# Akumin Inc.

# Corporate Presentation

December 2021

**Riadh Zine**, Chairman & Co-CEO
**Rhonda Longmore-Grund**, President & Co-CEO
**Bill Larkin**, Chief Financial Officer

AKUMIN®

# Disclaimer and Disclosure

AKUMIN®

**Forward-Looking Statements**

This presentation may contain forward-looking information or forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995 and/or applicable Canadian securities legislation (collectively, "forward-looking statements"). Forward-looking statements may include statements regarding, among other things, our prospects, business outlook, operations and strategy; service areas; competition; changes in laws and regulations and the impact of such changes on us; our estimates for future performance and operating results, including future revenues, cash flows and capital requirements. In some cases, forward-looking statements can be identified by the used of forward-looking terminology like "could," "may," "expects," "anticipates," "believes," "intends," "estimates," and other similar words. Forward-looking statements are necessarily based upon a number of internal expectations, estimates, projections, assumptions, and beliefs that, while considered reasonable by management, are inherently subject to significant business, economic, competitive, and other uncertainties and contingencies, some of which are beyond the Company's control. Forward-looking statements involved known and unknown risks, uncertainties, and other factors, including, but not limited to, the risks described in greater detail in the "Risk Factors" section of Akumin's Management's Discussion and Analysis for the quarter ended September 30, 2021 dated December 14, 2021, which is available at www.sedar.com and www.sec.gov. In light of these risks and uncertainties, there can be no assurance that the forward-looking statements contained in this presentation will in fact be realized, and actual results, performance or achievements could differ materially. Unless otherwise specified, all forward-looking statements are given as of the date of Akumin's last reported fiscal quarter and based on the opinions and estimates of management as at such date. Akumin and its affiliates, employees, representatives and advisors expressly disclaim any and all liability based, in whole or in part, on such forward-looking statements, and further disclaim any intention or obligation to update or revise such forward-looking statements, whether as a result of new information, future events or otherwise. Readers are cautioned not to put undue reliance on these forward-looking statements.

**COVID-19**

In addition and without limiting the foregoing, Akumin notes that the COVID-19 pandemic has caused significant volatility and uncertainty, which could result in a prolonged economic downturn that has disrupted and is expected to continue to disrupt Akumin's business. Akumin cannot reasonably estimate the ultimate length or severity of this pandemic, nor the impact on its future procedure volumes and revenues. The extent to which the COVID-19 pandemic ultimately impacts Akumin's business, financial condition, results of operations, cash flows, and liquidity may differ from management's current estimates due to inherent uncertainties regarding the duration and further spread of the outbreak, its severity, actions taken to contain the virus or treat its impact, and how quickly and to what extent normal economic and operating conditions can resume.

**Non-GAAP Measures**

This presentation refers to certain non-GAAP measures. These non-GAAP measures are not recognized measures under United States generally accepted accounting principles ("GAAP") and do not have a standardized meaning prescribed by GAAP. There is unlikely to be comparable or similar measures presented by other companies. Rather, these non-GAAP measures are provided as additional information to complement those GAAP measures by providing further understanding of our results of operations from management's perspective. Accordingly, these non-GAAP measures should not be considered in isolation nor as a substitute for analysis of our financial information reported under GAAP. We use non-GAAP financial measures, including "EBITDA", "Adjusted EBITDA", "Adjusted EBITDA Margin", "Free Cash Flow" and "Pro forma" These non-GAAP measures are used to provide readers with supplemental measures of our operating performance and thus highlight trends in our core business that may not otherwise be apparent when relying solely on GAAP measures. We believe the use of these non-GAAP measures, along with GAAP financial measures, enhances the reader's understanding of our operating results and is useful to us and to investors in comparing performance with competitors, estimating enterprise value, and making investment decisions. Our management regularly communicates Adjusted EBITDA and their interpretation of such results to our board of directors. We also believe that securities analysts, investors, and other interested parties frequently use non-GAAP measures in the evaluation of issuers. Our management uses non-GAAP measures to facilitate operating performance comparisons from period to period, to prepare annual operating budgets and forecasts and to determine components of management compensation. Except as otherwise specified in this presentation, definitions and reconciliations of non-GAAP measures to the relevant reported measures can be found in our Management's Discussion and Analysis dated September 30, 2021 (our "Interim MD&A") available in our public disclosure at www.sedar.com and www.sec.gov. When we use "Pro forma" in this presentation, unless otherwise noted means trailing twelve for September 30th, 2021 for Akumin and includes Alliance as though acquired at the beginning of the trailing twelve month period.

