

WHERE LONG WAITS IN BUSY EMERGENCY ROOMS DO MORE HARM THAN GOOD, **WE GO.**  
WHERE UNDERSERVED POPULATIONS NEED BETTER CARE, **WE GO.** WHERE HOMEBOUND  
POPULATIONS BENEFIT FROM ONSITE TREATMENT, **WE GO.** WHERE BASIC TELEHEALTH  
PROVIDERS STOP, **WE GO.** AND WHEN ALL REASON SAYS IT CAN'T BE DONE, LEAVE  
WELL ENOUGH ALONE AND QUIT WHILE YOU'RE AHEAD, WE DO WHAT OUR COMPANY  
HAS ALWAYS DONE. **WE GO.**



Investor Presentation

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# Experienced Management Team



## Presenters



**Stan Vashovsky**  
Co-Founder, Chief Executive Officer

- Founded DocGo (f/k/a Ambulnz) in 2015 with the vision to revolutionize medical transportation and healthcare delivery
- Previously executive for services innovations at Philips Healthcare
- 25+ years of healthcare experience including paramedic work



**Anthony Capone**  
President

- Joined in 2017
- Previously served as President at Rapid Reliable Testing and Chief Executive Officer of Fundbase
- 11+ years of software and operations experience



**Andre Oberholzer**  
Chief Financial Officer

- Joined in 2015 with experience developing companies throughout their business lifecycle including M&A / integration
- Previously in financial roles at Philips, Altegrity, WageWorks CFO
- 20+ years of finance and operations experience



**Vrenely Munoz**  
Chief Revenue Officer



**Ely Tendler**  
General Counsel



**Rosemarie Milano**  
VP, Human Resources



**Kevin Bland**  
VP, Operations



**Stephen Sugrue**  
Chief Compliance Officer



**Norm Rosenberg**  
CFO, Ambulnz Holdings, LLC

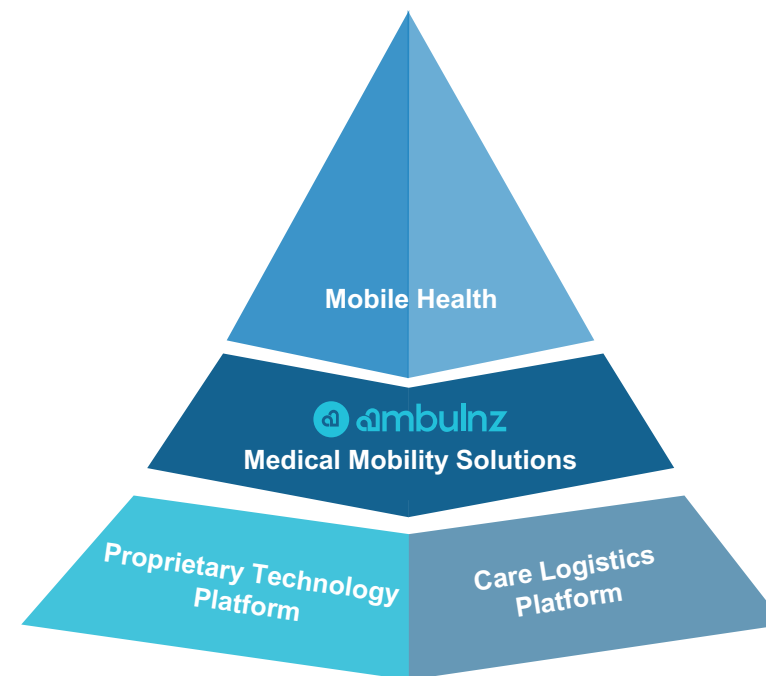


**Dr. Mark Merlin**  
Chief Medical Officer

## Our Brand and Company Culture

*Where long waits in busy emergency rooms do more harm than good, we go. Where underserved populations need better care, we go. Where homebound populations benefit from onsite treatment, we go. Where basic telehealth providers stop, we go. And when all reason says it can't be done, leave well enough alone and quit while you're ahead, we do what our company has always done. We go.*

## Our Model



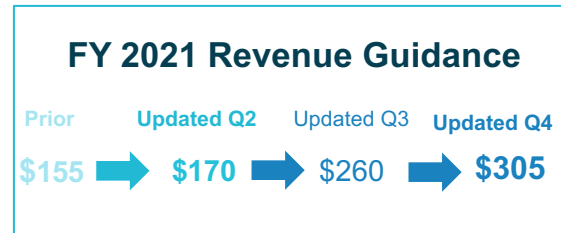
*Fulfilling the Promise of Telehealth by Enabling the “Last-Mile” Delivery of Healthcare*

# DocGo at a Glance



(\$ in millions)

## Key Highlights



Leveraging a **proprietary technology platform** and **care logistics expertise** to provide high quality, efficient **“last-mile” healthcare delivery services**

<sup>(a)</sup> Rating based on 300+ reviews.  
<sup>(b)</sup> As of Dec 2021.

