

WELLSTAR

Q3-2026 Earnings Presentation

November 10, 2026

Disclaimer

Forward-Looking Information

This presentation contains forward-looking statements and forward-looking information within the meaning of applicable Canadian securities laws (collectively, "forward-looking information") concerning WELLSTAR Technologies Corp. and its subsidiaries ("WELLSTAR" or the "Company"). Forward-looking information is based on management's current expectations and assumptions regarding demand, customer adoption and retention, government funding and procurement, regulatory approvals, timely and cost-effective product development and deployment, access to third-party technology and data, acquisition and financing opportunities, successful integration, personnel and operating costs, and stable legal, reimbursement and market conditions.

Actual results may differ materially due to risks including competition, customer losses and pricing pressure; changes in funding, procurement, reimbursement or regulation; unsuccessful bids, contract non-renewals and approval delays; development delays, cost overruns and AI reliability or liability issues; cybersecurity, privacy and service disruptions; third-party dependencies, data restrictions and intellectual property disputes; acquisition and integration challenges; capital constraints, financing costs and dilution; and adverse economic conditions. Additional risks are described under "Risk Factors" in the Company's filing statement dated September 25, 2026 and other applicable securities filings. These risks and assumptions are not exhaustive.

Management considers its expectations and assumptions reasonable as of this presentation's date, but actual outcomes are not assured. Planned products and capabilities may change or never become commercially available. Forward-looking information reflects management's current expectations and plans, may not be appropriate for other purposes and should not be unduly relied upon. Except as required by applicable securities laws or TSX Venture Exchange policies, the Company undertakes no obligation to update it.

Non-IFRS Financial Measures and Other Financial Metrics

This presentation includes Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Gross Profit, Adjusted Gross Margin, Annual Recurring Revenue, and other metrics. Management uses these measures to assess performance, revenue characteristics and growth. Non-IFRS measures and ratios have no standardized meanings under IFRS Accounting Standards, may not be comparable to those of other issuers and should not replace or be considered in isolation from IFRS measures. Other metrics may also be calculated differently by other issuers. Historical performance does not guarantee future results.

Market Data and Operating Estimates

Market and industry information derives from third-party sources and management estimates believed to be reasonable; third-party information has not been independently verified. Market-size estimates depend on assumptions and do not forecast Company revenue. Operating statistics and estimated time savings, efficiencies and revenue recovery depend on the population, methodology and period assessed. Actual customer outcomes vary with configuration, adoption, practice characteristics and other circumstances.
Neither the TSX Venture Exchange nor its Regulation Services Provider (as that term is defined in the policies of the TSX Venture Exchange) accepts responsibility for the adequacy or accuracy of this presentation.

Q3-2026 Financial Highlights

Strong Revenue Growth

33%

Q3-2026
Revenue Growth (YoY)

ARR Growth

27%

Q3-2026
ARR[1] Growth (YoY)

Continued Profitability

21%

Q3-2026
Adj. EBITDA Margin[1]

1. Non-IFRS measure. See cautionary note regarding Non-IFRS financial measures and ratios.

WELLSTAR
Mission



“Reshaping Healthcare Through Digital Enablement”

WELLSTAR at a Glance

GROWTH

$89M

TTM[1] Revenue

~20%

3 Year Organic Revenue Growth[3]

SCALE

45,000+

Practitioners have purchased products or services from WELLSTAR[2]

5,000+

Clinics as customers across **10 active** provinces[2]

PROFITABILITY

75%

TTM[1] Adj. Gross Margin[3]

21%

TTM[1] Adj. EBITDA Margin[3]



Note: All figures in C$M unless otherwise noted.

1. TTM refers to the trailing twelve months, being the twelve-month period ended September 30, 2026.
2. Based on management's internal estimates.
3. Non-IFRS measure. See cautionary note regarding Non-IFRS financial measures and ratios.



Canada is Facing a Provider Burnout Crisis

90%	of providers believe that clinical documentation contributes to burnout
60%	of providers say administrative burden is a direct contributor to the deterioration of their mental health
47%	of providers believe time spent on administrative tasks is unnecessary
45%	of providers believe AI tools are a high-priority solution
44%	of providers feel burned out to some extent

Sources: "Losing Doctors to Desk Work" (Canadian Federation of Independent Business / Canadian Medical Association), "2024 National Survey of Canadian Physicians" (Canadian Medical Association & Canada Health Infoway), "Too much paperwork is hurting physicians and health care" (Canadian Medical Association).

