



FastMed China 美速医

Investor Presentation

Executive Summary



■ Reimagining Primary Care in \$2.4 Trillion China Healthcare Market

- ⦿ FastMed China is bringing a human-centered, technology-enabled primary care membership model to Greater China. China's healthcare market is estimated to be over \$2.4 trillion by 2030. Healthcare is the last major industry to modernize in China. Modernization is accelerating with greater urgency as a result of COVID-19. The China market is a blank canvas for reinventing health for the 21st Century.

■ Strong China Market Foundation

- ⦿ Over the past 3+ years, FastMed China has invested over \$3.5m in capital to develop the foundation for this opportunity. FastMed China has a first FastMed branded Care Center open in Shenzhen, a strong local medical & operating team, and a proprietary digital health / telemedicine platform designed and in development. Revenue operations are underway.

■ Exclusive License Rights for China

- ⦿ FastMed China has the exclusive license rights to the FastMed USA brand and operating model for up to 40 years. FastMed USA is one of the largest & fastest growing medical chains in the US market, with almost 200 clinics open and operating across multiple states.

■ Compelling Investment Returns

- ⦿ Raising up to \$5m USD in new expansion capital. Seeking strategic partners to rapidly roll-out across Greater China. Compelling unit economics, predictable recurring-revenue model, highly differentiated service. Potential partial liquidity in 18-30 months; exit through M&A or IPO in 3 to 5 years.



Who is FastMed?



- FastMed has served as the front door of healthcare in the United States for its communities for the past 20 years.
- FastMed is now the largest non-franchised urgent/ family care provider in the United States, with **191 clinics** across **5 states**.
- FastMed has treated more than 7 million patients in-person and via our online telemedicine service and presently treats over 1 million patients per year.



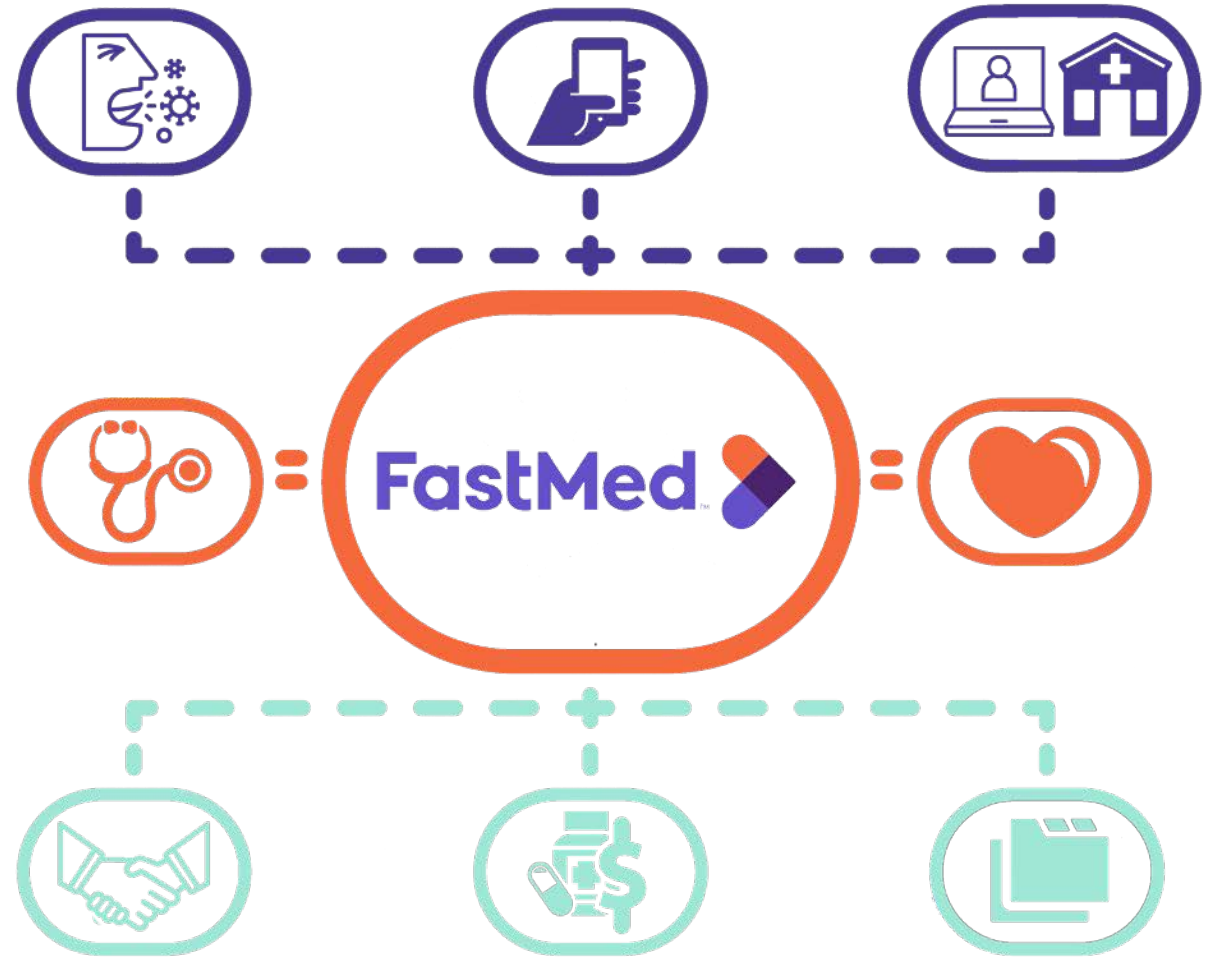
- FastMed is the only independent urgent care operator in the US market to achieve **Joint Commission Accreditation**