# Today's Presenters

**Riadh Zine**
Chairman of the Board and Co-CEO

- Akumin's CEO since it started in 2014, now serves as Chairman and Co-CEO
- Previously Managing Director in Global Investment Banking at RBC Capital Markets, providing strategic and financial advice to many corporations and private equity firms
- 13+ years of experience executing public or private equity and debt financing, as well as mergers and acquisitions for a wide range of companies in the consumer, retail, healthcare, transportation and industrial sectors
- Began career at Royal Bank of Canada in strategic projects including mergers and integrations
- Master of Science in financial engineering from University of Montreal (Ecole des Hautes Études Commerciales)

**Rhonda Longmore-Grund**
President and Co-CEO

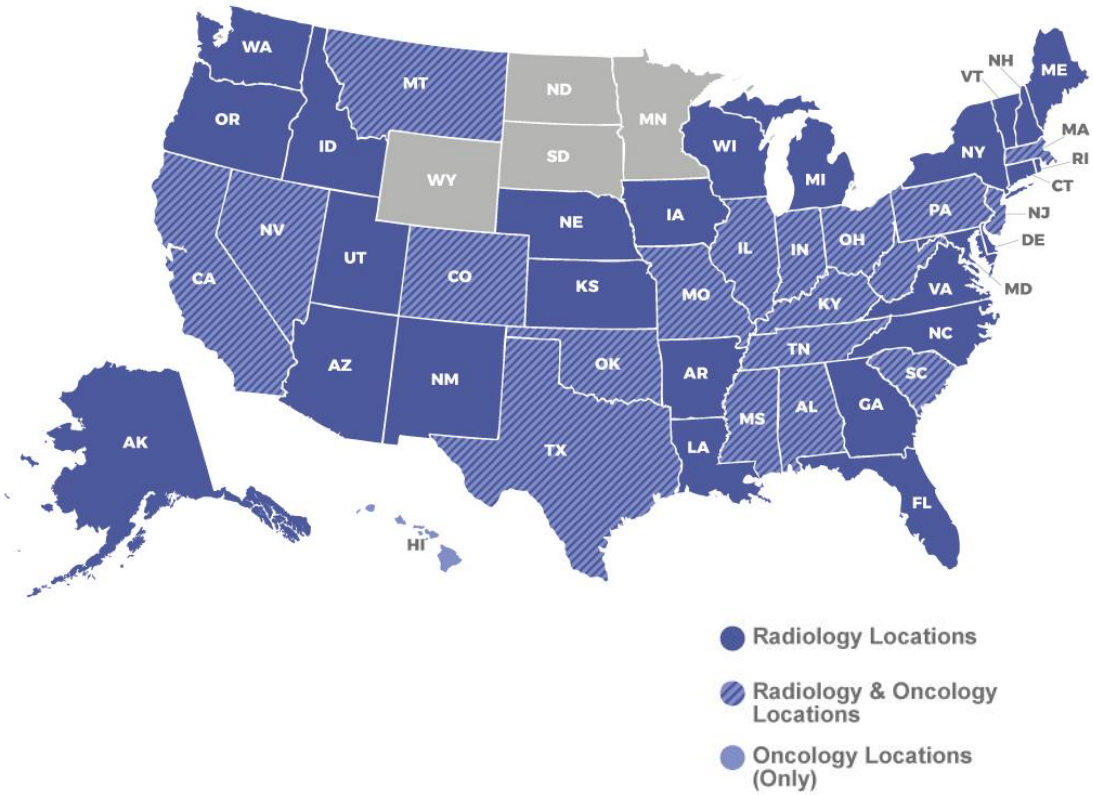
- Previously President and Chief Executive Officer of Alliance HealthCare Services from 2018 to 2021. Joined Alliance in 2016 as Executive Vice President and CFO
- Significant international and capital market experience; successfully led organizations through strategic expansion and growth.
- Prior to Alliance, SVP and CFO for Printronix, global provider of industrial print technology solutions serving Fortune 500 customers in 100 countries
- Served on the executive teams of Ingram Micro, Inc., Exult, Inc., Velocium (now owned by Northrop Grumman) and Digital Equipment Corporation (DEC)
- Master of Arts in Law and Diplomacy focusing and International Business Relations from The Fletcher School of Law and Diplomacy at Tufts University.