One-Stop Shop for Digital Enablement of Providers

Nexus AI™ Agentic AI platform running across every product, **taking work off the plate of clinicians and staff** so doctors can focus on care delivery

Clinical Platform Group

~35% of Q3-2026 Revenue

Primary and specialist care EMR platforms supported by AI-enabled applications to improve clinical workflows and patient interactions

3,800+
Clinics Served[1]

15,000+
Practitioners[1]

Digital Health Networks

~28% of Q3-2026 Revenue

One of Canada's largest integrated provider networks[1], enabling seamless data exchange and streamlined workflows that improve care coordination and patient outcomes

10,000+
Receiving Clinicians Across **Four** Provincial Programs

2M+
Annual eReferrals run-rate[1]

Billing & Practice Management

~37% of Q3-2026 Revenue

Optimizes insured and uninsured medical billing and IT infrastructure management to maximize provider revenue and reduce technology downtime

1,500+
Clinics Served[1]

14,000+
Practitioners[1]

1. Based on management's internal estimates.

AI-Native Clinic of the Future

Nexus AI™

WELLSTAR's AI-powered model is transforming the future of healthcare by redefining the provider and patient experience

Booking
AI agent handles appointment scheduling

Intake
AI tools collect symptoms and medical history

Rooming
AI optimizes wait times and directs patient to clinic room

Clinical Visit
AI organizes documentation, insights and post-visit tasks

Summary
AI generates patient-accessible in-app summary

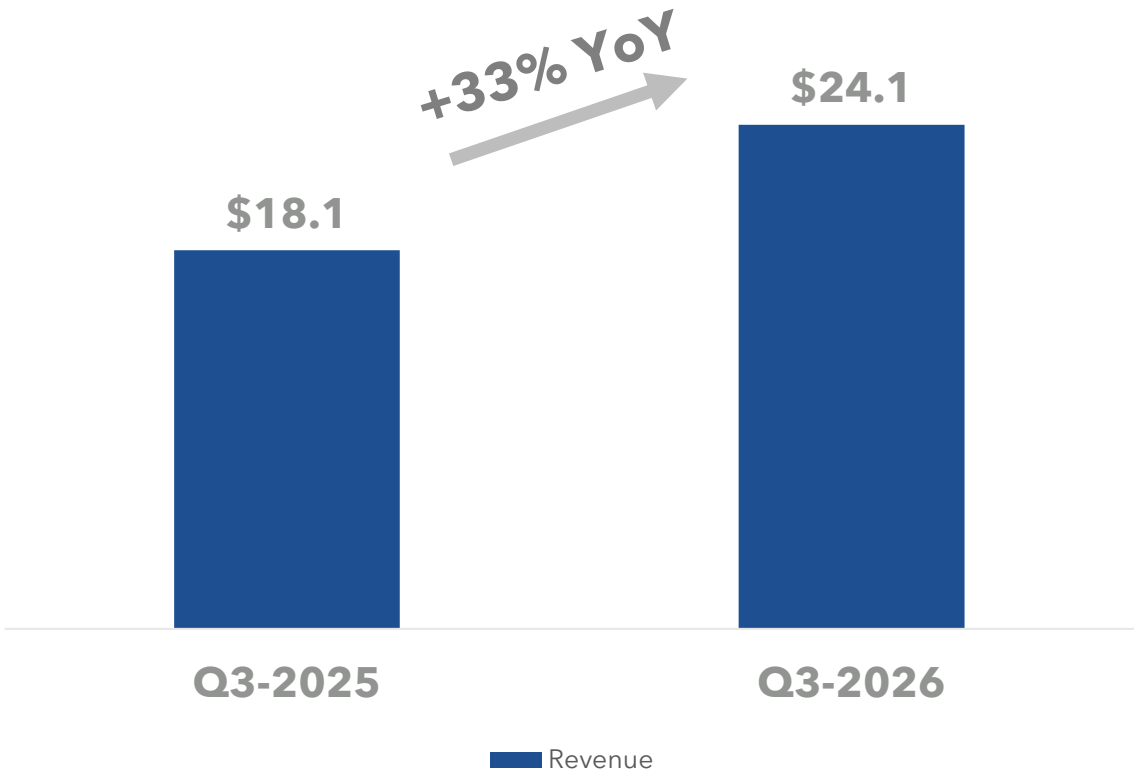
Follow-up
AI monitors medication adherence and care plan via app

