

WHERE HOMEBOUND PATIENTS BENEFIT FROM ONSITE TREATMENT, **WE GO**. WHERE LONG WAITS IN BUSY EMERGENCY ROOMS DO MORE HARM THAN GOOD, **WE GO**. WHERE UNDERSERVED POPULATIONS NEED BETTER CARE, **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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DocGo: LEADING PROVIDER OF LAST MILE MOBILE HEALTHCARE



ABOUT DOCGO

- DocGo is a mobile health company that has provided service in 29 US states and across the UK
- The company brings healthcare services to patients where and when they need it – in the home, office or via mobile units in the field
- Delivery of both mobile health and medical transport services are managed logistically by DocGo's proprietary software platform that was developed internally – supporting highly efficient and cost-effective delivery of healthcare
- Strong revenue growth from inception, 2022 revenues of \$440.5 million with \$41.3 million in Adjusted EBITDA^(a)
- 2023 guidance is for \$500-\$510 million of revenue and \$45-\$50 million of Adjusted EBITDA^(a)



(a) Adjusted EBITDA is a non-GAAP measure, defined by DocGo as earnings before interest income, interest expense, taxes, depreciation, amortization, stock-based compensation, warrant revaluation and expenses related to DocGo's public listing.



CLINICAL DELIVERY OF DOCGO SERVICES

- DocGo offers a wide variety of services from traditional EMS to mobile urgent care to higher acuity medical services
- Proven unit economic model utilizes lower-cost health care staff for onsite visits, with higher-cost APPs connected virtually via high resolution video

Typical Services Utilized

- Chronic Care Management
- Episodic Care
- Inoculations
- Patient Transport
- Prescriptions
- Remote Patient Monitoring
- Urgent care
- **...and more**

On-Site Clinical Staff

- Certified Medical Assistant
- Emergency Medical Technician
- Licensed Practical Nurse
- Paramedic

Remote Clinical Staff

- Licensed Medical Physician
- Physician Assistant
- Nurse Practitioner
- Registered Nurse



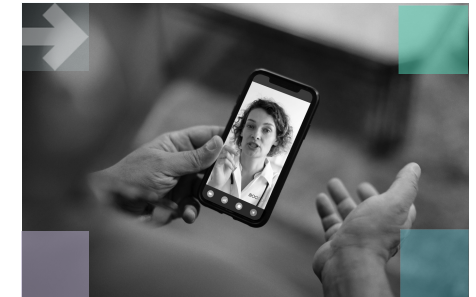
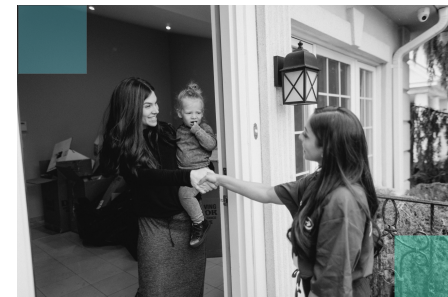
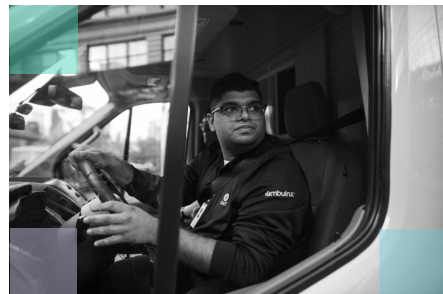
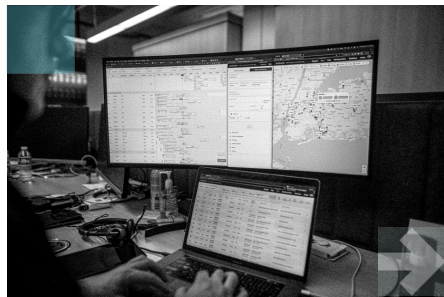
Flexible, turnkey solution to patient care and recurring management



Formulaic usage of Healthcare professionals create efficiency with quality care



Common procedures executed at fraction of average industry cost



MOBILE HEALTH OFFERINGS

Tailored programs create value for key segments

Government (60% of revenues)

