Full Suite Solution**  
Wheezy device  
differentiator



**Turnkey implementation**  
Making it **E-A-S-Y**: no  
workflow disruption, minimal  
practice involvement



Direct partnership with  
ACO's and payers under  
**risk/capitated models &  
Clinic-in-Cloud**

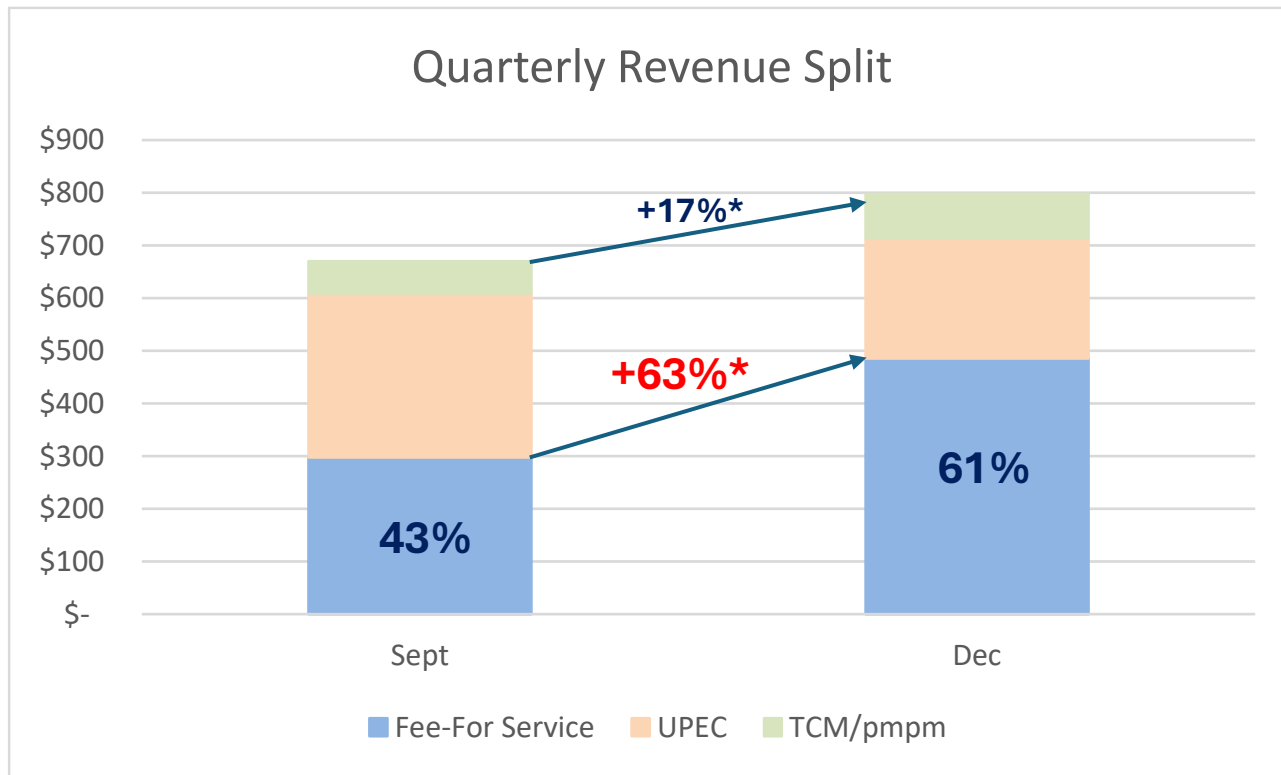


**Demonstrated Health**  
outcomes; 50%+ reduction in  
hospital visits/readmissions,  
health outcomes & reduced  
Costs



FFS Generates US\$600 –  
US\$900/patient pa **client**  
**revenue & US\$800-US\$1,300**  
**VHL Revenue**