Results
AI alerts doctors about critical lab results, accelerating care

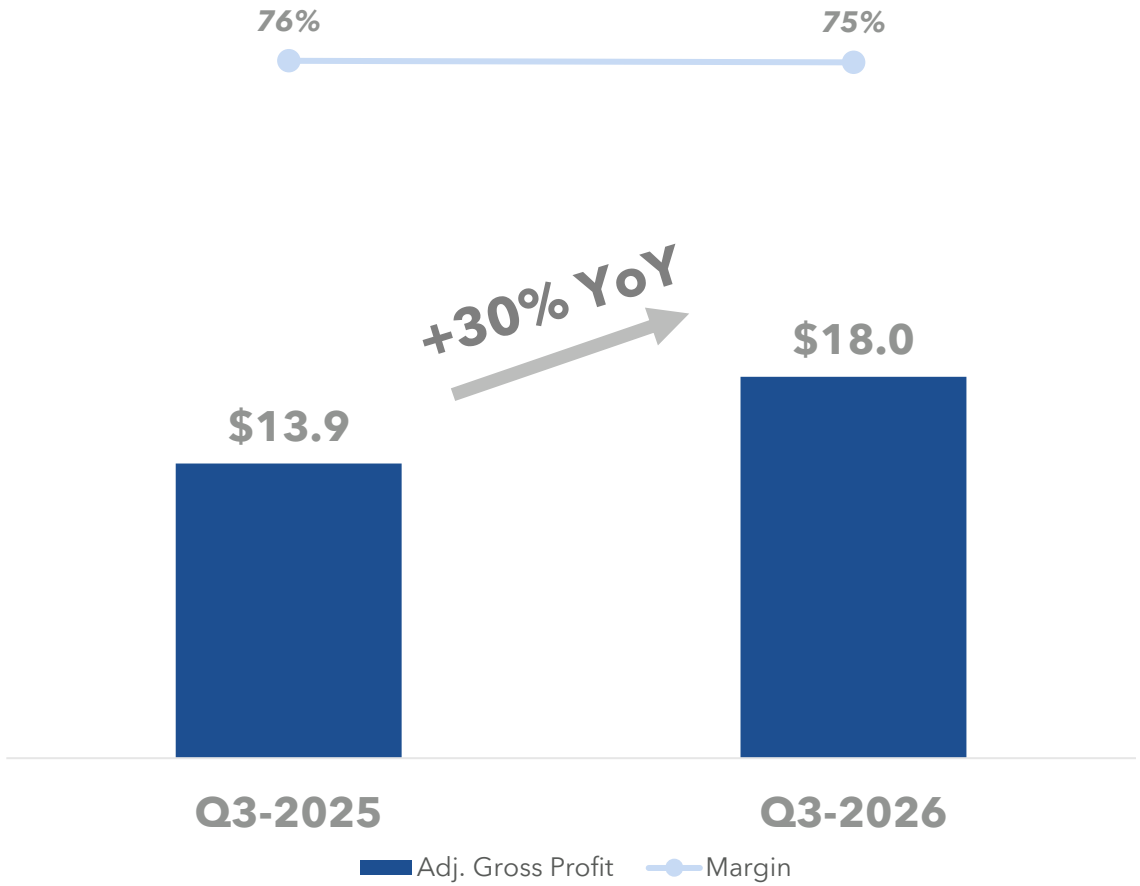
Next Visit
AI uses accumulated insights to book follow-up

Q3 Revenue and Adj. Gross Profit

Revenue ($M)