# Where Traditional Care Stops, DocGo Keeps Going



## Traditional Care vs. Mobile Health

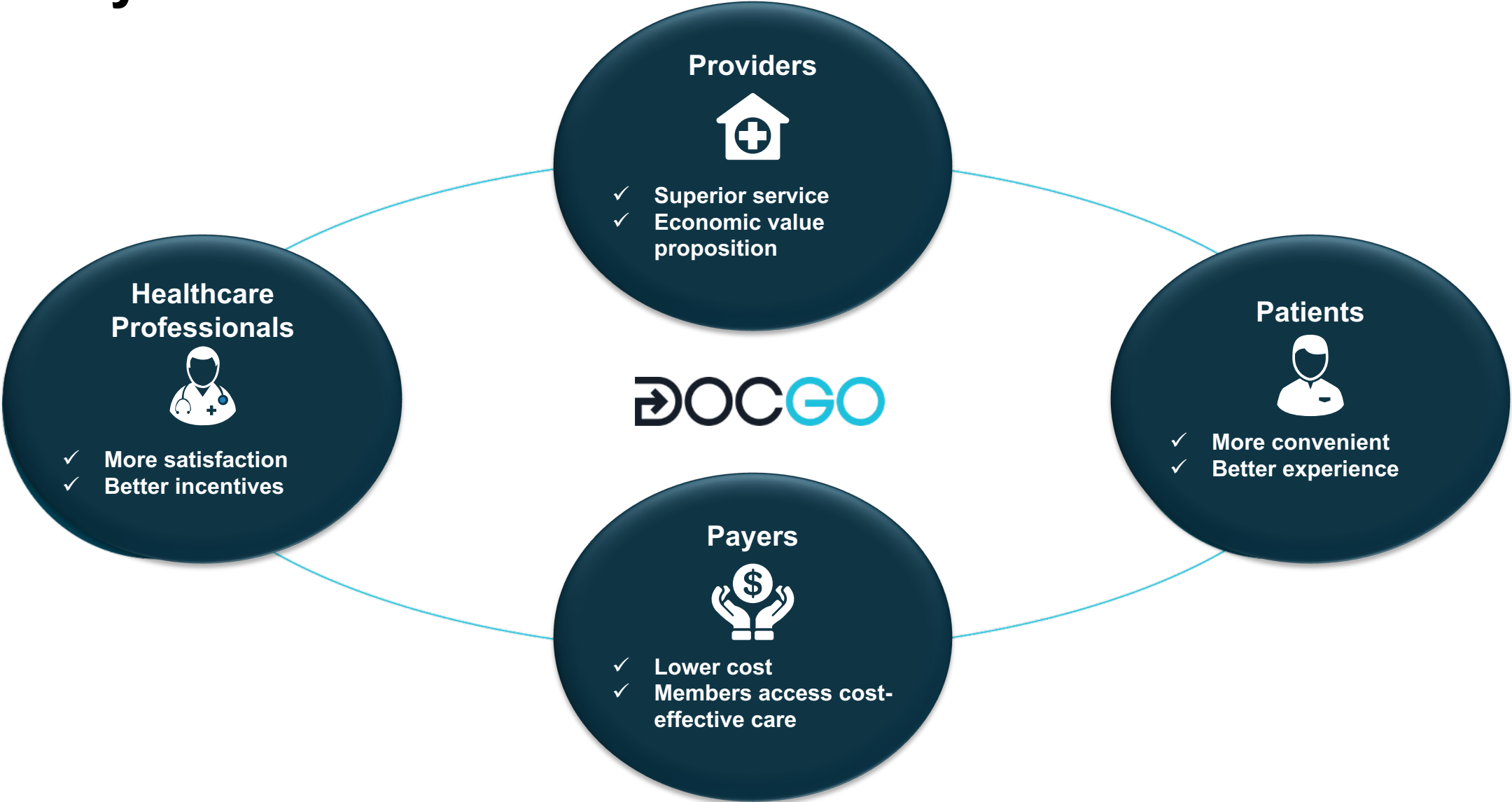
### Traditional Care

- ✗ Patients are restricted by outdated logistics and expensive transportation solutions
- ✗ Limited options to get treated at home or on-site
- ✗ Current telehealth offerings do not provide immediate in-person care or follow-up as needed

### DocGo Mobile Health Solution

- ✓ Mobility solutions that are enabled by highly coordinated and efficient logistics capabilities
- ✓ Mobile Health offering goes far beyond traditional telehealth capabilities, delivering true “last-mile” services
- ✓ Unique solution set plugs seamlessly into existing care ecosystem

# Delivering Value Across the Healthcare Ecosystem





# Illustrative Customers, Partners & Projects



Tailored Go-to-Market for each Customer Segment

## Government



## Enterprise / Corporates

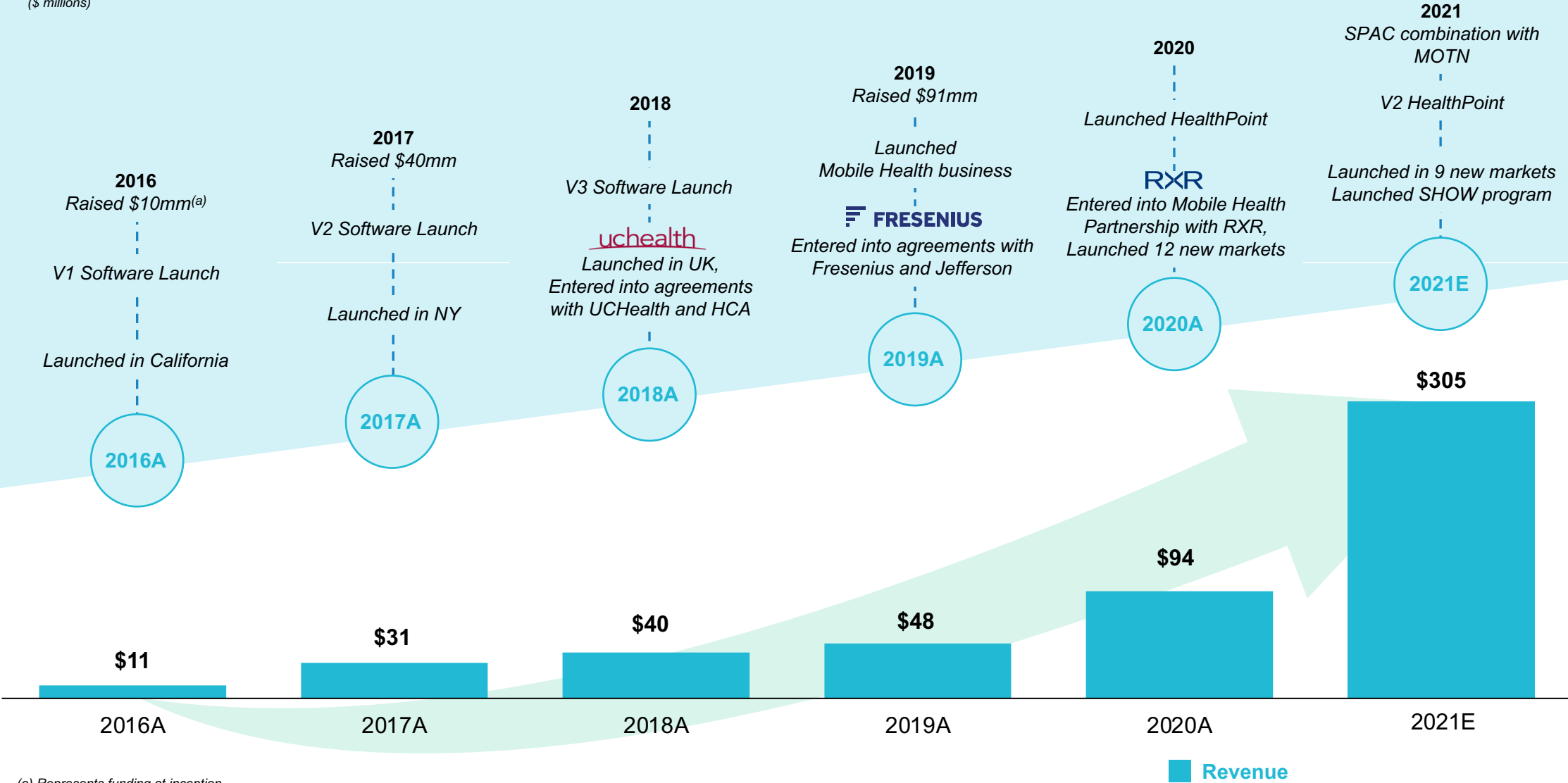


## Health Systems



# History of Strong Growth

(\$ millions)



(a) Represents funding at inception.