**Bill Larkin**
Chief Financial Officer

- Previously Executive Vice President & Chief Financial Officer of Alliance HealthCare Services, having joined the company in 2019.
- Experience spans a diverse set of corporate environments ranging from entrepreneurial startups, high growth mid-caps and mature multi-billion enterprises.
- Prior to Alliance, he served as Chief Financial Officer of both public and privately held companies at Fuel Systems Solutions, Westport Innovations and SouthWest Dealer Services Inc. In each case, the companies were experiencing significant growth, expansion and change in operating complexities both in the U.S. and internationally.
- CPA with Deloitte & Touche, veteran of the US Army; B.S. in Accounting from the University of Southern California

# Akumin At a Glance

- **#2 overall radiology services provider**: ~2 million procedures/yea in **46 states**
  - **#1 provider of PET/CT** servic
  - **#2 provider of MRI** services
  - **#2 fixed site clinic locations**
  - **#1 mobile radiology provide**
- **#2 provider of radiation therapy services to U.S. hospitals** treating more than 10,000 cancer patients p year
- **Serving ~1,000 hospital relationships** across the nation
- **~$730M of Revenue[1]** between Radiology and Oncology




[1]Revenue based on Pro forma trailing twelve months ("TTM") Sept 2021 excluding the recent sales of Alliance Interventional (executed in the first half of 2021) and Alliance Oncology of Arizona (executed Q4 2021).

# Long-Standing Health System Relationships

AKUMIN®

- 30+ year history of **successful hospital partnerships**
- **~1,000 hospital relationships** within Radiology and Oncology networks
- Serving **25 of the top 30 hospitals** in the nation
- **Deep partnerships** with market leaders in their respective geographies
- **Exclusive, long-term contracts** provide continuity in cash flows

**The Nation's Largest and Leading Health Systems**

**Radiology & Oncology**

Beth Israel Deaconess Medical Center
Charleston Area Medical Center
CommonSpirit
MUSC Health Medical University of South Carolina
Dana-Farber/Brigham and Women's Cancer Center
OSF Saint Francis Medical Center
Steward
Tower Health

**Single Segment**

Ascension
Banner Health
CHS Community Health Systems
Cleveland Clinic
Geisinger
Harvard Medical School Teaching Hospital
HCA Healthcare
DukeHealth
Henry Ford Health System
Huntsville Hospital
LifePoint Health
Mayo Clinic
Ochsner Health
Rush University Medical Center
Seton Healthcare Family
Tenet Health
UL Hospital
Yale NewHaven Health

# Flexible Approach Focused on Fixed Site Development & Growth

AKUMIN®

- **Comprehensive solutions** delivered through a flexible approach to partnership
- Capability to **create affiliations** tailored to the needs and goals of the partner(s) and community
- Solutions and structures **developed collaboratively** in context of:
  - Competition
  - Referral source dynamics
  - Payor backdrop
  - Provider environment
- **Experience in executing countless partnership structures** with health systems
  - Complete Outsourcing
  - Management Services
  - Economic Partnerships
  - Joint Ventures