Our Investors



Our Global Promise

To be the **champion, navigator, protector** and **guide** to support each member on their **journey of health.**



Current China Healthcare Situation



Crowded Public Hospitals



Rushed and Overworked Doctors



No Patient Navigation





Accelerating Chronic Illness



Lacking Training and Standards

Key Catalysts for Change in Healthcare

KEY CATALYSTS FOR ACCELERATED CHANGE

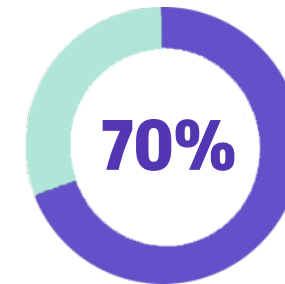
<p>HEALTHY 2030 Healthy China 2030 Policy</p>	 <p>Technology first demanded by consumers</p>
 <p>Fast growing income, wealth, and middle class</p>	<p>COVID-19 accelerated focus on sustainable personal health and wellness</p>

CITIES OVER 1 MILLION



CHINA 160 VS. U.S. 10

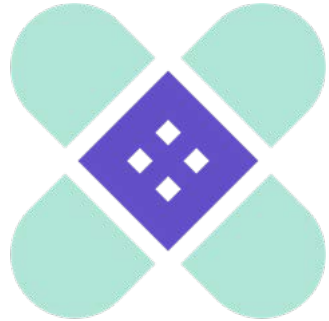
400 MILLION MIDDLE CLASS CHINA



CHINESE MILLENNIALS INCOME SPENT ON **SOCIALIZING AND DINING OUT**

ROI CHINA > U.S

\$2.4 Trillion China Healthcare Market



Consumer driven
Healthcare with
a focus on
engagement

Subscription
model with
price
transparency

24/7 Access
to care

Linking
quality care
through
patient
outcomes

Technology-enabled primary care that is simple, convenient, and personalized.

Care Navigation
teams creating
continuity and
transition of care

Supporting
China 2030

Access with small
footprints for
lower overhead,
more clinics, and
integrated
technology.