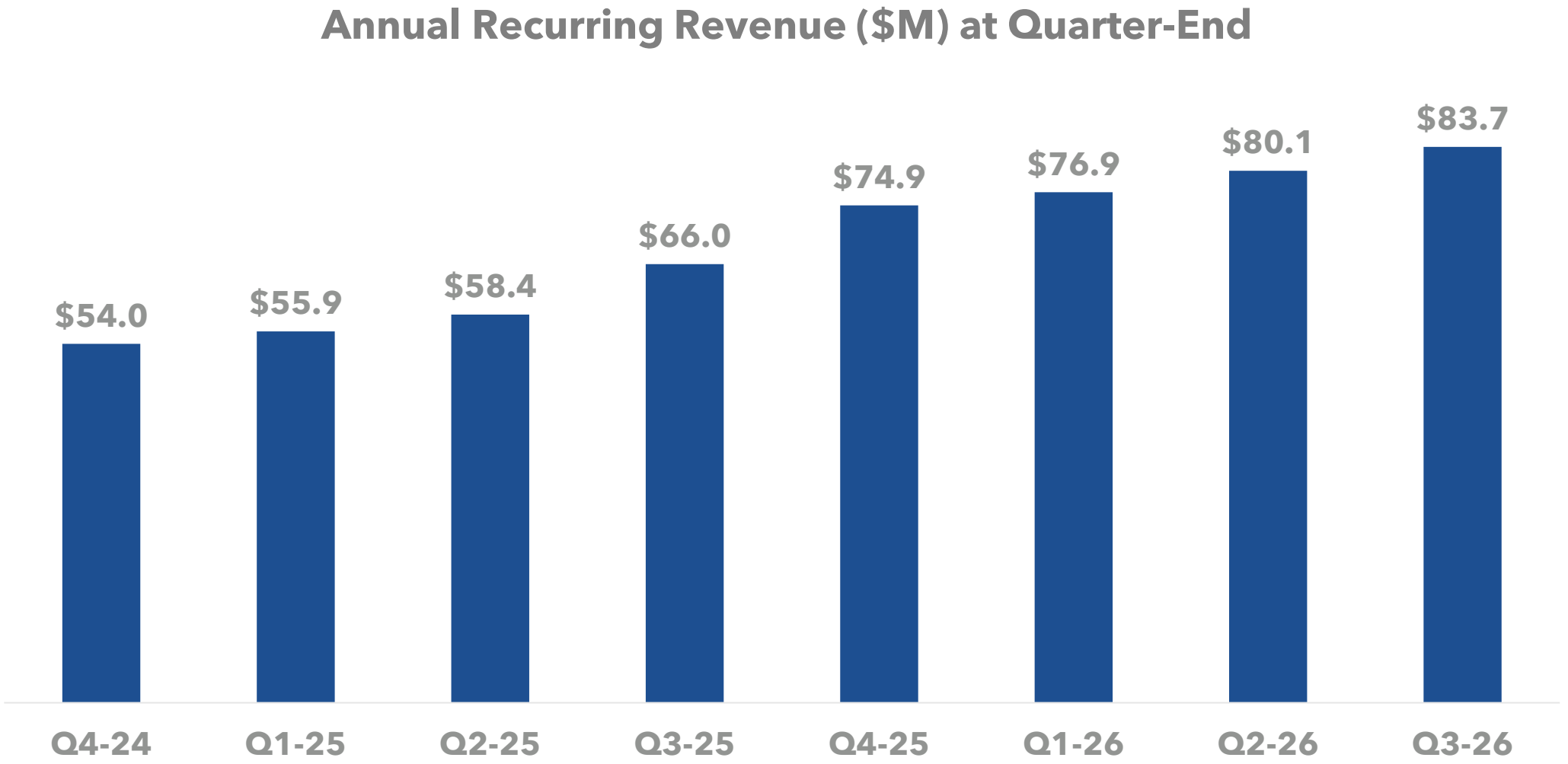


Adj. Gross Profit & Margin[1] ($M)



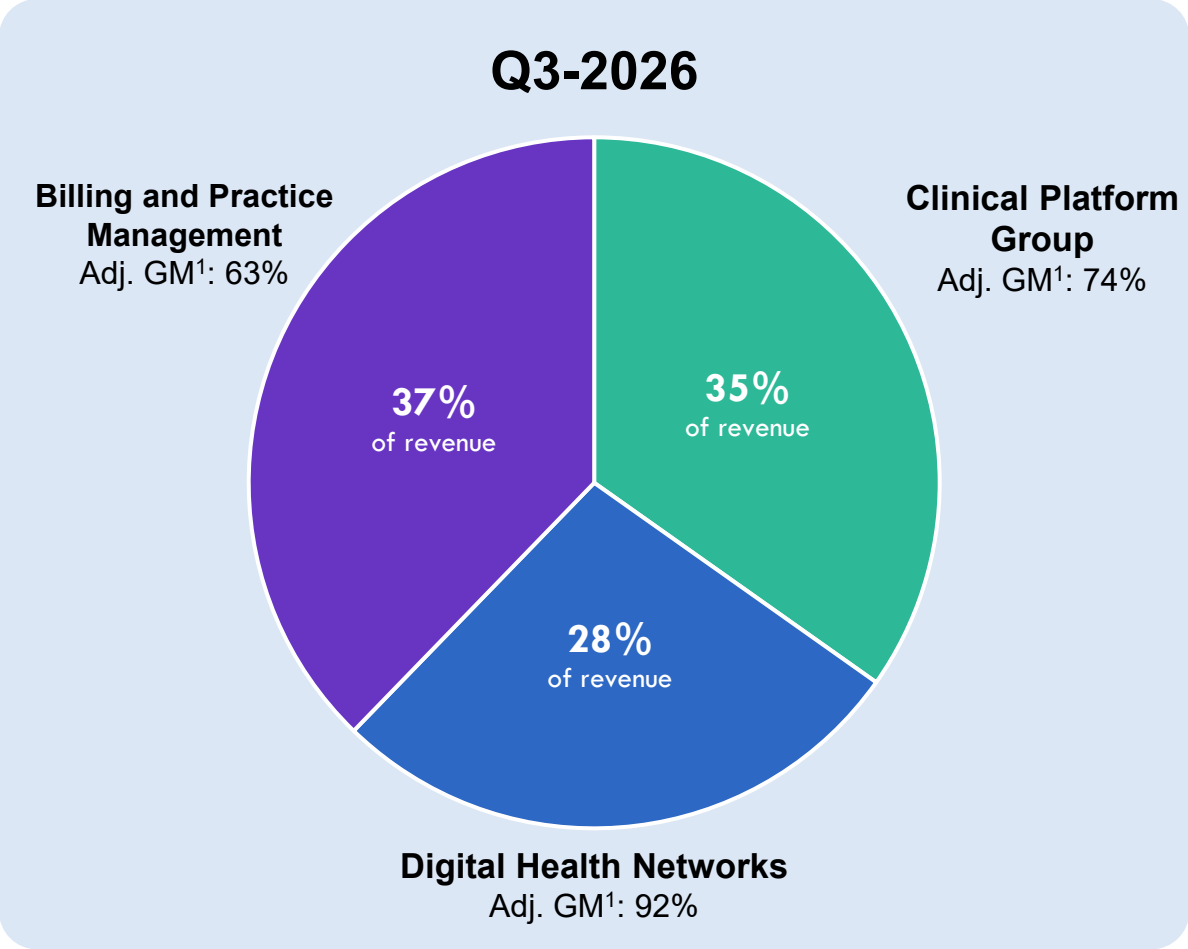
Note: All figures in C$M unless otherwise noted.
1. Non-IFRS measure. See cautionary note regarding Non-IFRS financial measures and ratios.