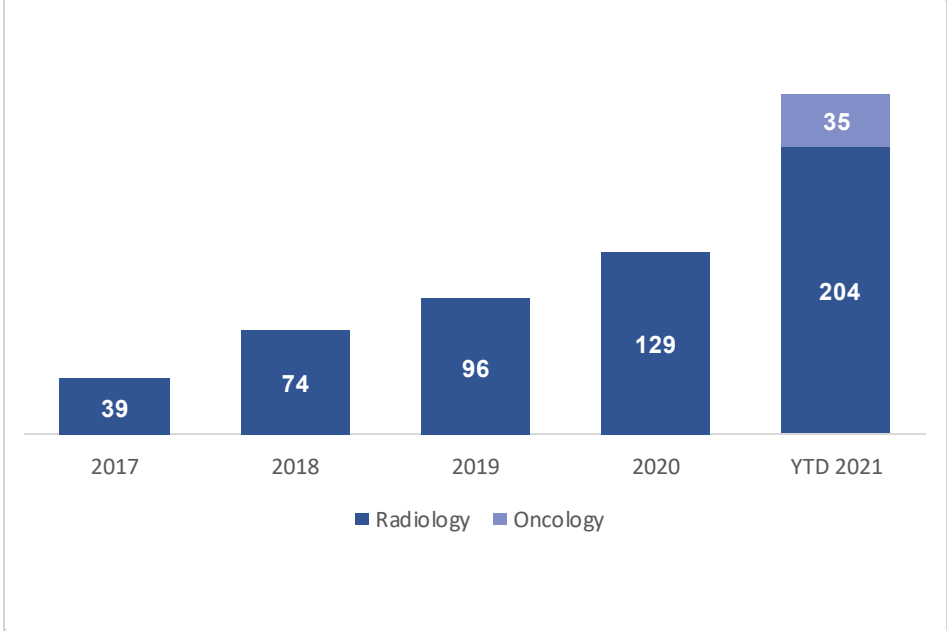
**Mobile**
- Shared platform, part-time, daily, weekly
- Long term contracts and interim solutions
- Single & Multi-modality
- Outpatient focused

**On-Campus Fixed Sites**
- Within or adjacent to hospital
- Single or multi-modality
- Partial or full service line offering
- Outpatient focused

**Outpatient Fixed Sites**
- Convenient location
- Independent or multi-partner
- Integrated services
- Long-term, often in JVs
- Entirely outpatient

**Outpatient Networks**
- Market or regional leadership strategy
- On/off campus
- Long-term, multi-partner integrated care
- Majority outpatient