Personalized
Education focus
on on what the
client values

American
Brand



Introducing FastMed China

Highly Differentiated Primary Care Model



Small footprint/
street-level
visibility



Membership
based service

Conveniently located to
where you live and work



Health meets hospitality



Coordination and
navigation of your
healthcare journey



Price transparency



Technology supports the
entire care continuum

Technology Supports the Care Continuum



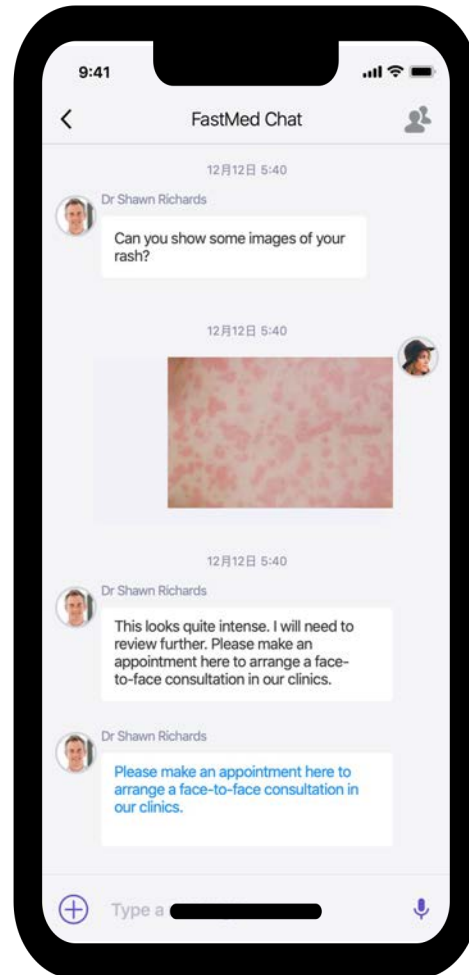
FastMed China – Healthcare On Demand



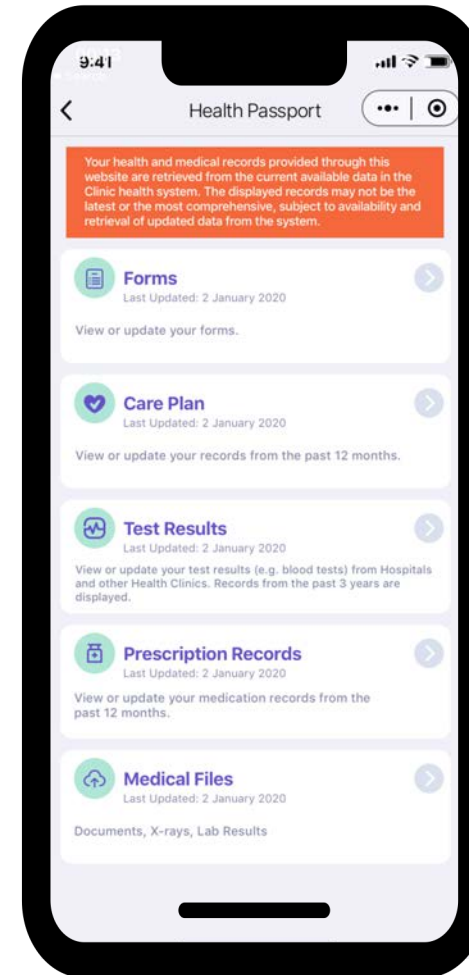
Connect



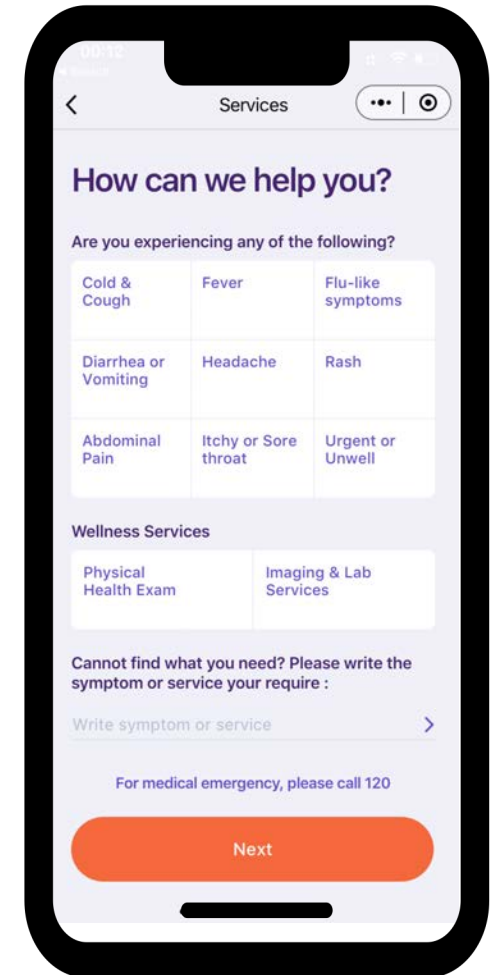
Collaborate



Navigate



Treat



FastMed China – Leadership Team



Brian Magierski • Executive Chairman

- Has built a global entrepreneurial career over the past 20 years, having founded and grown three software companies, including one that is operating at scale privately
- Founder of Swiss based Care Chain AG
- 8 years of experience working on ventures in China