- Urgent care for low-income communities
- Drug addiction treatment
- Homeless shelter programs
- Street medicine programs

Payers (<10% of revenues)

- Annual physical program
- At-home urgent care
- Hospital readmission reduction programs
- Unnecessary ER visit program

Hospitals (30% of revenues)

- Pre/post-surgical program
- Emergency department readmission reduction program
- Remote patient monitoring

Events (<10% of revenues)

- Medical services at sports arenas
- Employee health at convention centers
- Medical standby at concerts and film shoots



FULLY-INTEGRATED FRONT AND BACK-END TECH

Multi-modal Software to Better Coordinate Care

2 min

EASY ORDERING

- Digital requesting via Web, Mobile, EMR integrations including Epic, and partner-ready APIs

100%

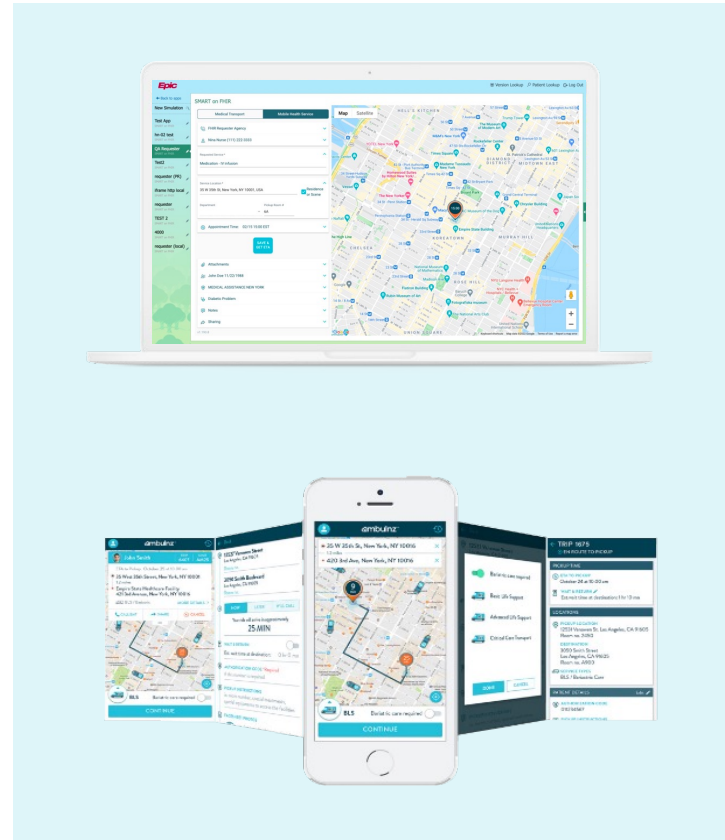
TOTAL TRANSPARENCY

- Integrated systems providing tracking for hospital staff, receiving facility and family members

1 Call

DEDICATED SUPPORT LINE

- Prompt, live operator support



Modern Architecture and Design

EHR INTEGRATION

- Integrated with leading EHRs to enhance functionality & billing/collections



MACHINE LEARNING / AI

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

PATIENT REGISTRATION PORTAL

- HealthPoint provides an intuitive, user-friendly platform for patient registration, data collection and results reporting

SHARELINK™

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

HIPAA COMPLIANT & ISO 27001 CERTIFIED

- Designed for managing sensitive healthcare data, with 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



SKILLED CLINICIANS

Thousands of highly trained clinicians

Mobile clinicians consisting of

- LPNs
- Paramedics
- EMTs
- RNs, PAs, NPs, MDs



Exceptional employee benefits including

- Competitive base pay
- Heavy investment in training
- Medical insurance
- Performance bonus
- 401(k)
- DocGo Employee Equity Incentive Program

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

	indeed		glassdoor	
	4.3	★★★★★	4.3	★★★★★
one medical	3.2	★★★★★	3.2	★★★★★
dispatchhealth	2.7	★★★★★	3.7	★★★★★
OAK STREET HEALTH	2.5	★★★★★	3.6	★★★★★
Carbon Health	3.0	★★★★★	3.5	★★★★★

