

A North American company focused on providing gastroenterologists ("Gls") with innovative products and services for the diagnosis and treatment of gastrointestinal diseases.

# **CAPITAL STRUCTURE**

at Dec. 31, 2016

*Issued and OS Shares:* **72.7** Million *Fully Diluted Shares:* **74.3** Million

MARKET CAPITAL at March 1, 2017

CDN**\$723.4** Million US**\$534.3** Million

3-Month Average Daily Trading Volume

TSX: 271,094 shares NYSE MKT: 73,233 shares

#### FINANCIAL STRENGTH

at Dec. 31, 2016

\$9.5 Million cash and cash equivalents

\$26.3 available under Scotia debt facility LIBOR plus 2.75%

\$51.6 Million in debt

#### **GASTROENTEROLOGY FACTS**

- Routine colonoscopies for individuals +50 is the US standard of care for early detection of colon cancer
- +15 million endoscopic procedures are performed in the US annually
- Roughly 50% of endoscopic procedures are anesthesia-assisted
- Approximately 800-1,000 GI-specific Ambulatory Surgical Centres ("ASCs")
- Approximately 10.4 million people suffer from hemorrhoids in the US\*

Our goal is to be the trusted partner for the GI community and the preeminent provider of GI anesthesia in the US.



Non-Surgical Hemorrhoid Treatment

CRH Anesthesia

- Single-use, disposable banding system for hemorrhoid treatment
- Paradigm shift for GI's in the US
- Turnkey package includes training protocols, product, and operational + marketing expertise
- Utilized in all lower 48 US states
- 61% adjusted operating EBITDA margin in 2016
- Trained +2,400 GIs in +900 GI private practices

- Anesthesia services for upper and lower endoscopic procedures performed by GIs in Ambulatory Surgical Centers ("ASCs")
- First transaction in December 2014; 9 more transactions completed since then for total investment of \$131.4 Million
- 56% adjusted operating EBITDA margin in 2016
- Currently servicing 26 ASCs in 7 states and performing ~170,000 procedures, annually

<sup>\*</sup>According to the National Institute of Diabetes & Digestive & Kidney Diseases

Strong Financial Performance



## Revenue & Operating EBITDA(1) Total Revenue \$25.8 25 \$22.1 20 \$16.6 JS\$ Millions \$13.9 \$13.8 \$11.6 \$11.7 \$10.9 \$9.7 \$7.3 6.8 \$5.8 \$5,8 5

(1)Total Operating EBITDA is a non-IFRS measure defined as operating income before interest, taxes, depreciation, and related expenses, amortization, stock-based compensation, acquisition-related expenses, and asset impairment charges. Refer to the end of the Company's Financial Report for the year ended December 31, 2016, for a reconciliation of reported financial results to non-IFRS measures.

Q4 2015

■ Gl Anesthesia Revenue ■ O'Regan Revenue

### WHY INVEST IN CRH

Q4 2014

Q1 2015

✓ Excellent relationships with GI community built through O'Regan System's direct-to-physician model

Q3 2015

√ Leveraging large pool of GI anesthesia acquisition targets through O'Regan relationships

Q2 2015

- ✓ Scalable GI anesthesia national growth strategy. Approximately 800 1,000 GI-focused ASCs in the US
- ✓ Profitable since Q1 2011 and now generating approximately \$6 Million in cash flow per quarter to fund organically-driven acquisition growth
- ✓ \$55 Million credit facility at interest of Libor + 2.5-3% provides additional capacity to invest in anesthesia growth

## **EXECUTIVE MANAGEMENT**

Edward Wright
Chief Executive Officer

Richard Bear Chief Financial Officer

Jay Kreger, President, CRH Anesthesia

# **BOARD OF DIRECTORS**

Tony Holler

Chairman. Emergency room surgeon. Founder of ID Biomedical.

**Edward Wright** 

CEO of CRH since 2006. Extensive management experience in medical services and luxury brands.

**David Johnston** 

Q1 2016

Q2 2016

Q3 2016

→ Total Operating EBITDA

Q4 2016

Independent. Gastroenterologist, Fellow and Past President of the American College of Gastroenterology

Ian Webb

Independent. Lawyer. Former Partner at BLG **Todd Patrick** 

Independent. CEO of C3J Therapeutics and former President & COO of ID Biomedical

Legal Disclaimer: This document refers to some non-IFRS financial measures as supplemental indicators of our financial and operating performance. These non-IFRS measures include Operating EBITDA. The Company believes that supplementary indicators reflect the Company's ongoing business in a manner that allows for meaningful period-to-period comparisons and analysis of trends in its business. Please refer to the Company's report for the year ended December 31, 2016 available at http://investors.crhsystem.com/ for a reconciliation of these non-IFRS measures. This document may contain forward-looking statements that may involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance or achievements to differ materially from the future results, performance, or achievements expressed or implied by such forward-looking statements. Forward-looking statements reflect current expectations of management regarding future events and operating performance as of the date of this document. The Company bases its forward-looking statements on information currently available to it and assumes no obligation to update them. Please refer to the Company's latest Financial Report and Annual Information Form, available on SEDAR at www.sedar.com and our website at http://investors.crhsystem.com/ for a list of risks related to our business.