■ Revenue

# Purpose-Built Technology Platform



## Core Functionality and Benefits

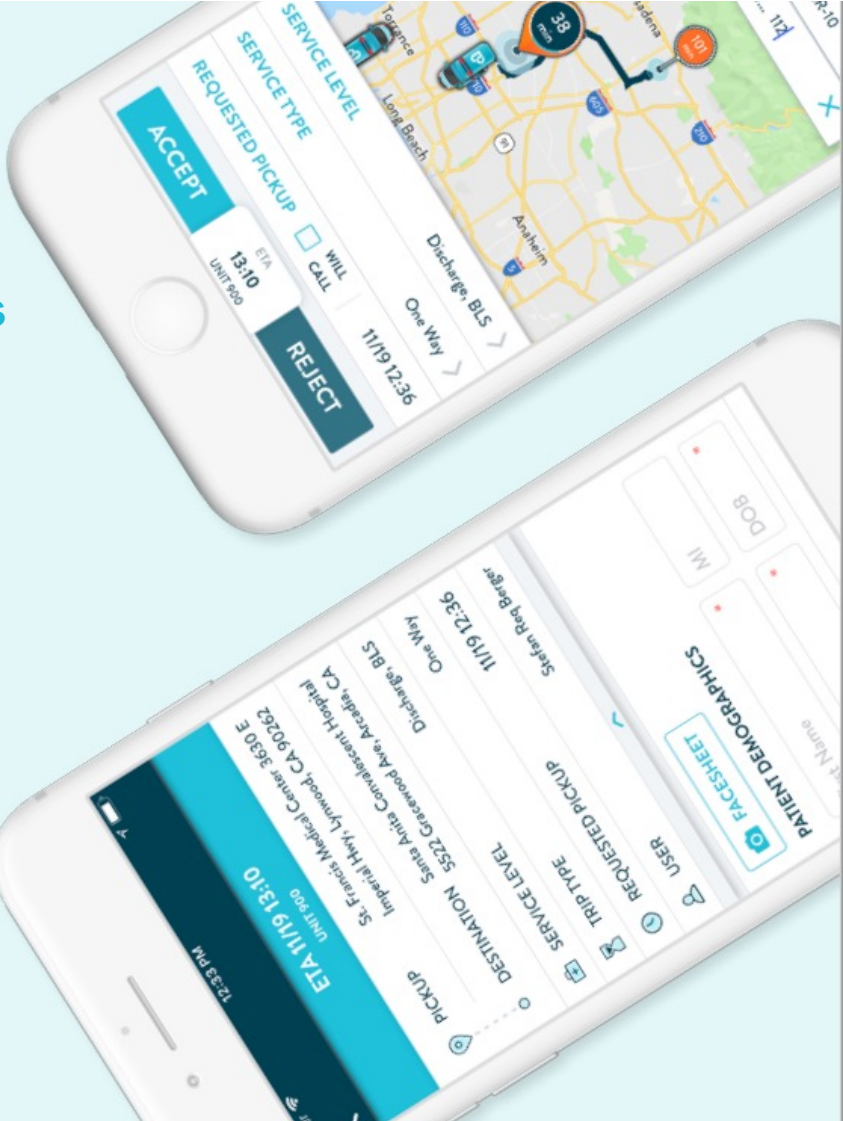
- ✓ Streamlined ordering process to reduce burden on staff
- ✓ Integration of electronic health records
- ✓ Easy ordering with no manual information transfer
- ✓ Real-time visibility into transport status and ordering
- ✓ Fully integrated with bed management systems
- ✓ Predictive resource allocation to estimate patient discharge

For **Patients and Families**

For **Care Providers**

For **Facilities**

For **Peace of Mind**



Two apps. One location-based dispatch system. Connected.

# Fully-Integrated Front- and Back-End Tech

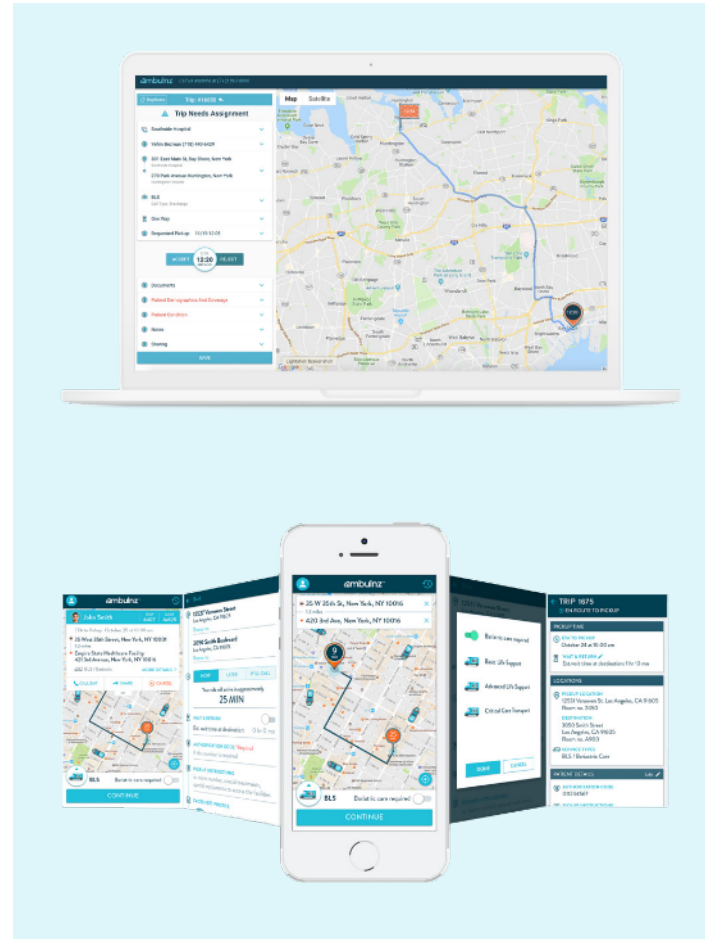


## Multi-modal Software to Better Coordinate Care

- 2 min** **EASY ORDERING**
- Digital requesting via Web, Mobile, Epic, Allscripts, Mobile Care Connect and Central Logic

- 100%** **TOTAL TRANSPARENCY**
- Integrated systems providing tracking for hospital staff, receiving facility and family members

- 1 Call** **DEDICATED SUPPORT LINE**
- A human being in seconds



## Modern Architecture and Design

### EHR INTEGRATION

- Integrated with leading EHR providers enhances functionality & billing/collections
-  

### MACHINE LEARNING / AI

- State-of-the-art system with proprietary AI-powered algorithms
- Proprietary artificial intelligence-based scheduling (CAD) system with Google traffic data

### SHARELINK™

- ShareLink™ technology provides hospitals, patients and their caregivers real-time vehicle location, accurate ETAs and peace of mind

### HIPAA COMPLIANT

- Designed for managing sensitive healthcare data

### ISO 27001 CERTIFIED

- Application infrastructure certification

*Our digital platform is fully integrated with industry standard EHR providers and enables a seamless care logistics experience throughout the patient journey*