Consistent ARR[1] Growth: +27% YoY



1. ARR is a supplementary financial measure representing the annualized value of recurring subscription, support, maintenance, platform access and recurring billing or revenue cycle management arrangements in effect at period end, excluding non-recurring and one-time revenue. See "Non-IFRS and Supplementary Financial Measures" in the Q3 2026 Interim MD&A.

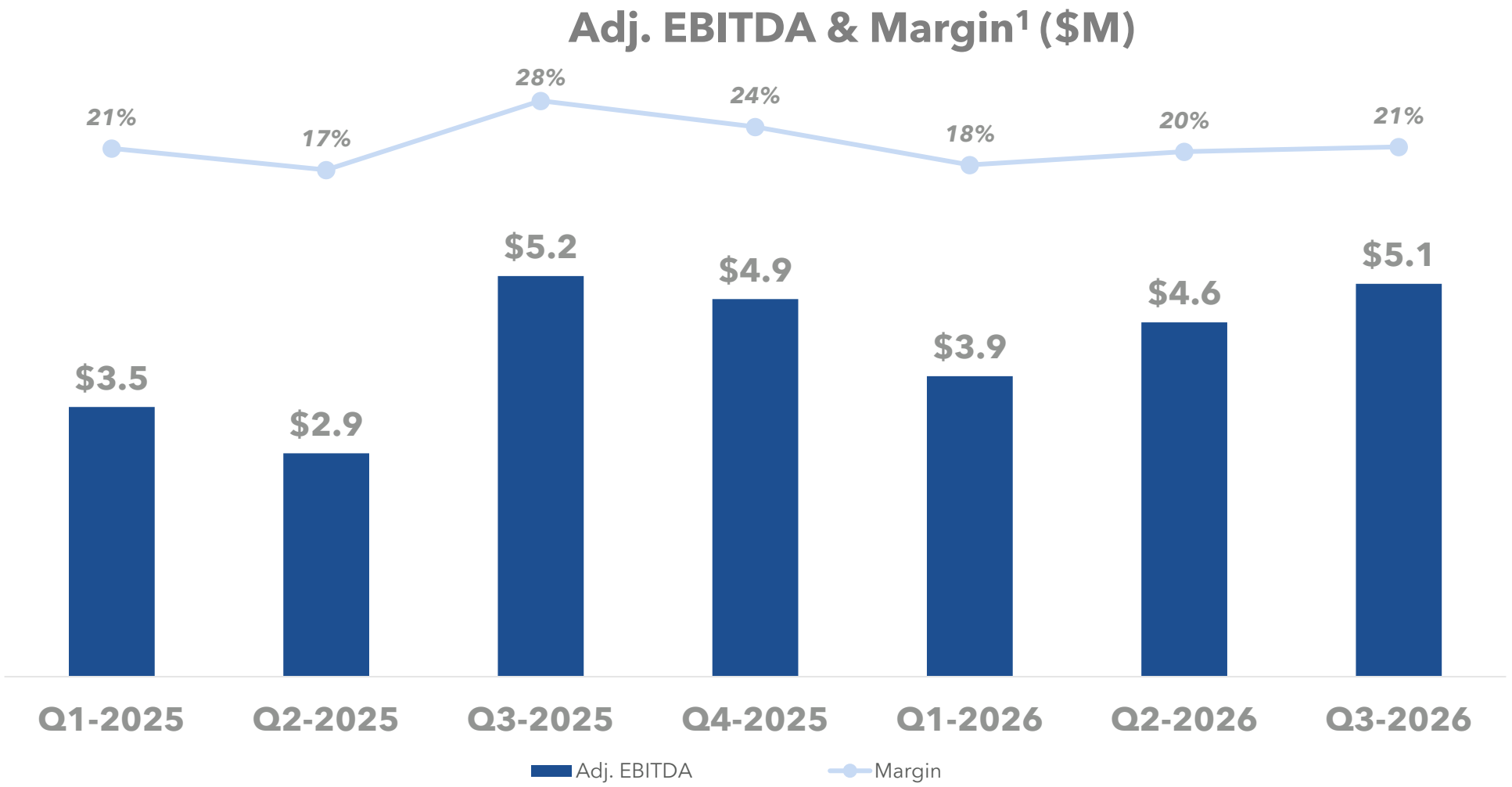
Q3 Revenue by Product Line



- **CPG revenue grew 24% to $8.4M**, driven primarily by robust EMR growth together with Nexus AI adoption.