**Fixed Site Count – As Reported**

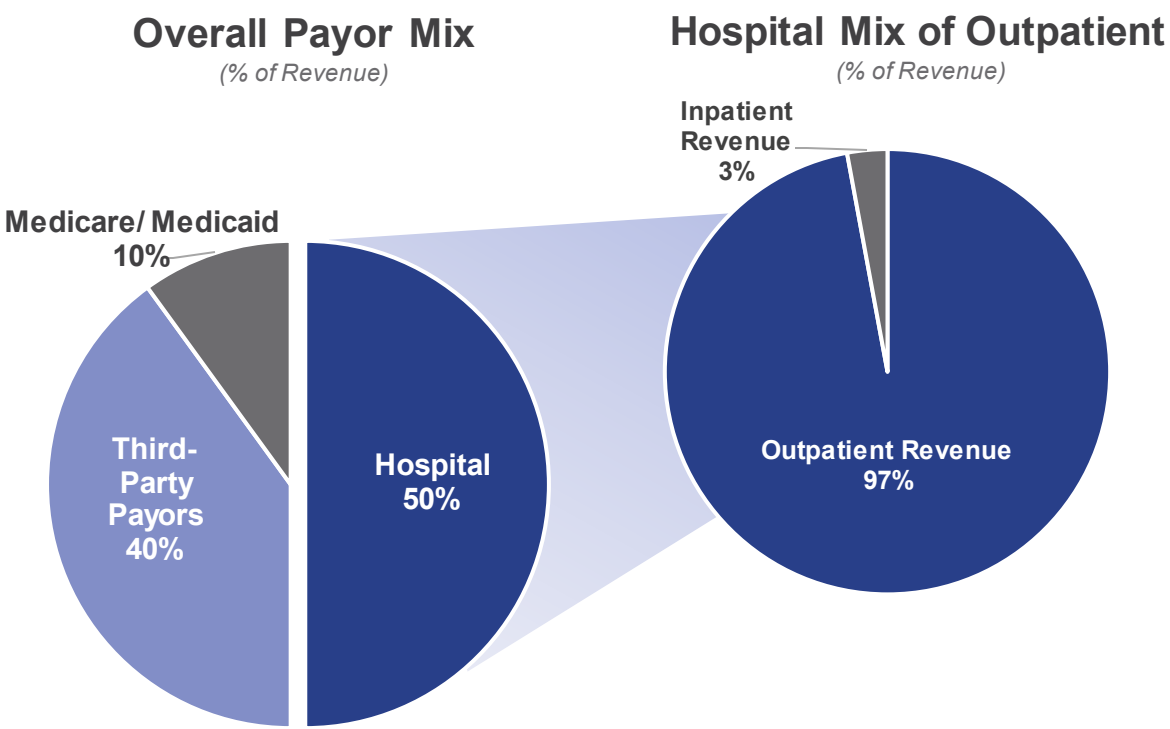



Oncology sites exclude divested Alliance Oncology of Arizona (Q4 2021)

# Outpatient-Focused Platform

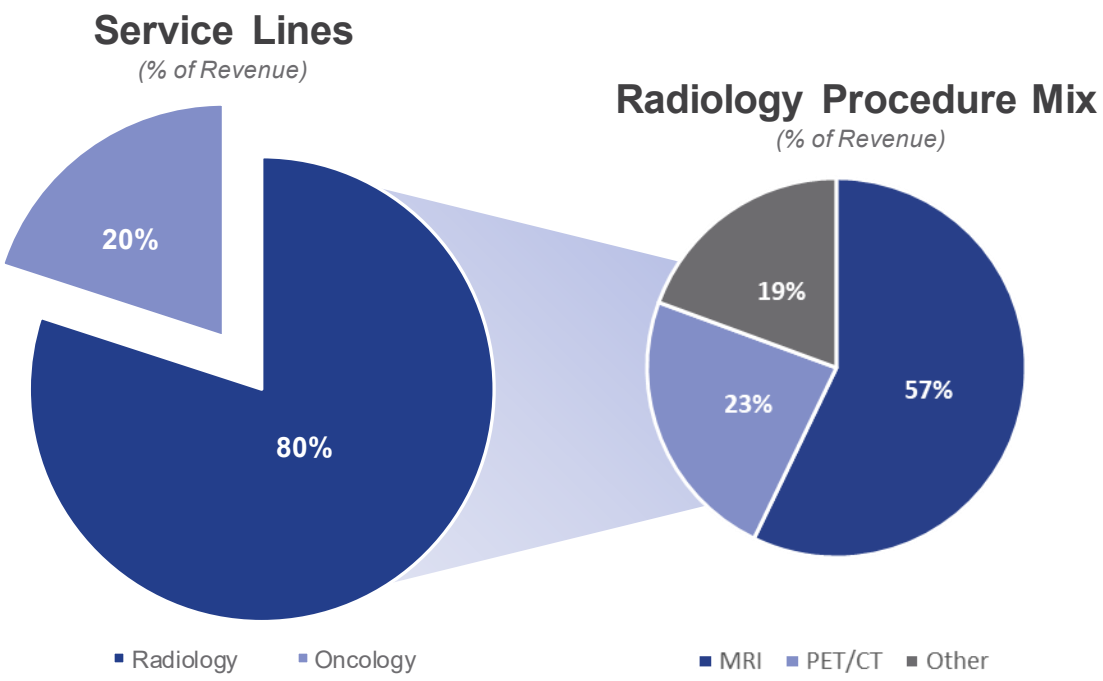
**~95% of the company's overall revenue** is derived from outpatient procedures