Ratings as of March 2023



A MODEL THAT BENEFITS THE ENTIRE HEALTHCARE ECOSYSTEM

Healthcare Professionals



- ✓ More satisfaction
- ✓ Better incentives

Providers



- ✓ Superior service
- ✓ Economic value proposition

Patients



- ✓ More convenient
- ✓ Better experience

Payers



- ✓ Lower cost
- ✓ Members access cost-effective care



SEGMENT OVERVIEW – MOBILE HEALTH

SUMMARY



- Mobile Health segment represents approximately 75% of revenues
- DocGo charges a fixed rate per day, per vehicle and per clinician, mitigating volume-based revenue and margin risk
- Company charges approximately \$3,800 per day for a mobile urgent care unit, including vehicle, driver, LPN, RN, APP and social worker, with a target gross margin of approximately 50% at scale (after 3-6 months)
- Contract terms tend to be one year with auto renew feature for municipal contracts, 2-3 years for state programs and 3+ years for federal contracts
- Significant new program start up costs for the first 90 days due to use of temporary staffing for rapid expansion
- Major customers include City of New York, Jefferson Health, Carnival Cruise Lines



TOTAL ADDRESSABLE MARKET
\$265 BILLION*

*US At Home Care. Sources: McKinsey “Telehealth: A quarter trillion-dollar post COVID-19 reality?” (report published 5/29/20), and, McKinsey “From facility to home: How healthcare could shift by 2025” (report published February 2022)



SEGMENT OVERVIEW – MEDICAL TRANSPORTATION

SUMMARY



- Medical Transportation represents approximately 25% of revenues
- Providing non-emergency medical transport between clinical settings
- Leased hour pricing model provides greater financial predictability, approximately \$1,500 per day for a dedicated two-person crew and ambulance
- Combination of cash pay and Insurance/Medicare/Medicaid
- Existing legacy “fee for service” contracts expected to be transitioned to leased hour contracts by end of 2023
- Gross Margin target of 35%+
- Major customers include Fresenius, Northwell and HCA



TOTAL ADDRESSABLE MARKET
\$7-\$13 BILLION*

*Source: US, Ambulance Only. Management estimates.



ILLUSTRATIVE CUSTOMERS, PARTNERS & PROJECTS

Tailored Go-to-Market for each Customer Segment

Government



Enterprise / Corporates



Health Systems



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



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



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



~**300 homeless shelters**
Across the city



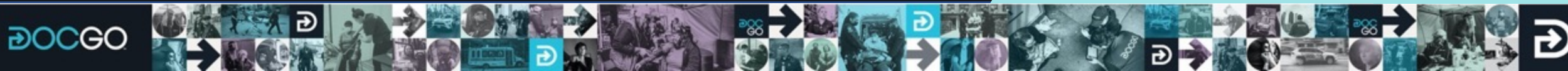
~**19,000 shelter residents**
Opportunity to provide additional medical services



Over 550,000 US homeless ^(a)
Significant opportunity for service expansion to other markets



a) According to National Alliance to End Homelessness: *State of Homelessness: 2022 Edition*

