

## MTBC is a healthcare information technology company that provides proprietary web-based solutions and business services to healthcare providers

- Proprietary healthcare IT platform streamlines workflow, increases revenue and decreases expenses for customers
- Successful consolidator in fragmented industry
- Scalable operating cost structure
- 2018 revenue at or above high end of \$49-50 million outlook, 36% 5-year revenue CAGR
- 2018 adjusted EBITDA at high end of \$4-5 million outlook, >100% YoY growth
- Initial 2019 estimates target >20% revenue growth and doubling of adjusted EBITDA



Extends the core components of the platform to the mobile environment



Allows physicians to create and review electronic clinical charts



Vaccine discounts

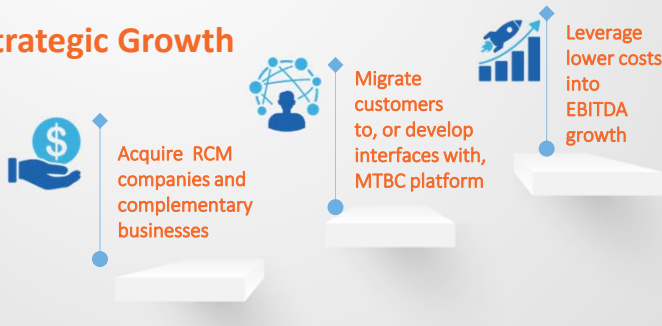


Automates the workflow of medical offices



Improves medical reimbursement process to increase collections, reduce errors and streamline workflow

### Strategic Growth

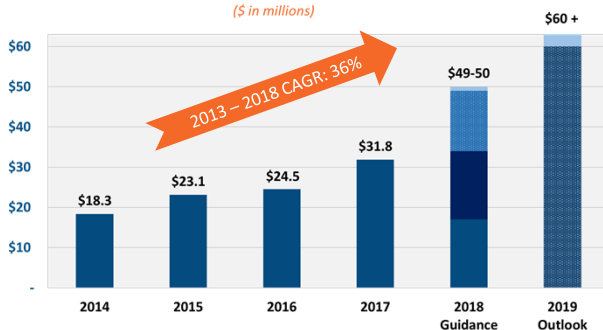


### Organic Growth



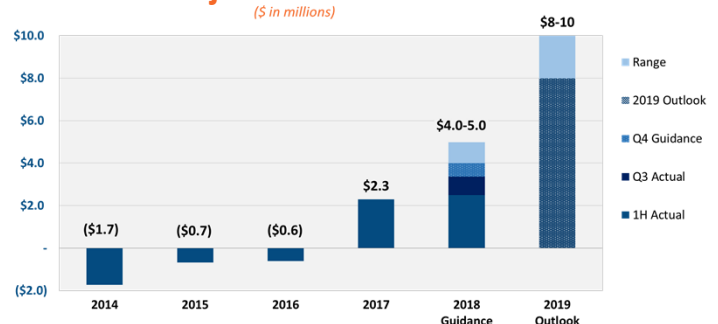
### Revenue

(\$ in millions)



### Adjusted EBITDA

(\$ in millions)



## Competitive Advantages

### Proven Integrator/Operator

- Scalable model with recurring revenue
- Completed 13 acquisitions since July 2014 IPO
- Track record of operating cost reduction, platform enhancement
- Positive adjusted EBITDA since Q2 2017

### Technology Platform



ISO 27001 certified / HIPAA compliant

### Global Team

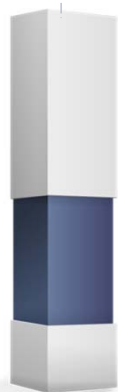
- U.S.-based team with deep healthcare industry knowledge and expertise
- Significantly lower labor costs via ~2,000 English-speaking, college educated, employees in Pakistan and Sri Lanka
- Approximately 300 dedicated technology professionals

## Strong Capital Structure

### Highlights:

- Ended 2018 with approx. \$14 M of cash and virtually no debt
- Untapped \$10 M line of credit with Silicon Valley Bank

### Common Stock



- 11,829,758 shares outstanding
- Current price: \$4.41 (as of February 6, 2019)
- Market cap: \$52.2 million
- Insiders own 50% of common stock

### Series A Preferred Stock



- 2,136,289 shares outstanding
- Current price: \$26.12 (as of February 6, 2019)
- Equity value: \$55.8 million
- Dividend: 11% of par value (\$25.00), paid monthly
- Non-convertible, redeemable after Nov. 2020

## Leadership Team

### **Mahmud Haq** – Executive Chairman

- Former CEO of Compass International Services (Nasdaq: CMPS) and VP of Global Risk Management, American Express
- B.S. in Aviation Management, Bridgewater State College. M.B.A. in Finance, Clark University

### **Stephen Snyder** – Chief Executive Officer and Director

- Joined MTBC in 2005. Attorney for 17 years with M&A and healthcare law experience.
- J.D. Rutgers School of Law

### **Bill Korn** – Chief Financial Officer

- Joined MTBC in 2013. 10 year IBM executive, part of the team that created IBM's successful services strategy in the 1990's.
- A.B. Economics, Harvard College. M.B.A. Harvard Business School

### **A. Hadi Chaudhry** – President

- Joined MTBC in 2002. Previously in various roles in banking & IT sectors, holds numerous information technology certifications

## Board of Directors

### **Howard Clark, Jr.**

- Former CFO of American Express
- Former CEO, Chairman and Vice Chairman of Shearson Lehman Bros.

### **Anne Busquet**

- Board member, Pitney Bowes, Intercontinental Hotels
- Former President, American Express Interactive Services

### **John Daly**

- Former EVP and Director of E.F. Hutton & Company

### **Cameron Munter**

- President and CEO East-West Institute
- Former U.S. Ambassador to Pakistan

This Fact Sheet does not constitute a solicitation of the purchase or sales of securities. It contains forward-looking statements within the meaning of the federal securities laws. These statements relate to anticipated future events, future results of operations or future financial performance. Our operations involve risks and uncertainties, many of which are outside our control, and any one of which, or a combination of which, could materially affect our results of operations and whether the forward-looking statements ultimately prove to be correct.

Although we believe that the expectations reflected in the forward-looking statements contained in this Fact Sheet are reasonable, we cannot guarantee future results, levels of activity, performance, or achievements. The statements in this Fact Sheet are made as of the date of this Fact Sheet, and the Company does not assume any obligations to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made.

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