Cindy Stefanko • Chief Operating Officer

- Over 20 years of experience in the emergent / urgent healthcare industry in operations as well as frontline work
- Worked in the China medical industry for the past 3 years and is highly knowledgeable in building out successful, scalable clinic models



Dr. Neil Smith (BA, MA, MBBS, MRCGP) • Medical Director

- UK board certified Family Medicine doctor.
- Over 8 years of clinical experience working in London and Shanghai, including managing at clinic to UK National NHS board level
- Fluent in English and Mandarin and Cambridge University 1st Class graduate



Sophia Zheng • Business Development Director

- Has worked in leadership roles for US-based software companies operating in China and for multi-national publicly-traded Chinese technology and healthcare enterprises
- Fluent in English and Mandarin and holds a Masters in Engineering from Xinhua University



Sara Li Care • Center Development Director

- 8 years of nursing experience working in the China Healthcare system and abroad
- Received extensive training in the FastMed US clinics
- Fluent in English and Mandarin and graduated with a Bachelors of Science in Nursing

FastMed China Shenzhen Team



Dr. Xu Fu (徐甫医生) • JV Partner – Guangdong Province

- Founder of MYHK and Meiji
- Over 19 years of clinical practice in radiology, outpatient care, and health check up centers
- Lives in Shenzhen and holds strong relevant local and national connections



Sophia Zheng • Business Development Director

- Has worked in leadership roles for US-based software companies operating in China and for multi-national publicly-traded Chinese technology and healthcare enterprises
- Fluent in English and Mandarin and holds a Masters in Engineering from Xinhua University



Dr. Li Ling • General Practitioner

- Trainee of Shenzhen standardized training for 3 years
- Over 10 years of clinical experience working in Shenzhen, including being an attending physician in the University of Hong Kong Shenzhen Hospital
- General practice training in Hong Kong Family Medical College
- Member of the 1st Committee of Shenzhen Family Doctor Association



Ying Shi • Pharmacy Director

- UK and HK registered pharmacist
- Graduated from the UCL and worked up to senior management level at hospitals including the Royal Marsden, Royal Free and Princess GraceRich
- Experience in overseeing pharmaceutical services in China, commissioning new clinics and preparing for JCI accreditation
- Fluent in English, Mandarin and Cantonese



Pei Pei • Nurse

- Over 7 years of nursing experience in China and Singapore
- Bachelor of Nursing in Ngee Ann Polytechnic in Singapore
- Fluent in Mandarin and English

FastMed China – Board Members & Advisors



- Joe F. Canterbury** • AUCD / FastMed China Board Member
- Founder of Chaucer Global, co-founder of Topgolf China and FastMed China
 - Extensive senior executive experience in China and globally
 - Vast business development, franchising, finance, start-up and fundraising experience with large brands



- Kari Hakanen** • Healthcare / Insurance Advisor
- Over 10 years of experience in the Chinese private insurance market. Shanghai-based. Fluent in Mandarin
 - Current General Manager for Asian Risks Management Services, an international insurance broker and advisor firm
 - Previously held a leadership position with JLT consultancy with a global footprint of over 120 locations



- Dr. Ximin Chen** • Technology / Healthtech Advisor
- Current SVP and COO (since 2009) and Member of the Board of Directors (since 2012) of Neusoft Corporation, one of the largest publicly traded software companies in China
 - Neusoft has a large presence in the healthcare equipment and technologies market
 - Dr. Chen holds a doctorate degree from Tsinghua University



- Christine Mei** • Advisory Board Member
- Global executive with over 20 years in senior roles with leading consumer brands in China- and across Asia
 - Deep marketing, partnering and operating experience in China within the health, wellness, and beauty industries
 - Served as SVP of Beiersdorf China – Owner of Nivea skin care



- Charles (Zhengyu) Liu** • Advisor
- Has rich China experience from working in MNCs' China operation, joint ventures with Chinese enterprises, and with private companies.
 - Former CEO of a subsidiary of Beijing NationSky Co., Ltd., China, a mobile management platform provider
 - Former CEO of a CISCO-TCL JV, China, an exclusive China WebEx service provider under the license of CISCO