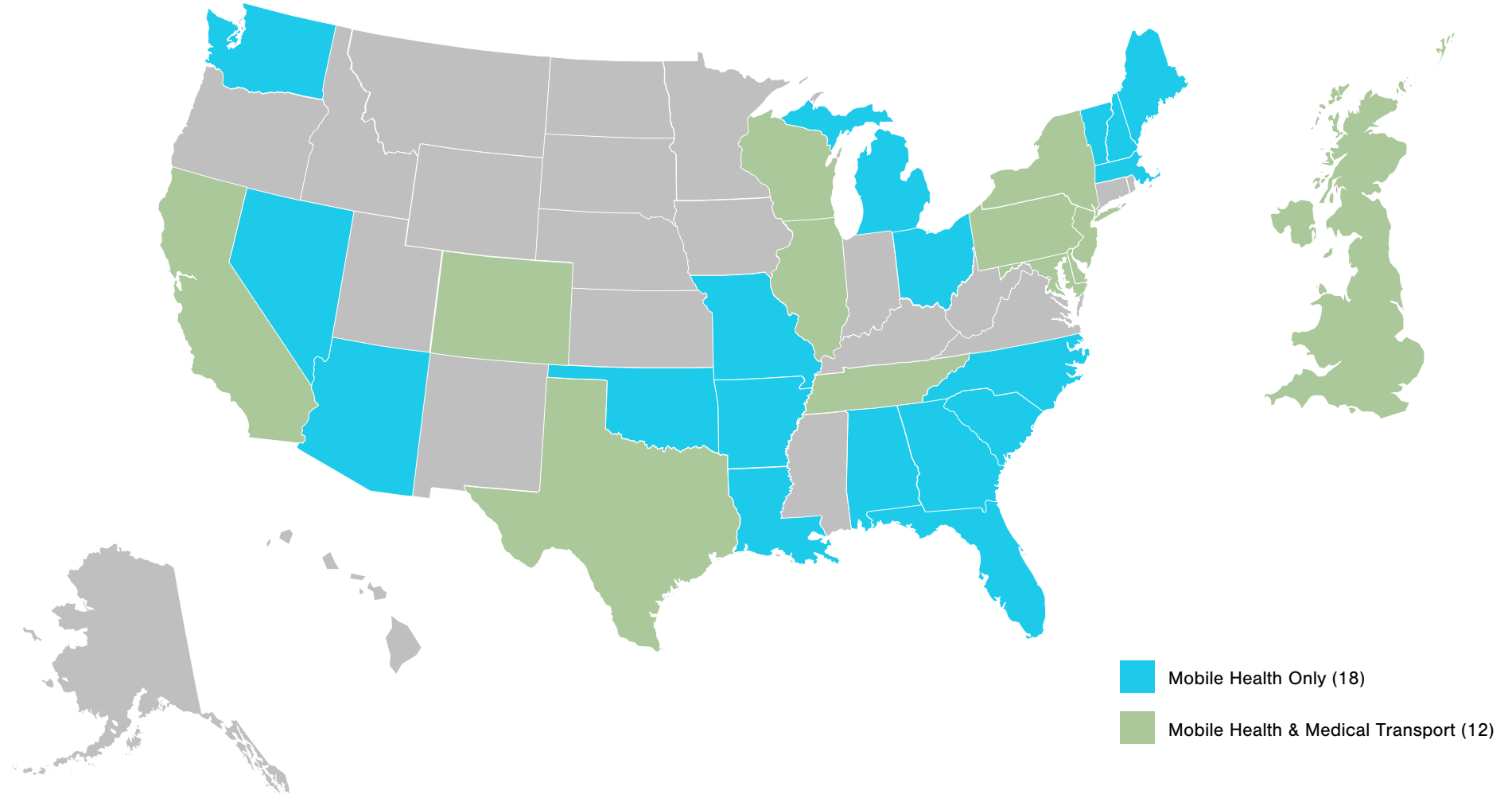


OUR FOOTPRINT AND REACH

DocGo has provided services in **29 US states** and the **UK**

Authorized to provide clinical services in 38 states

<1% market penetration today



- DocGo’s forward inorganic strategy is focused on acquiring entities with immediate revenue accretion potential
- Our three-prong M&A approach is driven by assets that add to core competencies, strategic geographies, and expansionary licensure
- All acquisitions will look to discontinue lower margin legacy revenue streams of the acquired entity while emphasizing DocGo’s superior unit economic model
- Target businesses with leased-hour, predictable revenue streams or ones that offer the opportunity to move off fee-for-service post acquisition
- Prevailing thesis of finding businesses where DocGo meets the existing customer base’s needs and drive revenue synergies on Day One

Strategy Scope: Three-Prong Approach



Core Competencies

- Assets & expert staff that expand DocGo’s operational scope into complimentary service areas
- Mobile Health & Transportation