# Segment Overview – Medical Mobility



## MEDICAL MOBILITY SOLUTIONS

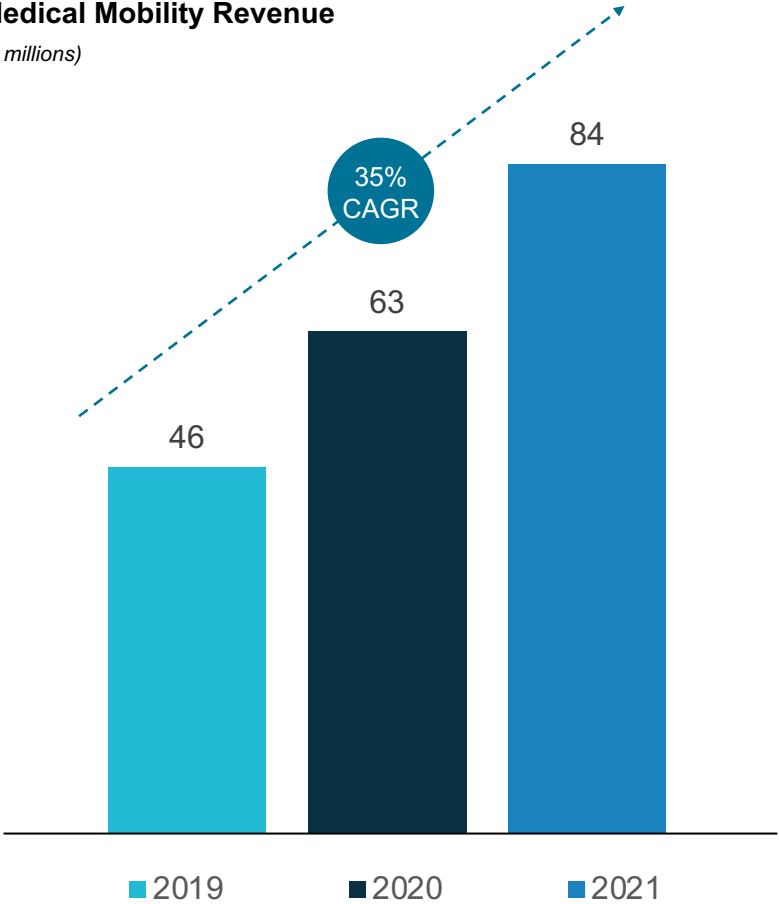
ambulnz



- Provides on-demand patient transfer solutions between clinical settings
- Partnerships with Fresenius, Jefferson & UCHealth and strong relationships with Northwell & HCA
- 300+ fleet of vehicles include ambulances, wheelchair vans and sedan to accommodate each unique request
- Proprietary algorithm and clinical system integration optimize patient transfers

### Medical Mobility Revenue

(\$ millions)





# Telemedicine is Just Talk – Mobile Health is Hands On



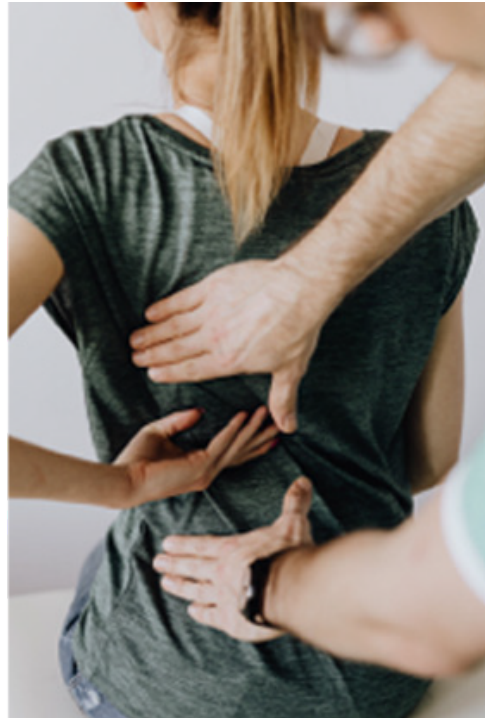
DocGo. We're There.

Leveraging Advanced, Mobile Technologies to Deliver Robust Services

Vaccinations



Bloodwork



IV Hydration



Wound Care



Oral Medicine Administration



Mobile Imaging



EKG



## For Patients...

- ✓ At home treatment is convenient, comfortable and results in an improved patient experience
- ✓ Accessibility to health professionals promotes better patient compliance with discharge treatment plans
- ✓ More focused care reduces unnecessary hospital readmissions

## For Providers...

- ✓ DocGo employed clinicians, consisting of paramedics and EMTs, can provide care at a lower cost than LPNs/LVNs or physicians
- ✓ Reduces overall healthcare costs by preventing unnecessary flow of patients into healthcare facilities

Note: EMT = Emergency Medical Technician, LPN = Licensed Practical Nurse, LVN = Licensed Vocational Nurse.

# Overview of Mobile Health Services



## Bedside Procedures

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- Rapid testing (blood work, including routine tests like Coumadin levels, Pregnancy, Strep, Urinalysis, Viruses (COVID-19, HIV))
- Pre-op testing
- Pulse oximetry
- Ultrasound
- Wound Care

## Medications (Oral and IV)

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- 30+ oral medications available, including antibiotics and anti-nausea medications
- Asthma treatments
- Intravenous fluids

## Cardiac

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- Blood pressure monitoring
- Cardiac monitoring
- Echocardiogram
- Electrocardiogram (EKG)

## Preventative Care

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- Vaccinations (Influenza, Hepatitis, Pneumonia, Tetanus)
- Medicine reconciliation
- Physicals (school, sports)

**Mobile Health is hands on. Delivering on the promise and potential of telemedicine.**

# Segment Overview – Mobile Health



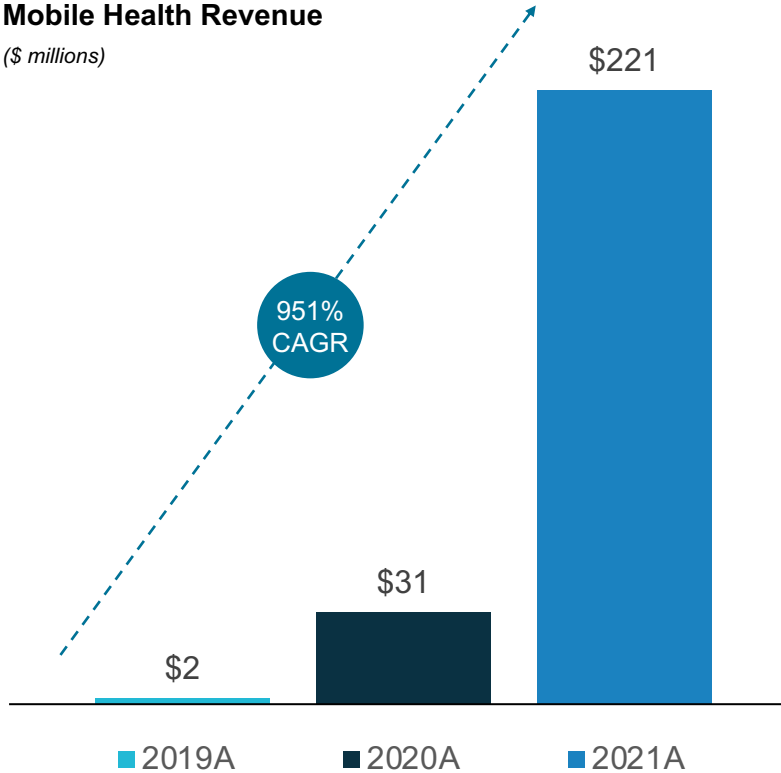
## MOBILE HEALTH SOLUTIONS



- Provided mobile health services to multiple clients including Uber, HBO, NFL, GoodRx, and the state of New York
- Working together with licensed medical practitioners, we facilitate in-person services and follow-up treatment where a traditional doctor’s visit is not necessary
- Services include bedside procedures, preventative care, medicine administration, monitoring and various vaccinations
- Utilizes existing medical employees to deliver services at a lower cost

Mobile Health Revenue

(\$ millions)