FastMed China – Unit Economics – Mature Unit



Clinic Unit Capital Investment Model					
Capitalized Pre-Opening Investment					
design fee	¥40,000				
pre-opening rent	¥106,458				
pre-opening deposits	¥85,167				
pre-opening labor	¥418,800				
licensing fees	¥150,000				
Total Pre-Opening Investment	¥800,425	\$ 113,535			
Capital Investment					
medical equipment package	¥300,000	(not incl X-Ray)			
A/C & Interior Design / Furniture	¥108,000				
computer equipment package	¥70,000				
leasehold improvements	¥700,000				
Total Capital Investment	¥1,178,000	\$ 167,092			
Total Capitalized Investments Per Clinic	¥1,978,425	\$ 280,628			
Return Model Per Clinic					
	Year 1	Year 2	Year 3	Year 4	Year 5
Clinic Cash Flow	-¥1,981,052	¥2,255,525	¥4,969,284	¥6,117,363	¥6,570,951
Pre-Opening Investment	-¥800,425	¥0	¥0	¥0	¥0
Capital Investment	-¥1,178,000	¥0	¥0	¥0	¥0
Total Cash Flow	-¥3,959,477	¥2,255,525	¥4,969,284	¥6,117,363	¥6,570,951
Cumulative Cash Flow	-¥3,959,477	-¥1,703,952	¥3,265,332	¥9,382,695	¥15,953,646
Cumulative Cash Flow (\$USD)	\$ (561,628)	\$ (241,695)	\$ 463,168	\$ 1,330,879	\$ 2,262,929
IRR	90%				
NPV	¥10,256,327	\$ 1,454,798			
ROI	2.6				

FastMed China – Unit Economics – 5 year scale up



Clinic Unit Economic Operating Model (Guangdong)					
(RMB)	Year 1	Year 2	Year 3	Year 4	Year 5
Clinic Revenue					
average membership base (members/year)	450	1600	1850	2000	2000
avg visits per day (VPD)	10	20	20	20	20
avg monthly subscription (RMB/month)	¥488	¥512	¥538	¥565	¥593
Annual Net Revenue	¥2,635,200	¥9,838,080	¥11,944,044	¥13,558,104	¥14,236,009
Clinic Direct Costs					
direct labor	¥1,794,857	¥1,866,651	¥1,866,651	¥1,866,651	¥1,866,651
direct labor benefits	¥717,943	¥746,661	¥746,661	¥746,661	¥746,661
direct materials	¥71,400	¥73,542	¥75,748	¥78,021	¥80,361
Total Direct Costs	¥2,584,200	¥2,686,854	¥2,689,060	¥2,691,333	¥2,693,673
Gross Margin	¥51,000	¥7,151,226	¥9,254,984	¥10,866,771	¥11,542,336
GM %	2%	73%	77%	80%	81%
Clinic Operating Expenses					
rent	¥511,000	¥531,440	¥552,698	¥574,806	¥597,798
utilities	¥172,800	¥179,712	¥186,900	¥194,376	¥202,152
maintenance	¥232,200	¥239,166	¥246,341	¥253,731	¥261,343
insurance	¥90,360	¥93,974	¥97,733	¥101,643	¥105,708
information technology	¥25,200	¥26,208	¥27,256	¥28,347	¥29,480
marketing & member engagement	¥935,152	¥3,757,901	¥3,105,451	¥3,525,107	¥3,701,362
miscellaneous	¥65,340	¥67,300	¥69,319	¥71,399	¥73,541
Total Operating Expenses	¥2,032,052	¥4,895,701	¥4,285,699	¥4,749,408	¥4,971,384
Clinic EBITDA	-¥1,981,052	¥2,255,525	¥4,969,284	¥6,117,363	¥6,570,951
EBITDA %	-75.2%	22.9%	41.6%	45.1%	46.2%