Geography

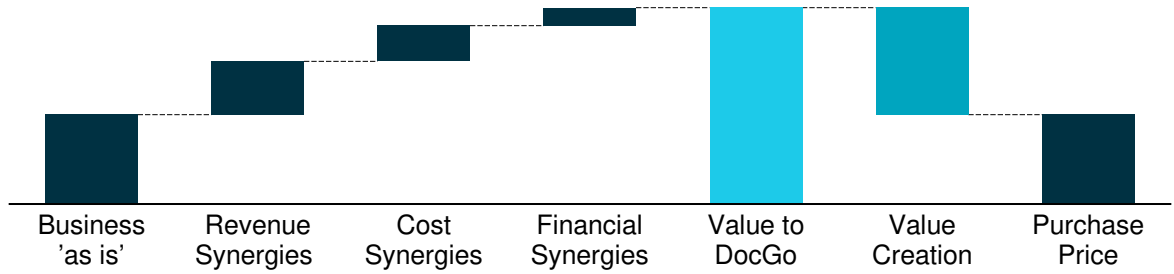
- Assets that expand and/or leverage existing occupancies and customer contracts
- Areas with traditional underserved medical access



Licensure

- Assets that check regulatory requirements and/or expedite organic application processes
- Provides instant access to new markets and patient populations

Disciplined Evaluation Approach Targets Day 1 Synergies



REQUEST FOR PROPOSAL (RFP) CHANNEL

Key Highlights Around Service Distribution

- Substantially enhanced RFP process and bid volume in Summer 2022
- Previously bidding on 2 – 3 RFPs per month in the \$2M - \$10M annual revenue range
- Currently bidding on 2 – 3 RFPs per week, with most in the \$10 - \$200M+ annual revenue range
- Creation and launch of multiple tools, including 'RFP Finder' and 'RFP Desk Funnel Dashboard'
- Acquisition of GMS in 2022 opened up access to VA and Indian Health services markets for bid
- Average RFP process typically lasts 6 months from posting to award, then an additional 30-60 days to start date
- **Currently DocGo has 34 active RFP submissions pending award, totaling over \$1 billion in aggregate contract value**

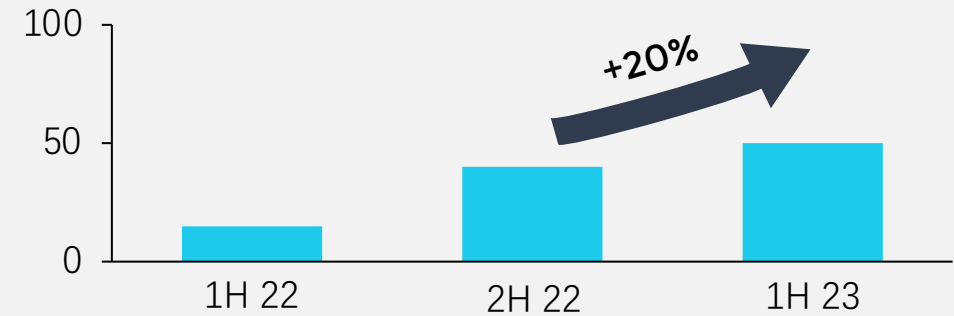
RFP Finder

Contract Terms

RFP Desk
Funnel
Dashboard

Estimated RFP Bidding Process

Total RFPs over 6-month period



■ Broader mobile health engagements during post covid ramp up

■ RPM and CCM know-how will expand opportunities to engage upon

1H 2022

2H 2022

1H 2023

■ Expanded Federal, State, and municipal health bids



PILOT PROGRAMS

- DocGo is partnering with household brands to provide on-demand care to patients where and when they need it, all done outside the traditional four walls of the medical establishment
- Looking to leverage our technology & reach, companies all over are looking to initiate innovative partnerships that utilize co-branding techniques for patient care across the map

DOLLAR GENERAL

Dollar General

- Limited pilot program providing basic primary and urgent care to select Dollar General locations
- Dollar General has 19,000 locations in the US, 70% of which are attractive prospects
- One unit rotates across three stores
- Urgent care type reimbursement model

DocGo On-Demand

- Providing primary and urgent care type services at select locations in the Northeast
- Over 1,000 patient interactions to date - accumulating data to study unit economics
- Transformative proposition to consumers in need of routine care