## Vitasora Growth driven by CORE Fee-For-Service Business from Existing and New Clients



\* Inclusive of all Vitasora revenues; \*\* Fee For Service FFS revenue only



# *Pillar One. January 1, CMS Policy Updates Increase Revenue Per Patient.*

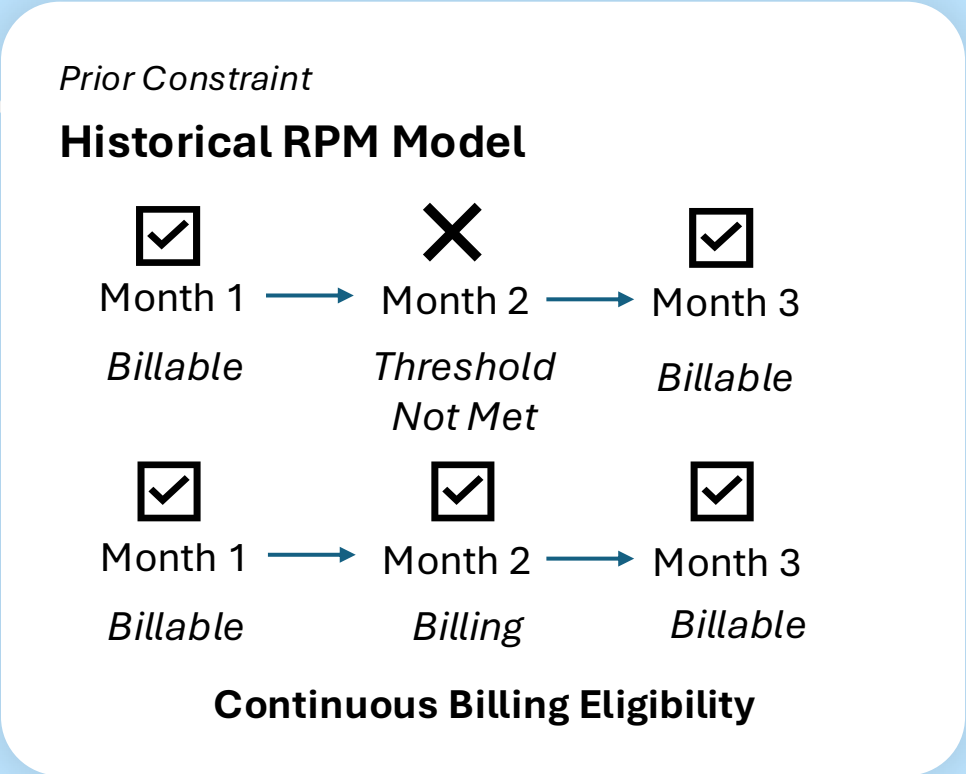


CMS Physician Fee Schedule continues to support CCM & RPM

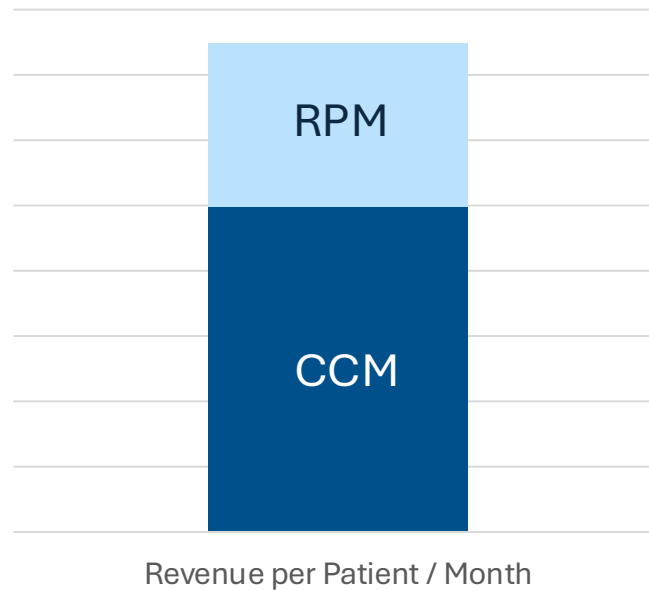
**RPM now 2** measures/mth v 16, improves eligibility