FastMed China Roll-out Plan



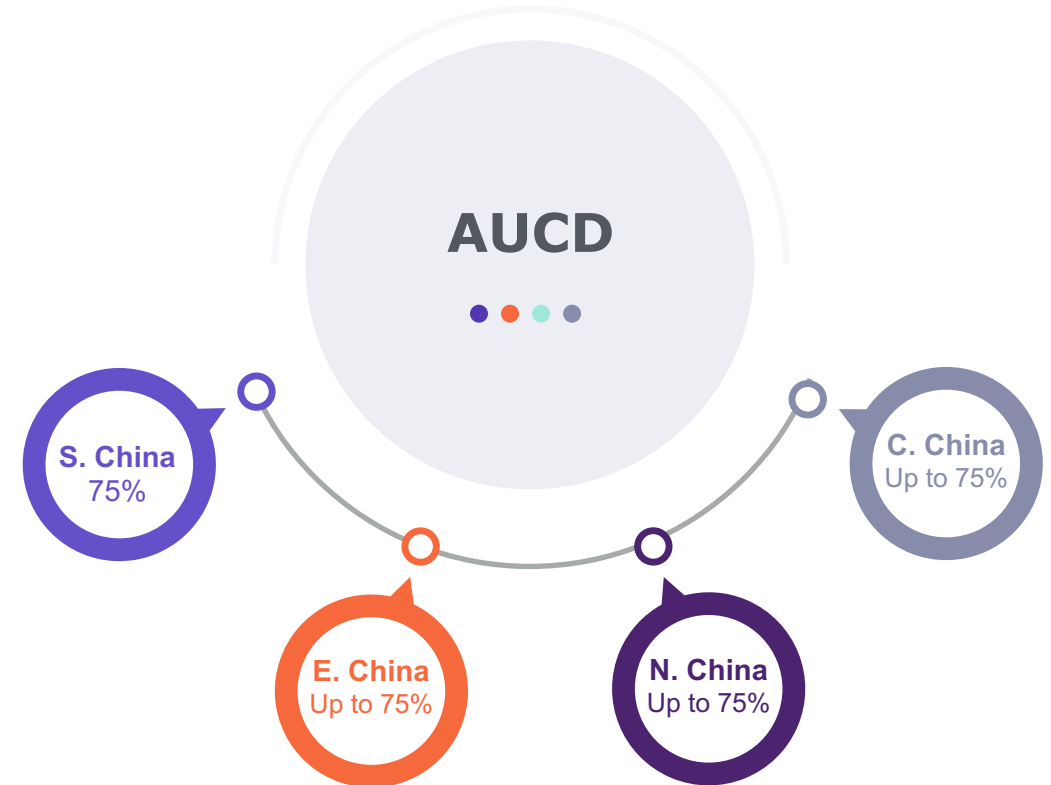
Note: Because of digital leverage, we don't have to have as many clinics to build a national brand

FastMed China Five Year Performance



FastMed China – Ownership Structure and Licensing Rights

- FastMed China is owned and operated by **Asian Urgent Care Development HK, Ltd. (AUCD)**
- AUCD is a joint venture between US investment company Global Primary Care Holdings LLC (GPCH) and FastMed USA (Urgent Cares of America LLC)
- AUCD holds license rights to the FastMed brand and operating model for Greater China (China, HK, Macau, Taiwan) and shares royalties with FastMed USA
- License term is 20 years with two automatic 10-year renewals





Investment Round and Potential Returns

Subtitle



Thank you



To provide patients with the best end-to-end healthcare experience in terms of quality, accessibility, affordability, and compassion.





Adoption of Digital Tools

- Chinese are very receptive to new technology
- Almost every Chinese uses wechat daily
- There are over 1.5b monthly active wechat users and 300m daily active users on wechat mini app
- Due to Covid-19, more people are comfortable with online consults
- By the end of 2020, the market for online consults has reached about RMB20b and it will continuously grow to estimated RMB68b in 2022

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Web Golinkin
Chief Executive Officer

- Joined FastMed in 2017
- Previously served as CEO of RediClinic, one of the leading operators of retail-based clinics, which he co-founded in 2005, sold to Rite Aid in 2014, and continued to run it and Health Dialog until joining FastMed
- Served as CEO of six healthcare and media companies over the past 30 years



Jeff Fields
Chief Financial Officer

- Joined FastMed in 2018
- Previously served as Chief Financial and Administrative Officer of RediClinic and Health Dialog, and as Vice President of Accounting and Controller at Surgical Care Affiliates



