

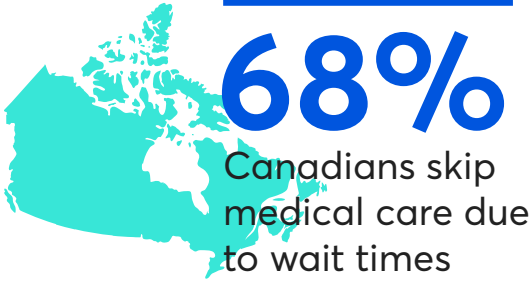


VIRTUAL HEALTHCARE IN CANADA

THE NEED AND WHY IT IS IMPORTANT TO EMPLOYERS

There's no denying it: Technology is changing the way we live, work, play, and now, the way we access care. Virtual healthcare has the ability to connect people with the care and wellness service they need 24/7.

ACCESSING CARE IN CANADA: FACTS



7+ days to see a doctor
4+ hours at the ER
4+ weeks for specialists

4.5M Canadians without a family doctor
+ 61% of family doctors can't accommodate urgent visits

THE IMPACT ON CANADIAN BUSINESSES: PRODUCTIVITY LOSS AND RAISING COSTS

18.8M hours/year spent during work hours for medical visits

3/4 of Canadian employees have taken time off work up to **2 hours** for a medical appointment

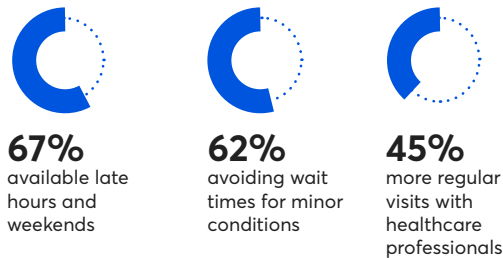
Canadian employees take up to **6 days off** per year for doctor's visits and up to **12 days** for those with kids

\$16B cost of absenteeism to Canadian employers
 hidden costs: disengagement, entitlement, stress

CANADIANS WANT VIRTUAL HEALTHCARE

69% of Canadians would use virtual healthcare when physical visits are inconvenient

TOP 3 REASONS WHY CANADIANS WOULD USE VIRTUAL HEALTHCARE



2/3 of Canadian employees would use virtual healthcare if it was included in their employee benefits plan

INCLUDING VIRTUAL HEALTH IN BENEFIT PROGRAMS: WIN-WIN

EMPLOYERS BENEFITS

- Increase workplace productivity
- Increase employee satisfaction and retention
- Allow employers to stay competitive and attract new talent
- Help save up to \$2,000 per employee per year

EMPLOYEES BENEFITS

- Remove ongoing access barriers to traditional care
- Reduce economic strain on the public system
- Improve work-life balance
- Facilitate access and treatment for those suffering from mental health challenges

HOW MUCH CAN COMPANIES SAVE WITH VIRTUAL HEALTH?

If: Average salary = \$65,000

Company size	Average # of employees	Missed work days for doctor visits	Cost / month	Net savings
SMB	50	2	\$15	\$10,500
Mid-size	200	2	\$11	\$51,600
Enterprise	800	2	\$8	\$235,200

71% of Canadian employees want virtual healthcare **BUT ONLY** **9%** of Canadian employers are offering it

Sources <https://wello.ca/wp-content/uploads/2018/09/Wello-Virtual-Healthcare-Healthy-Happy-and-Engaged.pdf>
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