Fewer "lost months" lead to higher realized revenue

Increase in revenue by approximately **8%**



## *Pillar Two.* Stacked Revenue: Revenue Expansion Without Patient Acquisition



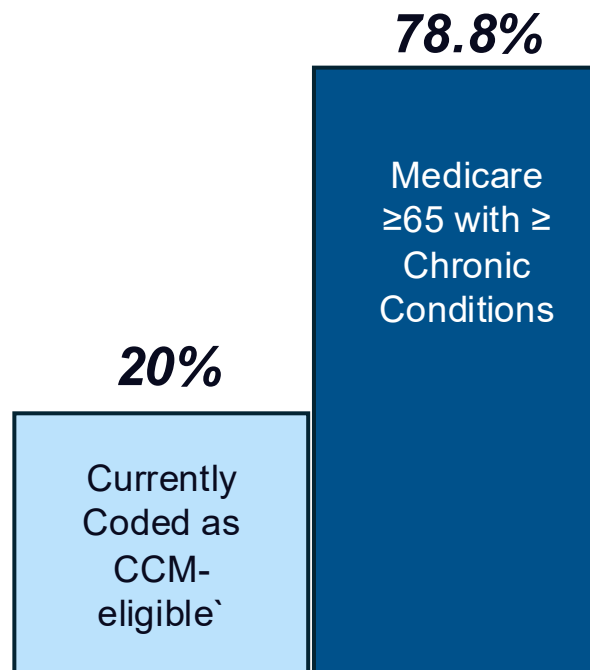
- CCM: continued monthly reimbursement for face-to-face chronic care management
- ~\$60 Per Patient Per Month PPPM
- 2 large existing CCM clients agree to RPM extension, commencing April, more closing
- RPM attach now economically viable at scale
- Incremental **\$30-\$50** PPPM opportunity RPM Upside\*
- Combines physiological monitoring with structured clinical support delivers a **more comprehensive** and proactive patient care model.

# Pillar Three.

*EMR/AI Efficiency:* improved eligibility & direct patient data transfer from clients  
Represents Expansion Opportunity



- Direct patient data transfer with client speeds up patient analysis and selection
- **A.I. capability** allows **prescription data** to be used to improve patient eligibility
- CDC: 78.8% of Americans aged  $\geq 65$  have  $\geq$  chronic conditions<sup>1</sup>
- Medicare population is predominantly  $\geq 65$
- Client EMR data currently reflects  $\sim 20\%$  CCM eligibility



# Revenue Integrity Infrastructure

A.I. reconciliation of EMR, Rx & clinical + direct data transfer

Systematic identification of CCM & RPM eligibility

Expands eligible cohort without patient acquisition

Improves billing consistency and collections velocity



Eligible Patients Identified



Billing Submitted



Cash Collected

Before Automation:

Sub-optimal Disease coding,  
EMR Access Dependent,  
Longer Lag,  
Inconsistent Capture

After Automation:

Coordinator Allocation Flexibility,  
Optimised disease coding,  
Shortened Cycle time,  
improved consistency

## ***Pillar Four. New Volume Expansion Layered onto Improving Yield***

- **~40,000 new FFS patients from existing clients**
  - Enroll 6,000-8,000 @ pppm \$60-\$90, completed June/July
  - Incremental Monthly revenue **\$360K - \$720K**
- Expanding U.S. provider pipeline
  - State Federal Grants for Rural health initiatives **US\$1B over 5 years**
  - **Vitasora** a State planning partner for an awarded Grant.
- EMR Standardized onboarding - greater Coordinator flexibility/utilization & patient allocation
- Revenue Scales with patient count
- Platform leverage improves revenue per patient