- **BPM revenue grew 54% to $9.0M,** driven by continued organic growth and recent acquisitions of Lambert, Sherritt, PatientSERV and JCL.
- **DHN revenue grew 21% to $6.7M**, driven by organic growth across patient engagement and provincial eReferrals solutions.

1. Non-IFRS ratio. Adjusted Gross Margin is Adjusted Gross Profit (revenue less cost of sales, excluding depreciation and amortization) as a percentage of total product line revenue. See cautionary note regarding Non-IFRS financial measures and ratios.

Q3 Adjusted EBITDA



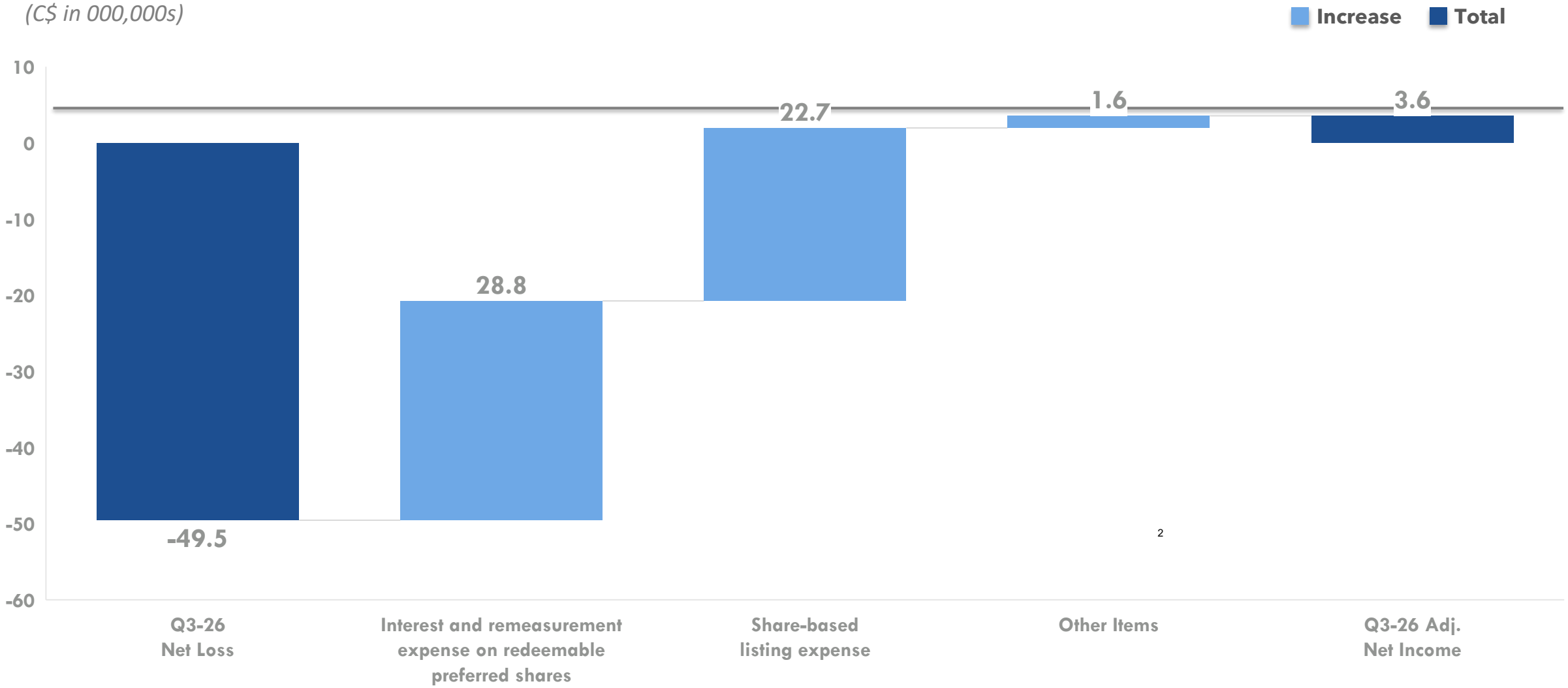
Note: All figures in C$M unless otherwise noted.