# Case Study: Department of Homeless Services



## Growing relationship with city agency, working with licensed practitioners to facilitate vital medical treatment to a traditionally underserved population



Consistent business growth across **Mobile Health and Medical Transportation** business lines



**~175 homeless shelters**  
Across the city



Programs promote access to quality care and equitable distribution of medical treatment



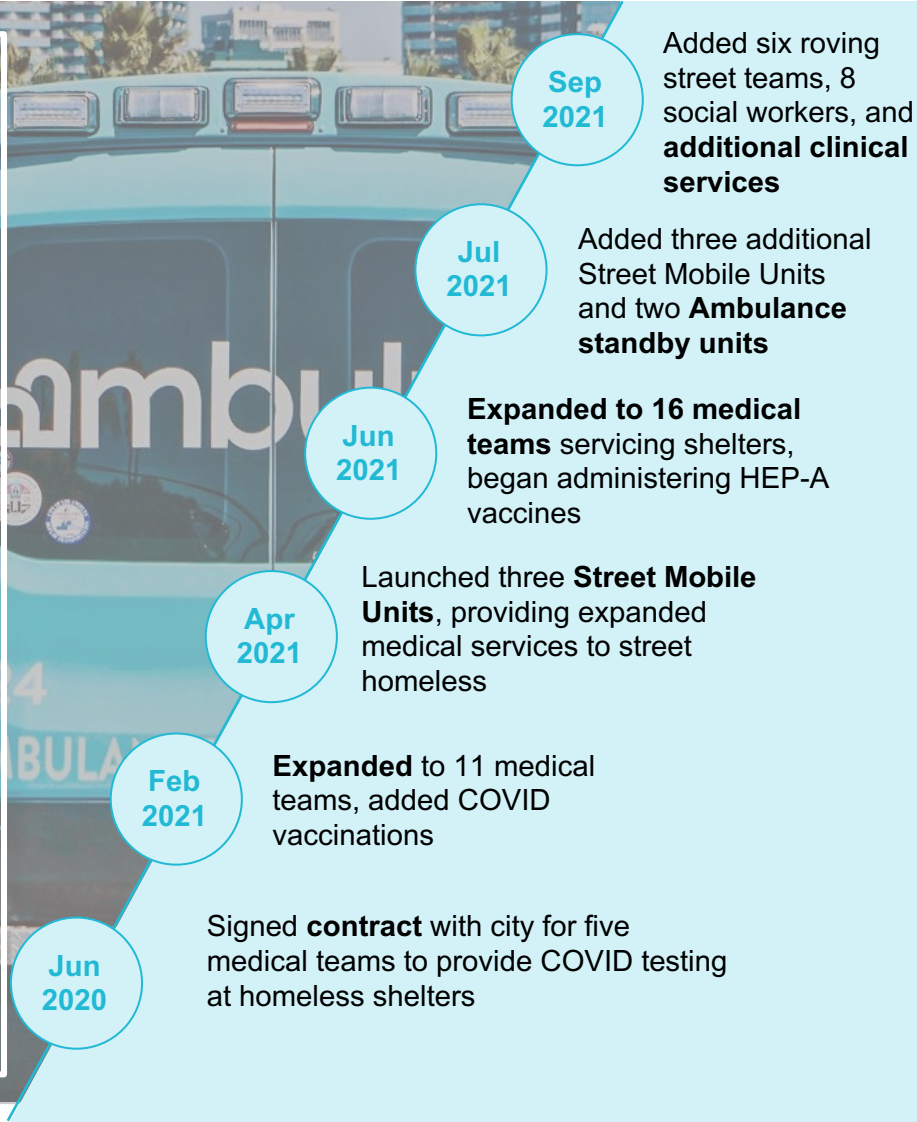
**~19,000 shelter residents**  
Opportunity to provide additional medical services



Relationship has led to **additional contracts** with city agencies



**Over 550,000 US homeless<sup>(a)</sup>**  
Significant opportunity for service expansion to other markets



a) According to National Alliance to End Homelessness

# Our Footprint and Reach

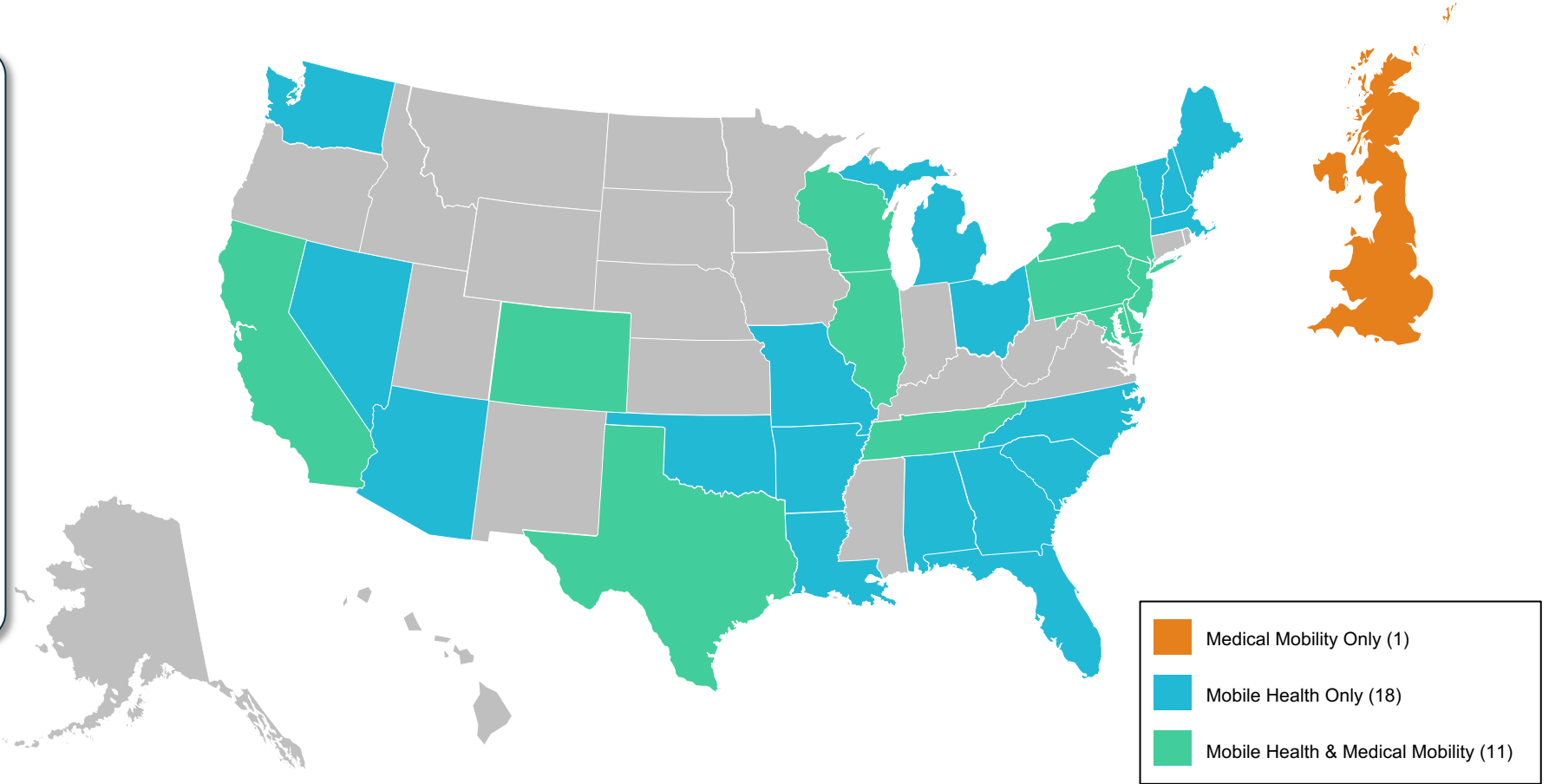


## Our Footprint

Operating in **29 US states** and the **UK**

Licensed to operate in 37 states; licenses pending in 13 additional states

*<1% market penetration today*



# Quality Employed Clinicians



## Highly trained clinicians

- Employed mobile clinicians consisting of
- EMTs
  - Paramedics
  - Nurses & RTs

