Welcome to LifeMD, Evan!
Explore your LifeMD dashboard.

See a provider

Use my discount card
Save up to 80% on prescription medications.
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Our Mission

Empower people to live healthier lives by increasing access to affordable, high quality virtual and in-home healthcare
LifeMD At A Glance

A transformational year, including new brands and partnerships, heightened focus on subscription-based virtual care platform, and expected year-end adjusted EBITDA profitability.

1. 600K patient consultations since inception as of 9/30/2022.
2. Platform fee, excluding costs for virtual consultations.
Our Patient-Centric Approach

LifeMD’s integrative platform elevates the healthcare experience with seamless, end-to-end care spanning diagnosis, medication delivery, and ongoing care. Our patients receive care that is thoughtful, convenient, and affordable.

Powered and delivered by LifeMD’s robust tech stack; growing, affiliated provider network; and patient care experts.
Our Growing LifeMD Ecosystem

Powered by Strong Partners & Integrations

- 50-State Telehealth Platform
- Marketing & E-Commerce
- Lab Services
- Pharmacy Adjudication & Cash-Pay Medications
- Data & Analytics
- Customer Service
Facilitating The Future Of Virtual-First, In-Home Healthcare

Diagnostics & In-Home Labs
Prescription Discount Card
Advanced Symptom Checker
Patient Education
Virtual Consults & Messaging
In Home Health Tools & Wearables¹
Supplement & Lifestyle Routines
Clinical Specialist Access

A Telehealth Platform Trusted By
Over 650k Patients

Best-in-Class Providers
We attract and invest in amazing medical providers that deliver incredible patient experiences.¹

Marketing & Data Analytics
Deep expertise in performance marketing, supported by a strong data & analytics platform.

Scalable Technology
Our vertically integrated platform is proven to support high volume, 50-state offerings.

¹ Medical treatment from licensed providers is provided by “LifeMD Affiliated P.C.s.”
Best-In-Class Providers

Health Care Professionals
50 state coverage by LifeMD affiliated doctors and NPs

Multi-State Coverage
75% of clinicians are licensed in 35+ states

Patient-Centric
Always putting patients first

Leadership
Deep experience in virtual and brick-and-mortar primary and urgent care

Treatments
Comprehensive, virtual care for hundreds of conditions

Customer Service
In-house clinical operations team supports medical providers

Medical treatment from licensed providers is provided by “LifeMD Affiliated P.C.s,” an affiliated network of medical professional corporations and associations.
Experts In Marketing & Analytics

- Proprietary technology platform that enables flexible acquisition strategies
- ~130 person call center in Greenville, SC that drives new acquisition and high touch patient care
- Custom built analytics platform that enables real-time reporting and decision making
Proprietary & Scalable Tech Stack

- Designed to support a diverse portfolio of **DTC** and **B2B telehealth** product and service offerings
- Integrations with Quest, LabCorp (Q4 ’22), EMR, multiple pharmacies, in-home tools, symptom checker, prescription discount card, and more
- Designed with a compliance-first mindset, adhering to HIPAA standards with real-time monitoring tools
Our Brands

Primary Care
Primary care, urgent care, chronic condition management, and wellness.

Dermatology
Dermatology treatment, prescription medications, and patented OTC products.

Allergy & Asthma
Treatment, prescription medications, and OTC offering for allergy, asthma, and immunology.

Men’s Health
Discreet and fast treatment, prescription medications, and OTC products for E.D., sleep, pain, and more.

Hair Loss
Treatment, prescription medications, and patented OTC products for male and female hair loss.

1. Patented OTC products licensed from Restorsea.
Rapidly Expanding Telehealth Presence

2019

DTC Telemedicine

- Subscription-based treatment+Rx offerings
- Established, wholly-owned brands with large customer base
- E.D., pain, dermatology, insomnia, allergy & asthma

2021

Virtual Primary Care

- Services include primary care, urgent care, and chronic condition management
- Supported by affiliated 50-state Medical Group
- Integrated with Quest, Labcorp, and GetLabs

2022

B2B Solutions

- Digital front-door strategies for healthcare product companies
- Telehealth services for payors and employers
- Zero-cost patient flow for LifeMD platform
Virtual Primary Care (VPC) Has Hit Its Stride And Is Rapidly Expanding

End of Period VPC Patients

<table>
<thead>
<tr>
<th>Period</th>
<th>VPC Patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apr-22</td>
<td>45</td>
</tr>
<tr>
<td>May-22</td>
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<td>Jun-22</td>
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<tr>
<td>Jul-22</td>
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<td>Q3 22</td>
<td>2,400</td>
</tr>
<tr>
<td>Q4 22E</td>
<td>5,000</td>
</tr>
</tbody>
</table>
Early Mover Advantage, Supported By A Patient-Centric Approach, Has Enabled Incredible Growth

$122M-$128M
2022 Revenue Forecast

149%
YoY Revenue Growth in ’21

650K+
Patients & Customers To-Date
Meaningful Improvement in Cash Burn & Bottom-Line Performance; Consolidated Profitability by Q4 ‘22

Note: Consolidated Adjusted EBITDA includes Telehealth and WorkSimpli results.
Rapidly Accelerating Gross Margins And Increasing Leverage On Marketing Spend Driving Pathway To Profitability

Revenue and marketing cost as % of sales includes Telehealth and WorkSimpli results.
Management Team

Justin Schreiber  
Chief Executive Officer

Alex Mironov  
President

Marc Benathen  
Chief Financial Officer

Stefan Galluppi  
Chief Innovation & Marketing Officer

Brad Roberts  
Chief Operating Officer

Dr. Tony Puopolo  
President, LifeMD Affiliated P.C.’s

James Porte  
SVP of Patient Experience

Eric Yecies  
General Counsel & Chief Compliance Officer

Dennis Wijnker  
Chief Technology Officer

Tameca Brown  
VP of Human Resources

Board of Directors

Justin Schreiber  
Chairman

Stefan Galluppi  

Joseph DiTrolio  

Bertrand Velge  

Roberto Simon  

Naveen Bhatia  

John Strawn  

Bobby Jindal  