1. Non-IFRS measure. See cautionary note regarding Non-IFRS financial measures and ratios.

Q3-2026 Adjusted Net Income[1]

Bridge from Net Loss to Adjusted Net Income for Q3-2026

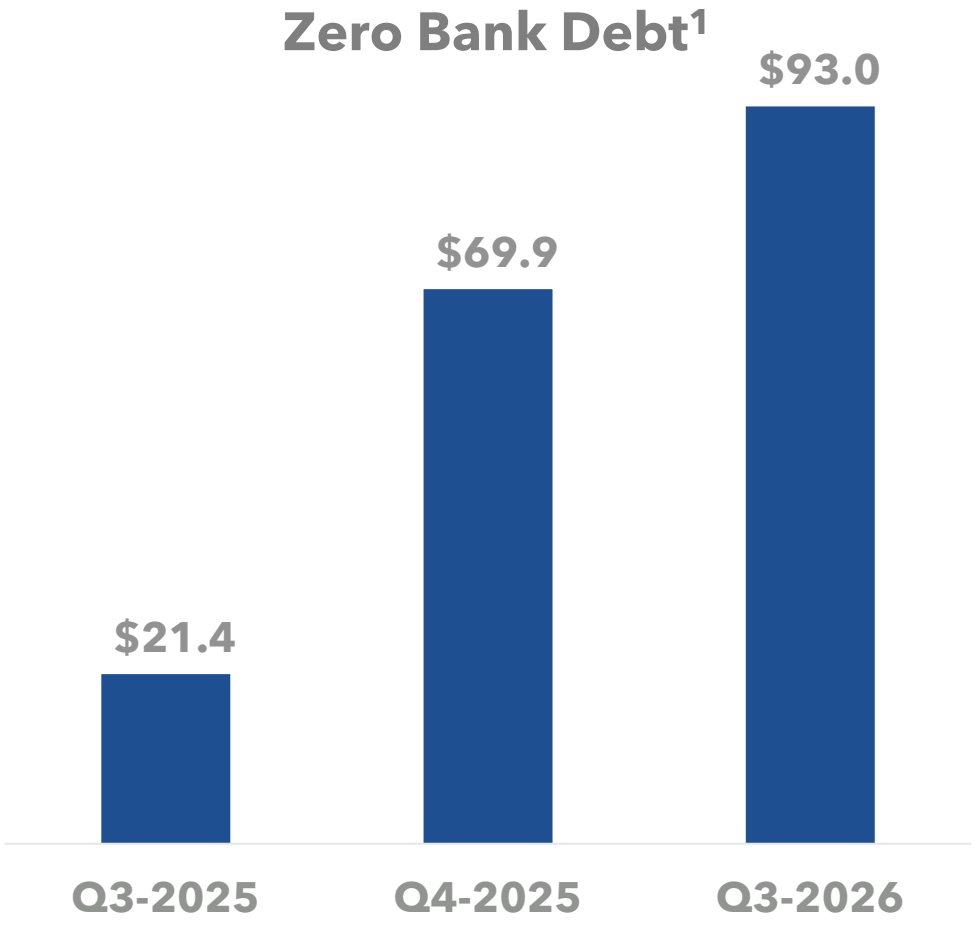
(C$ in 000,000s)