## Employed, Not Contracted

- Revolutionary pay package elevates employees far above the national average with added benefits
- Medical insurance
  - Performance bonus
  - Paid time off
  - Equity incentive plan to earn ownership in DocGo

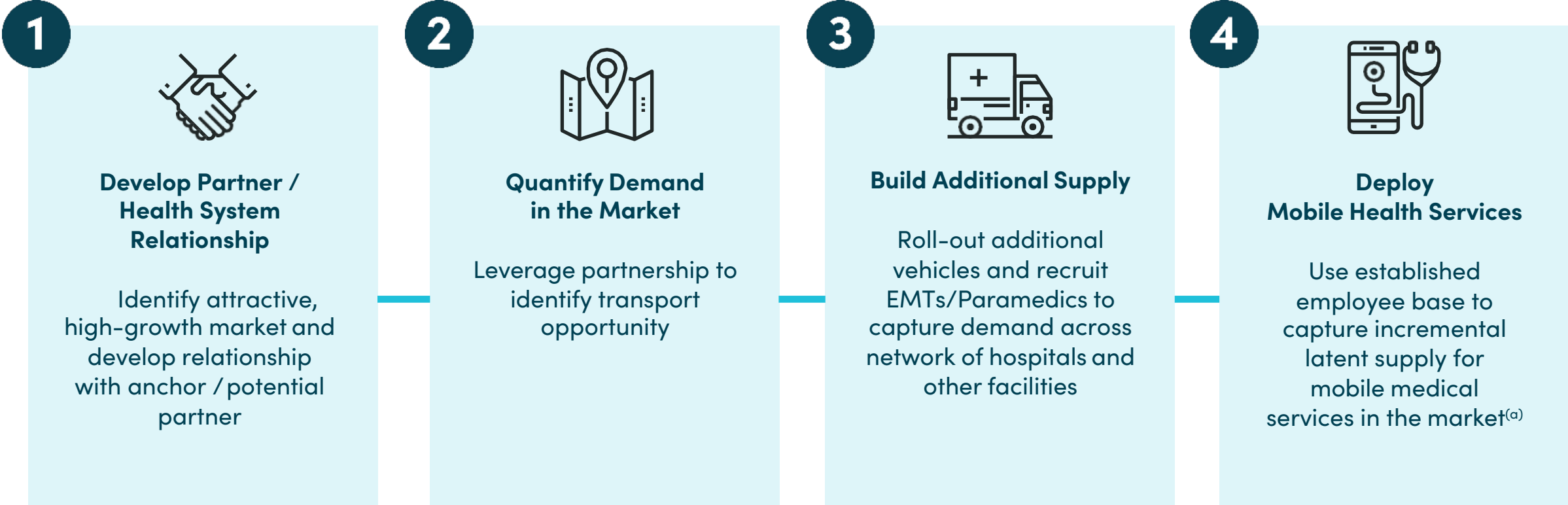
- ✓ Improved patient care
- ✓ Improved loyalty to company
- ✓ Improved employee NPS
- ✓ Improved facility NPS
- ✓ Improved insurance rates



# Network Effect Drives Efficiencies of Scale



## Highly Replicable Go-to-Market Strategy



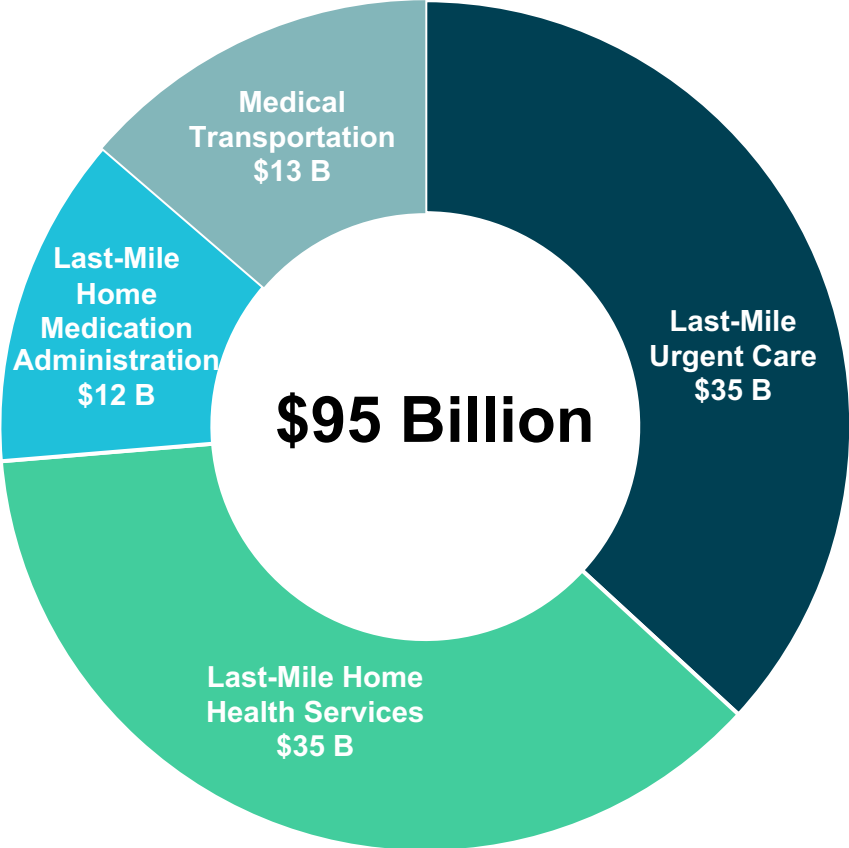
*(a) May enter certain markets before ambulance operations, based on consumer demand.*

# Significant Market Opportunity

\$95 billion market opportunity leaving long runway for rapid growth



## U.S. Total Addressable Market



- Approx. \$250B or approx. 20% of all Medicare, Medicaid & Commercial outpatient, office and home health spend **could be virtual**
- However, approx. **\$80B of this spend requires some form of physical follow up** that lacks a solution today
- The medical transportation industry remains very fragmented and is **expected to continue to grow steadily**, driven by an increasingly aging population and rising prevalence of chronic diseases
- Rapid acceleration in shift to virtual care driven by COVID-19
- DocGo is active in some of the largest, **most attractive markets in the U.S.** with massive untapped opportunity remaining in the markets already penetrated

Source: McKinsey "Telehealth: A quarter-trillion-dollar-post-COVID-19 reality" report published 5/1/20 and management estimates.