Insurance Companies

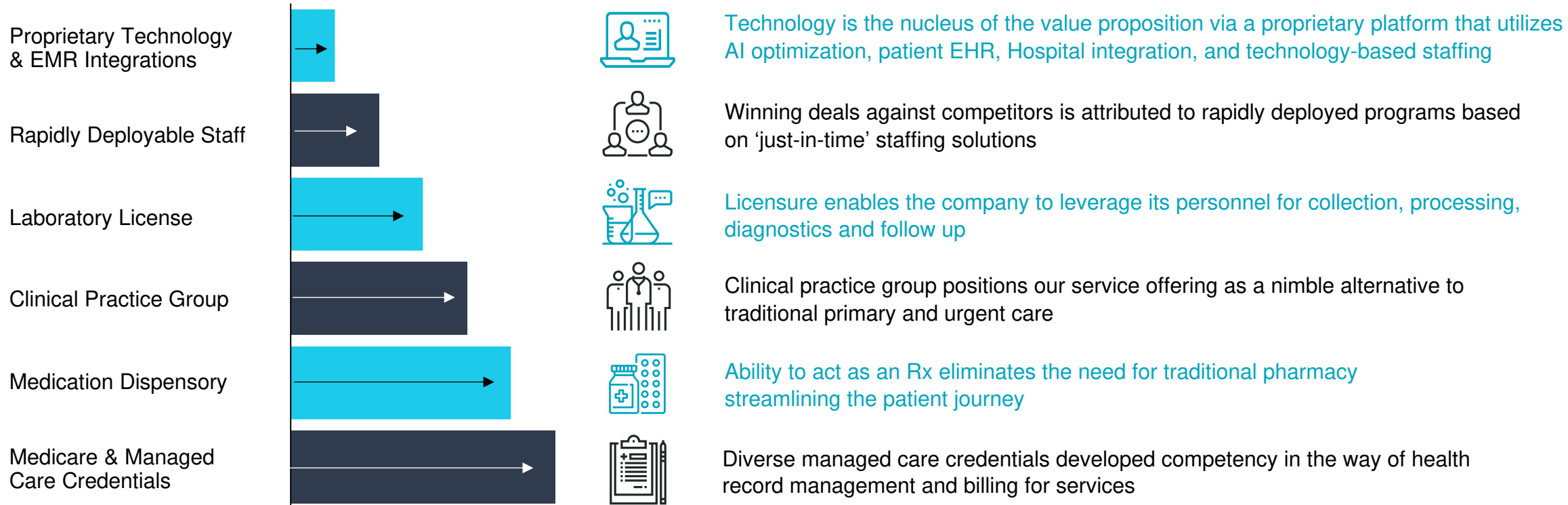
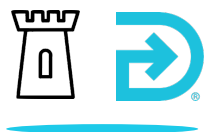
- Contracted to provide urgent care and preventative health care services to five major insurance companies, primarily in the Northeast including Aetna, Cigna and Horizon BCBS
- Covering approximately 10M lives
- Ability to scale nationally if programs demonstrate success

Remote Patient Monitoring

- Partnered with West Pace in San Diego to remotely monitor at-risk senior populations
- When outside parameters, DocGo can provide home visits to remedy and avoid costly ER admissions
- Collect data to support the unit economic model for both DocGo and payers