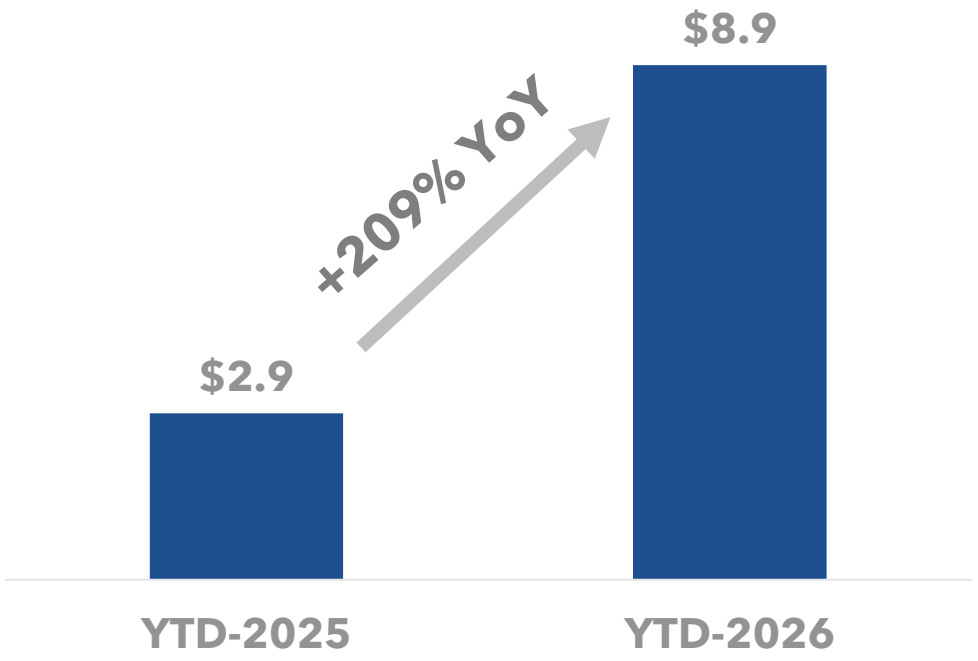
1. Adjusted Net Income is net income (loss) adjusted to remove the impact of non-cash items, non-recurring non-operational gains and losses that do not reflect the Company's underlying operating performance. Non-IFRS measure. See cautionary note regarding Non-IFRS financial measures and ratios.
2. Other items include amortization of acquired intangible assets, time-based earnout expense, share-based compensation, the gain on expiry of broker warrants, non-controlling interest included in net loss (exclusive of other adjustments), and the tax effect of adjustments.

Balance Sheet & Cash Flow from Operations

Cash Balance ($M)



Cash Flow from Operations ($M)



Note: All figures in C$M unless otherwise noted.

1. As of September 30, 2026

Growth Opportunities

Ocean Expansion & eReferral Wins

OceanMD's unique value proposition has made it a core platform connecting Canada's fragmented healthcare systems, driving continued provincial eReferral RFP wins with multi-million-dollar long term contracts, new provincial offerings and incremental adoption of the patient engagement suite

Ecosystem-Driven Cross-Sell & Upsell

WELLSTAR's deeply integrated ecosystem provides natural avenues for expansion with inherent cross-selling and upselling opportunities across the product suite, fostering continuous growth

WELL Health Clinics

With only ~6%[1] of revenue derived from WELL Health clinics, WELLSTAR has a meaningful opportunity to increase penetration by leveraging WELL's clinical transformation team which identify opportunities for clinics to incorporate additional WELLSTAR solutions

Nexus AI™ Wallet-Share Expansion

Nexus AI's™ significant impact on healthcare workflows, practitioner productivity and care delivery supports strong willingness to pay, creating a meaningful opportunity to expand wallet share across existing customers

M&A Opportunity

WELLSTAR has gained considerable market share through M&A, completing 24[1] transactions since 2019 and continues to have attractive targets for capital deployment that will add customers and recurring revenue on an inorganic basis

1. As of September 30, 2026.

Summary

Strong Financial Profile Q3-2026: 33% Revenue Growth and 27% ARR Growth, with a 21% Adj. EBITDA Margin

Scale and Distribution: 45,000+ Practitioners and 5,000+ Clinics Across 10 Provinces, a Built-In Channel for New Products

Leading AI-Driven Healthcare Modernization with Nexus AI™, Running Across All Three Product Lines

Proven M&A Expertise with 24 Transactions and $93.0M in Cash to Pursue a Robust Pipeline of Targets

Highly Experienced Management Team and Strategic Relationship with WELL



Proven Management Team



Amir Javidan
Chief Executive Officer



Darren Hoegler
Chief Financial Officer



Ammar Shah
SVP, Corporate Development



Nikki Gore
VP, Marketing



James Power
VP, Sales



Paul Casey
President, Clinical Platform Group



Jeff Kavanagh
Founder & CEO, OceanMD



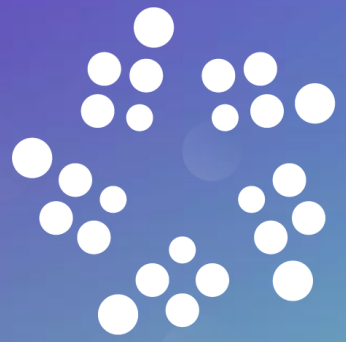
John Solomos
Founder & President, BlueBirdiT



Jonathan Denbok
President, Billing Solutions



Ryan MacNeil
Chief of Staff



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