# Attractive Financial Characteristics



## Revenue Growth and Visibility



- **Significant revenue growth opportunity** with limited penetration of the total market and existing newer markets, greenfield opportunities and expansion of new services offerings
- **Recurring revenue** with **visibility** from multi-year, **contracted** strategic partner relationships with over **\$500mm in contracted revenue**

## Scalability



- **Diversified base of customers** and strategic partnerships allowing for opportunity to upsell new products and expand geographically with existing strategic partners
- **Tested** scalable execution model, utilizing **refined process and technology** allows for rapid growth into new markets and grow existing markets

## Profitability and Capital Efficiency



- **Capital efficient business model** through leased vehicles
- Use of technology and business optimization enhances profitability, **Adjusted EBITDA expected to be positive** in 2021
- Expanding gross margins with three-to-five-year opportunity toward 50% gross and 20% adj. EBITDA margins

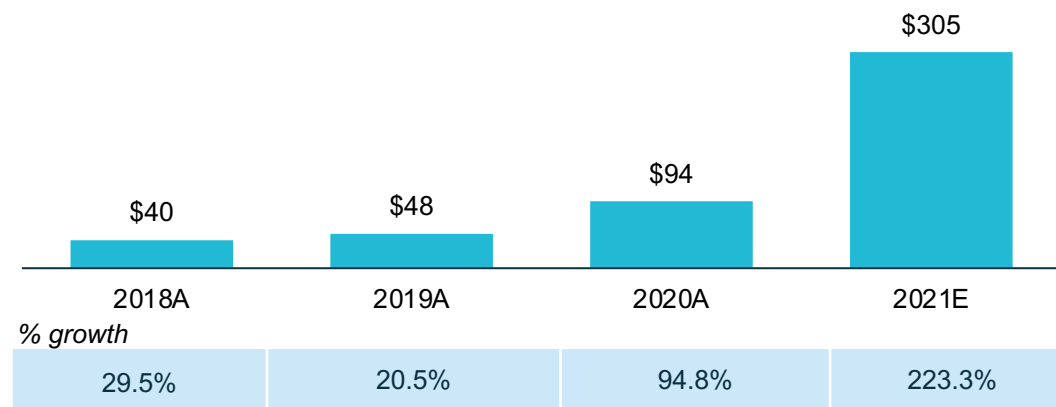


# Strong Growth Trajectory and Margin Profile

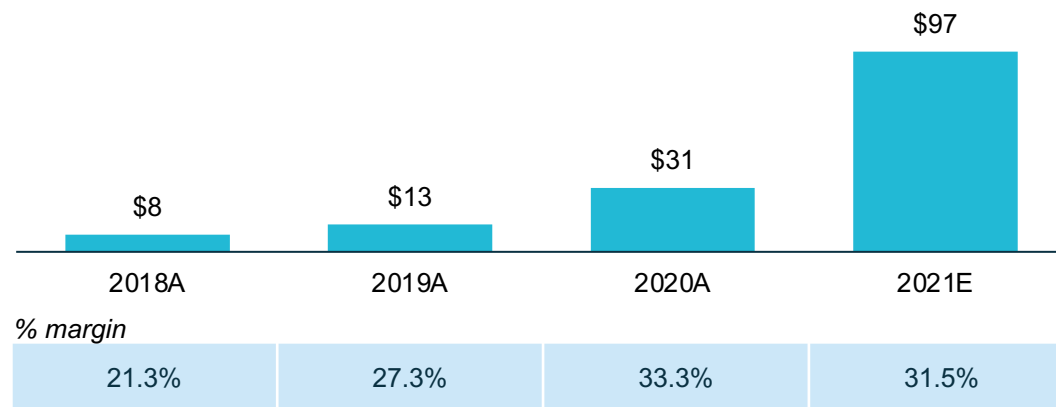


(\$ in millions)

## Revenue

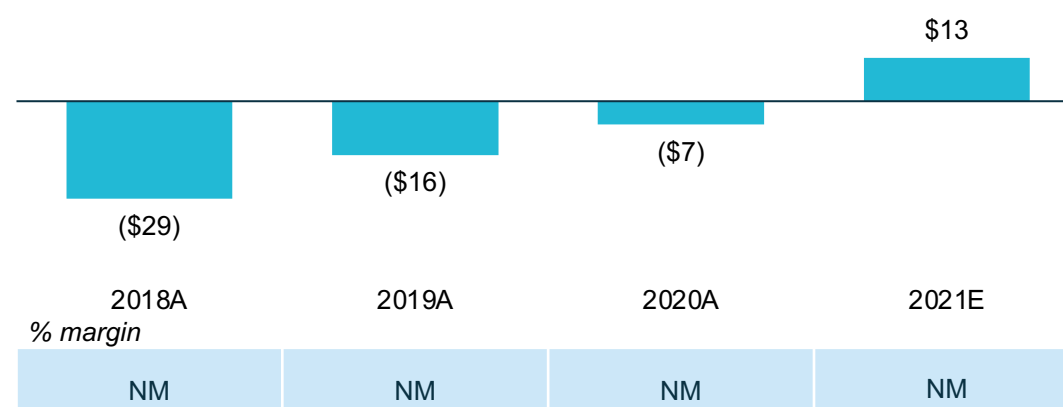


## Gross Profit

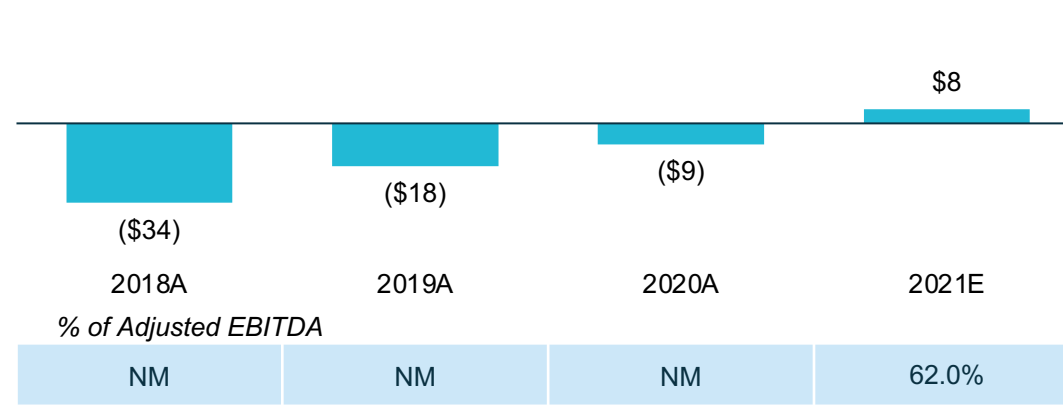


(a) Free Cash Flow is defined as Adjusted EBITDA less Capital Expenditures.