COMPETITIVE MOAT

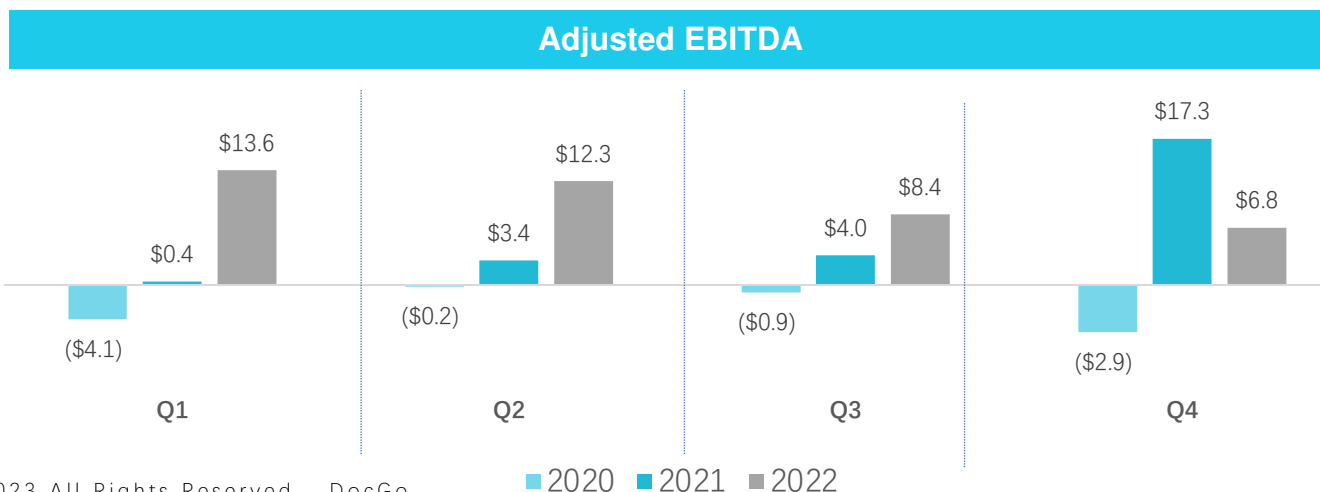
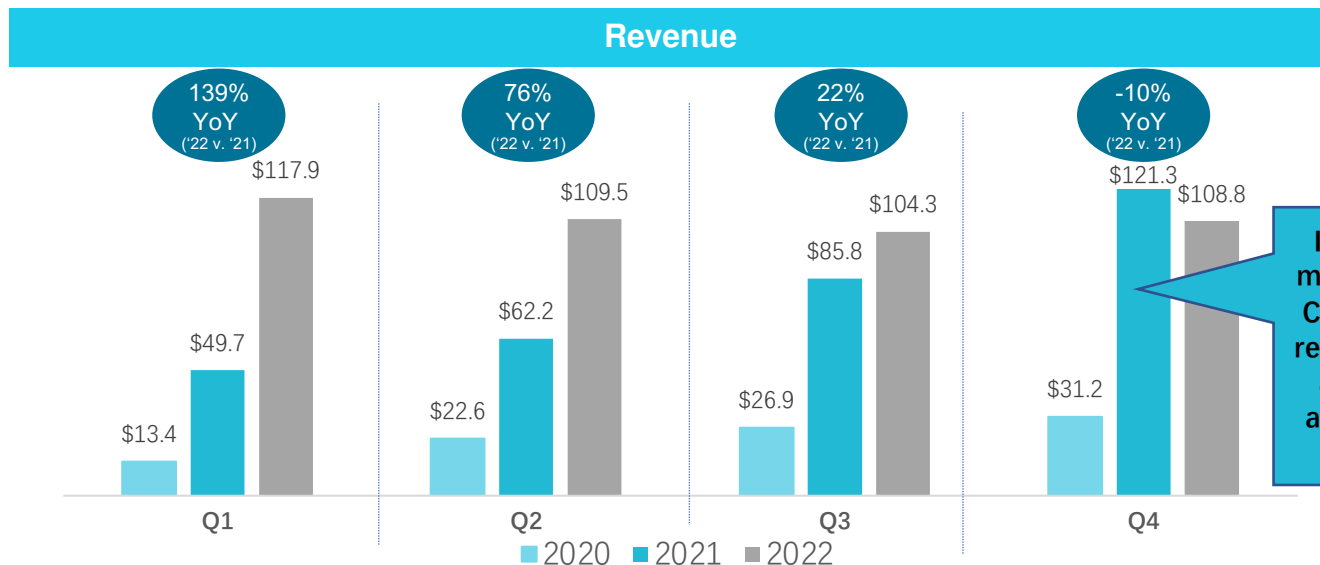


DocGo has continued to expand its moat, preserving its value proposition by relying on technology to efficiently deploy our resources. The formulaic balance of AI and human specialty has improved DocGo's unit economics, positioning us to disrupt both our competitors and the healthcare market overall.