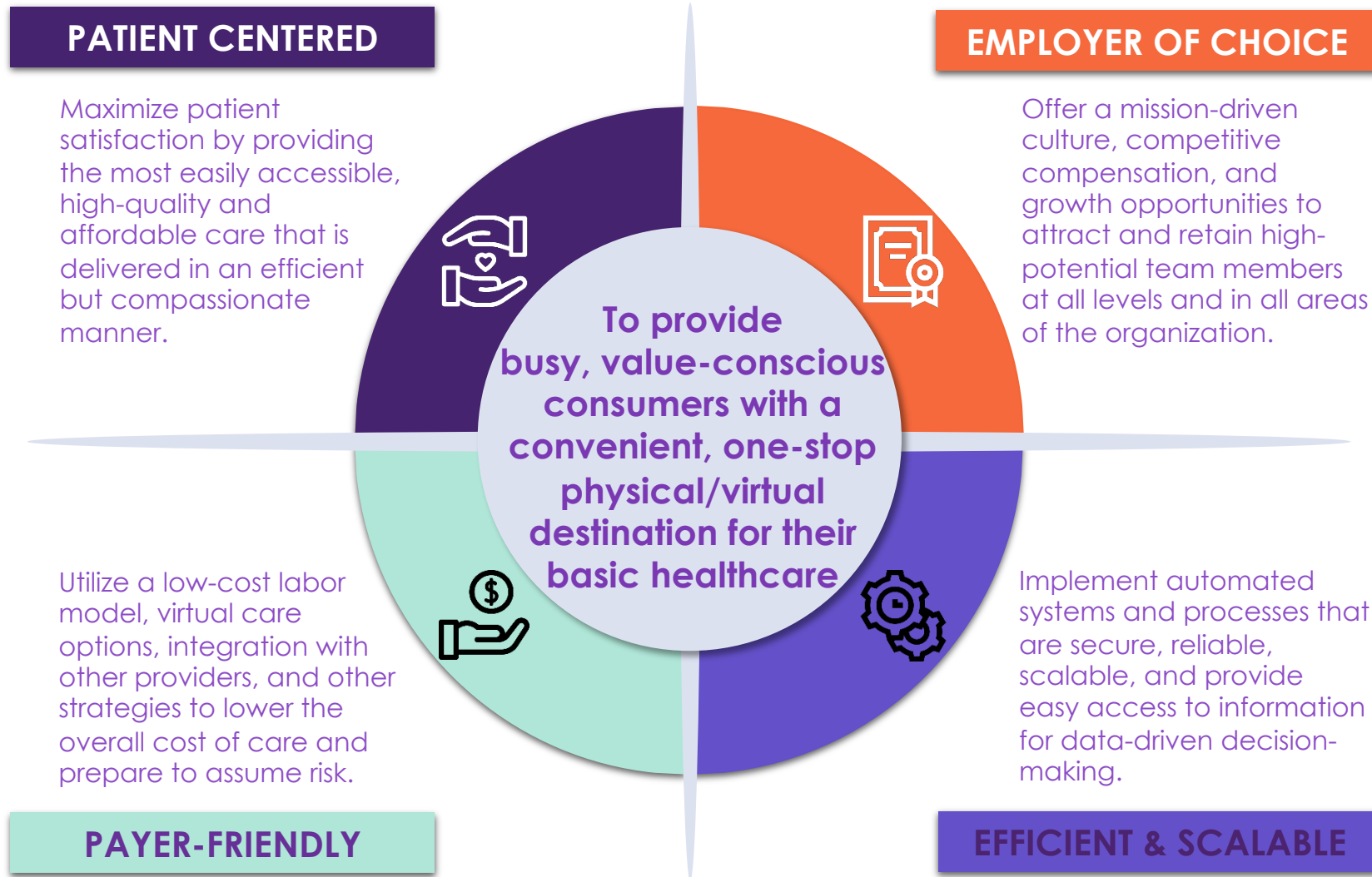
Danielle Barrera
Chief Operating Officer

- Joined FastMed in 2019
- Previously served as Chief Operating and Marketing Officer of RediClinic and Health Dialog, and as Director of Occupational Medicine for Memorial Hermann Healthcare System and Health Network Providers (HNP), the largest healthcare system in Southeast Texas



Alex Gray
Chief Growth Officer

- Joined FastMed in 2018
- Previously served as a Principal at Echo Health Ventures (formerly Mosaic Health Solutions and Blue Cross NC), and as a Manager in Deloitte Consulting's M&A group focusing on Day 1 Readiness and Post-Merger Integration



FastMed Package Offerings