## Adjusted EBITDA

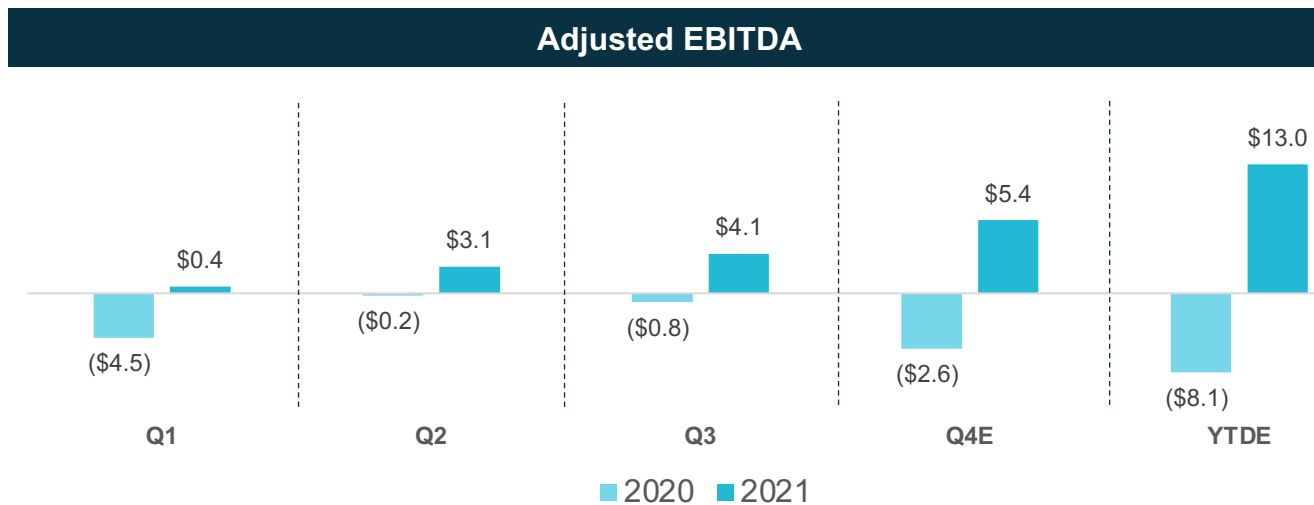
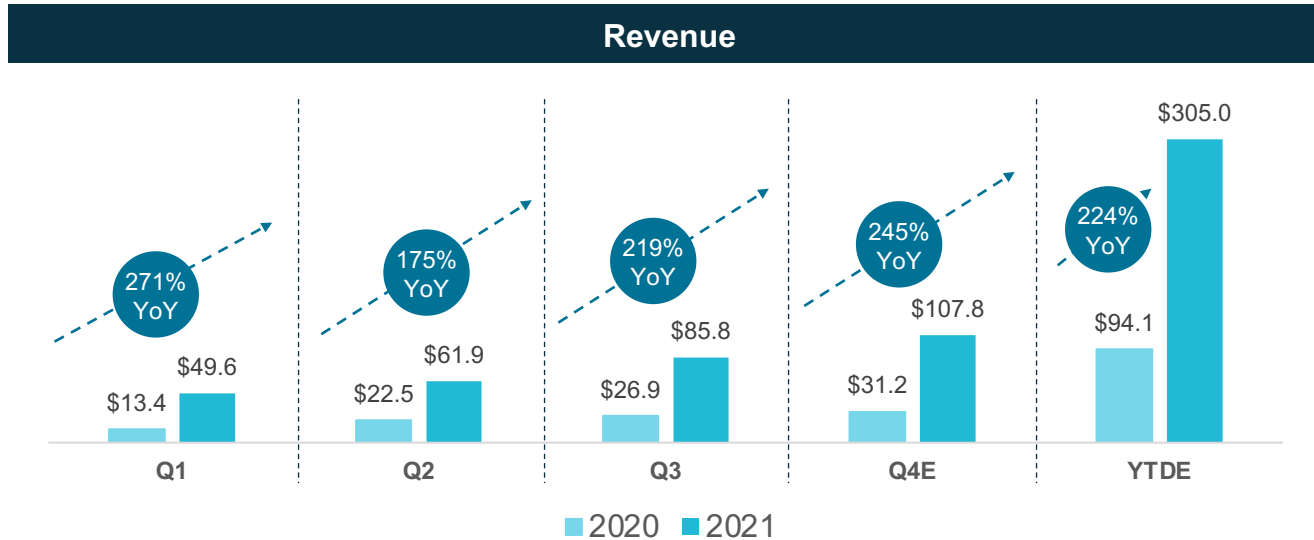


## Free Cash Flow<sup>(a)</sup>



# Q4 2021 Financial Update

(\$ in millions)



## Preliminary 4th Quarter 2021 Financial Highlights and Preliminary Year to Date December 31, 2021 review

- Mobile Health revenue increased 467% to \$89.6 million in Q4 2021, compared to \$15.8 million in the PY Q
- Medical Transport revenues increased 18% to \$18.2 million in Q4 2021, compared to \$15.4M in the PY Q
- Excluding COVID-related testing from both periods, Q4 revenue tripled year-over-year
- Mobile Health revenue growth driven by several large new and expanded contracts

## Fourth Quarter 2021 Business Highlights

- Extended all municipal testing programs into '22 and signed several new agreements to expand services.
- Expanded mobile health services in several markets, including offering monoclonal antibody treatments in Nevada.
- Hired 926 new employees in Q4 2021, bringing total hires for the year to 2,340, and total number of medical providers and agency staff to over 3,800.
- Named Aaron Severs as Chief Product Officer to lead consumer product strategy, and spearhead development of a comprehensive B2C offering.
- Launched tuition-free training programs for clinicians, EMS workers and healthcare professionals to improve employee recruitment and retention efforts



# Shareholders Equity \*



## Outstanding Shares & Warrants & Options

**Common Stock issued and outstanding:** 100.1M shares

**Warrants for Common Stock:** 6.3M shares, exercise price \$11.50 per share, approx. proceeds \$72.6M assuming exercise in full (2.5M Sponsor Warrants and 3.8M Public Warrants)

**Common Stock outstanding, assuming exercise of all Warrants:** 106.4M shares

**Option Pool and outstanding Options:** Pool 20.5M shares, outstanding 3.9M shares

**Seller Earnout shares:** 5M shares (1/4 each when stock price reaches \$12.50, \$15.00, \$18.00 and \$21.00)

**Sponsor Shares, Warrants & Earnout shares:** 2.6M shares owned, 2.5M Warrants & 0.7M earnout shares (stock price targets same as Seller Earnout)

## Lock-Up Summary

**Common Stock subject to Seller Lock-Up Agreements:** approx. 57M shares, 72.19% of fully-diluted Seller equity following consummation of the Merger

**Common Stock Lock-Up expiration:** May 5, 2022

## Founder & Management Holdings

- Founders 20.1M shares (20.1% of issued & outstanding)
- Management 15.6M shares/options (15.6%)

## Ambulnz investors prior to DocGo merger

- 79.7M total shares (79.6% of issued and outstanding)
- Major investors included Univeritas Fund, Kendall/Moore Capital Management, etc.
- 2.9M shares in PIPE (23% of PIPE)

\* Full details available per Forms S-1 and 8-K

# Key Takeaways



**Significant market and growth opportunity with limited current market penetration**

**Early stages of accelerating recurring revenue growth**

**Unique value proposition to healthcare systems and patients**

**Defensible competitive advantages in technology / network**

**Highly attractive financial profile with significant operating leverage**

**Mission-driven company with experienced founder-led management**