Q4 2022 FINANCIAL UPDATE

(\$ in millions)



4th Quarter 2022 Financial Highlights

- Total Q4 2022 revenue was \$108.8 million, as compared to \$121.3 for the comparable period in 2021. Excluding mass COVID testing revenue from both periods, total revenue in Q4 2022 increased approximately 49% as compared to Q4 2021.
- Adjusted EBITDA was \$6.8 million
- Mobile Health revenue for Q4 2022 were \$71.8 million as compared to \$102.6 million for Q4 2021. Excluding mass COVID testing revenue from both periods, Mobile Health revenue increased 32% as compared to Q4 2021.
- Transportation Services revenue increased 98% YOY to \$37.0 million

4th Quarter 2022 Business Highlights

- Entered into a partnership with Redirect Health to provide on-demand, urgent mobile care to patients in NJ and NY.
- Announced the appointment of veteran human resources executive Vina Leite, MS, to its Board of Directors.
- Awarded new Rapid Falls Response Service contract in U.K.
- Launched an app integrated with the EPIC Health Information Technology platform.
- Secured a \$90 million line of credit with Citibank, N.A.
- Announced a backlog of \$180 million and 34 active RFPs pending award, totaling over \$1 billion in aggregate contract value. None of these RFPs are included in current guidance as any award to DocGo is not guaranteed.
- The company defines backlog as projects that have been awarded, but not yet started or fully rolled out.



GROWTH DRIVERS FOR 2023

DocGo's growth strategy will be fueled by the following key components

Legacy Customers	<ul style="list-style-type: none">▪ Continue expansion of existing customers with 3, 4, 5th generation contracts
Mobile Health Pilots	<ul style="list-style-type: none">▪ Build on the success of On-Demand, expand offering and footprint
Payer Pilot	<ul style="list-style-type: none">▪ Mobile Urgent Care service continues to gain network coverage for premier payers
Remote Patient Monitoring	<ul style="list-style-type: none">▪ 'Total RPM' being surveyed by large RPM software solutions for patient support
RFP Channel	<ul style="list-style-type: none">▪ Large federal and state-level opportunities represent multi-million-dollar deals
M&A Channel	<ul style="list-style-type: none">▪ Disciplined M&A approach will continue to gain access to new services and regions



EXPERIENCED MANAGEMENT TEAM

Presenters

Stan Vashovsky
Co-Founder,
Chairman of the Board



- 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
Chief Executive Officer



- Joined in 2017 as Chief Technology Officer, and built DocGo's Dara Dispatch platform
- Previously served as President at Rapid Reliable Testing and Chief Executive Officer of Fundbase
- Over 18 years of software engineering experience

Norm Rosenberg
Chief Financial Officer



- Joined DocGo in January 2020 as CFO of Ambulnz Holdings, LLC
- Promoted to CFO in January 2023
- More than 20 years experience as CFO in various companies including telecom and insurance industries

Lee Bienstock
President, COO



- Joined DocGo in March 2022 as Chief Operating Officer
- Promoted to President in January 2023
- Spent 10 years at Google, where he most recently served as Global Head of Enterprise Partnerships for Devices & Services
- MBA from the Wharton School of Business

Andre Oberholzer
Treasurer and EVP of Capital
Markets and Strategy




Ely Tendler
General Counsel




Stephen Sugrue
Chief Compliance Officer




Rosemarie Milano
VP, Human Resources



Dr. James Powell
CEO, Clinical Practice Group



Kevin Bland
VP, Operations




KEY TAKEAWAYS

- ➔ Rapid revenue growth, nine quarters of positive adjusted EBITDA, history of beating revenue expectations and raising guidance
- ➔ Significant market and growth opportunity with limited competition
- ➔ Early stages of accelerating recurring revenue growth
- ➔ Unique value proposition to healthcare systems and patients
- ➔ Defensible competitive technology advantage
- ➔ Highly attractive customer base
- ➔ Mission-driven company with experienced founder-led management