Clients

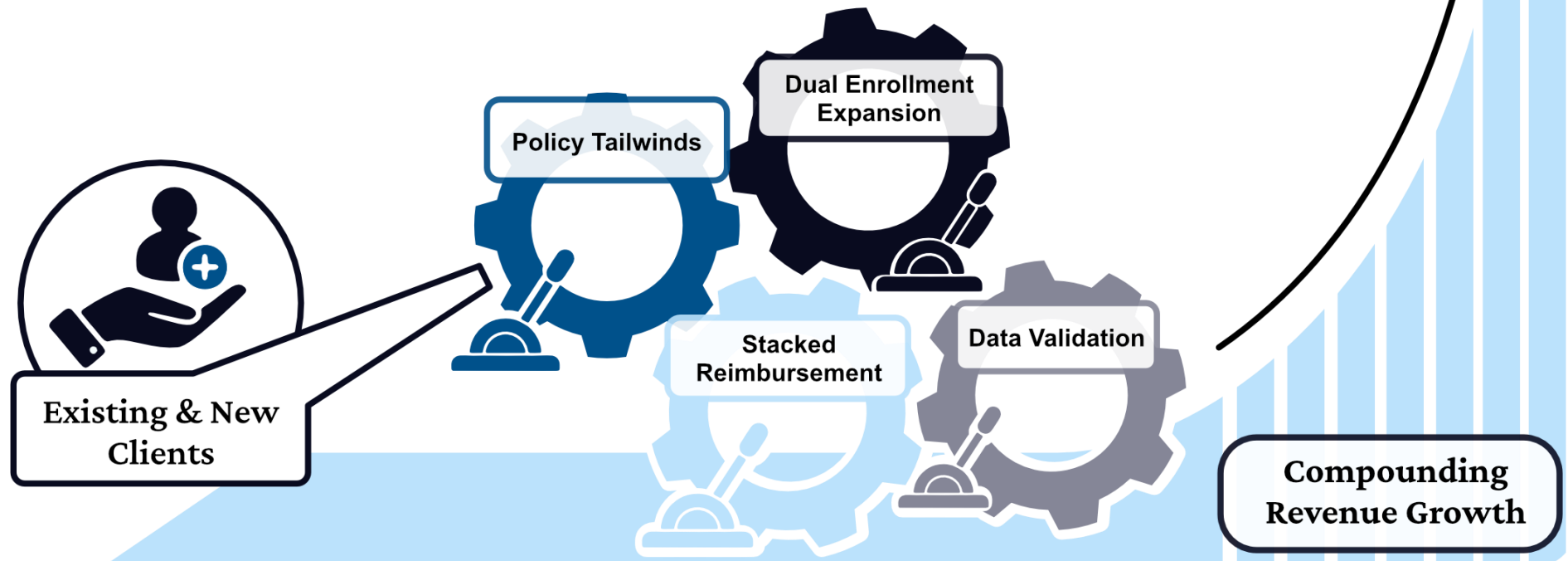
Patients

Revenue  
Engine

Recurring  
Revenue

# Compounding Revenue Engine

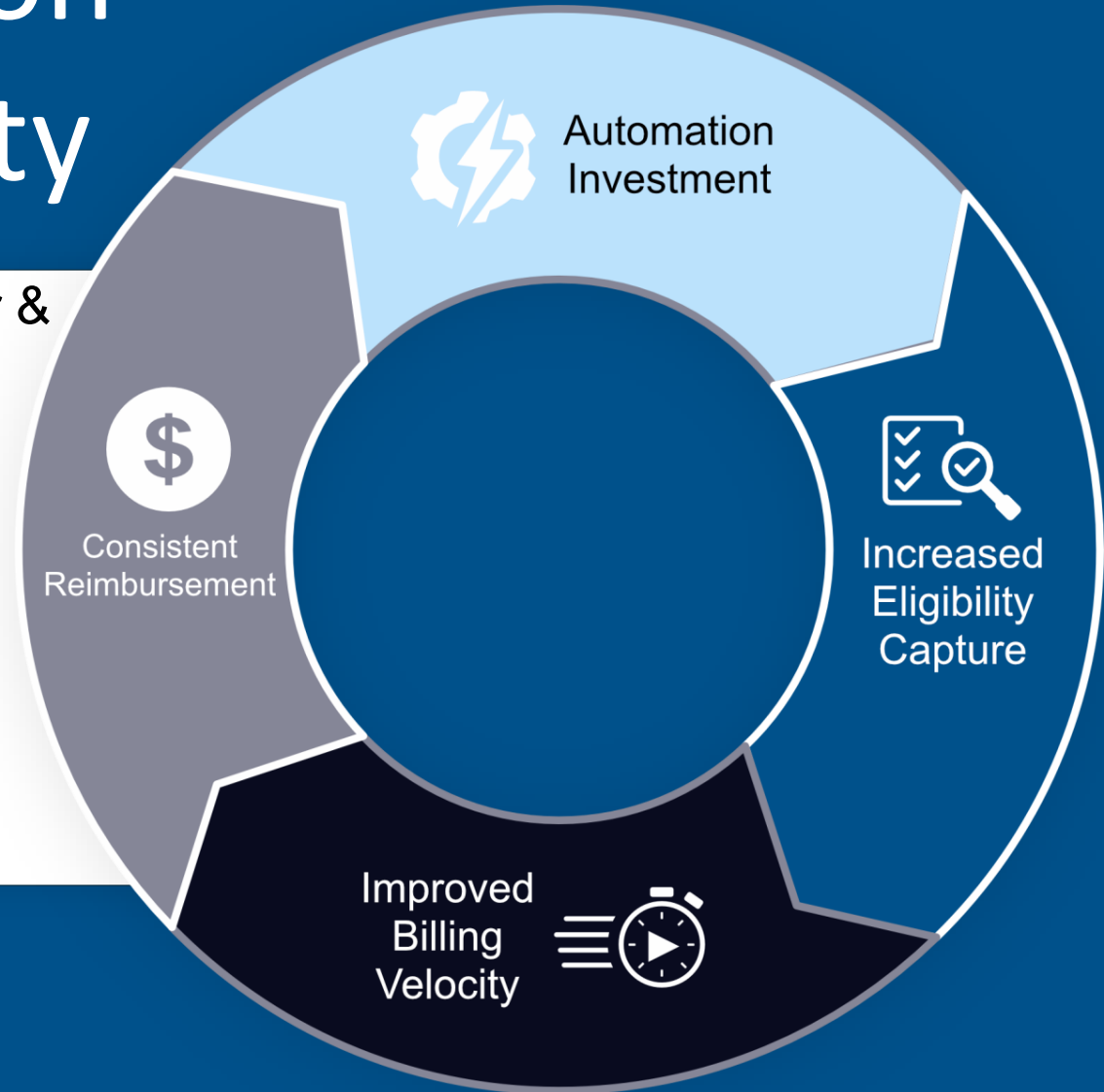
Revenue compounds as yield and volume improve simultaneously from EMR/Systems, tailwinds & growing patient numbers from existing clients .



Why efficiency investments matter

# Operational Automation Drives Revenue Velocity

- Direct EMR data transfer with client reduces error & speeds patient eligibility
- A.I. Automation increases eligible patient capture
- Better 2-way system communication, improves staff utilization
- Improves reimbursement consistency
- Converts operational efficiency into top-line acceleration



# Existing Base Alone Supports Revenue Expansion



~40,000 FFS  
new patient pool  
+ RPM

CMS  
Tailwinds are  
already active

Internal System  
improvements

No reliance on  
new client wins  
to drive uplift

# Why Vitasora. Why Now.



Structural Medicare reimbursement support



Clear revenue-per-patient expansion pathway



Under-utilised reimbursable population



Scalable recurring revenue model

## Prior State

Current FFS patient

Data file transfer

CCM-only revenue base

Under-coded eligibility

Reimbursement



## Current State

40K new patients Mthly Revenue **\$360K- \$720K** by July'26

EMR connectivity and A.I patient eligibility. FAST ACCURATE

CCM + RPM stacking \$30-\$50 pppm; 2 contracts extended

Automated validation

8% + RPM conversion; immediate growth

The execution is *already* in progress.

# Thank you

## Get in touch

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# Glossary

CCM - Chronic Care Management

RPM - Remote Patient Monitoring

CDC - Centers for Disease Control and Prevention.

EMR - Electronic Medical Records.

CMS - Center of Medicare and Medicaid Services

TOC - Transition of Care (Hospital Discharge)

TCM- Transition Care Management

UPEC - Universal Patient Engagement Center  
(Orb Health Call Center service line)

PMPM - Per member per month

PPPM/FFS - Per patient per month/ also know as  
Fee For Service