- 50% of revenue is received via third party and government payers, for which we bill **outpatient services**
- 50% of revenue is received via health systems and hospitals, of which **virtually all is for outpatient services**



# Diverse Service Lines and Modalities

- Continued **diversification of revenue** between Radiology and Oncology divisions
- Akumin provides a full suite of radiology and oncology services with a **focus on high-growth and high-value modalities**




Excludes Interventional segment which was divested in first half of 2021; Pro Forma; TTM as of Sept 30, 2021.

# A Powerhouse in Radiology

Akumin is the nation's **#2 overall radiology** company, with more than 2 million patient visits per year

Akumin is the nation's **#2 MRI provider**

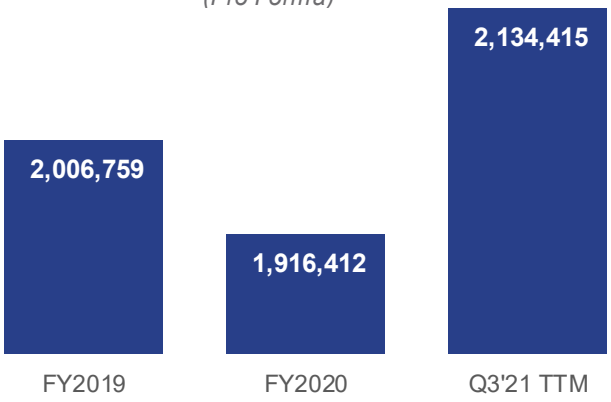
- A critical diagnostic tool for complex health conditions and surgical planning; leads to significant downstream revenue for hospitals

Akumin is the nation's **#1 PET/CT provider**

- PET/CT is one of the fastest growing modalities in cancer care, and increasing in cardiology and neurology
- **Akumin** is the **largest employer of PET/CT technologists** in the US

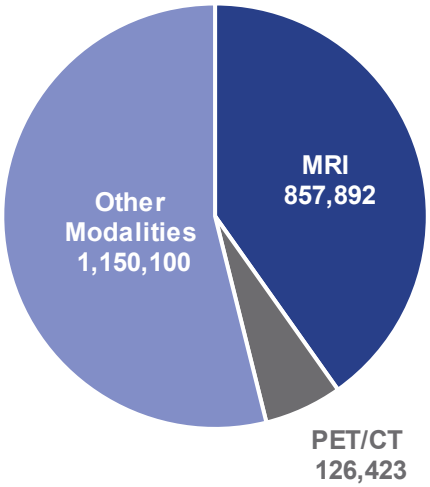
Total Radiology Volume/Year

*(Pro Forma)*



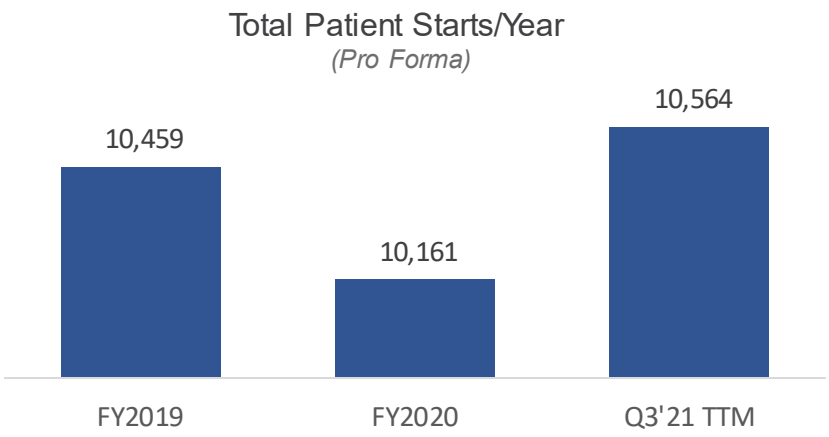

Modality Volume – Q3'21 TTM

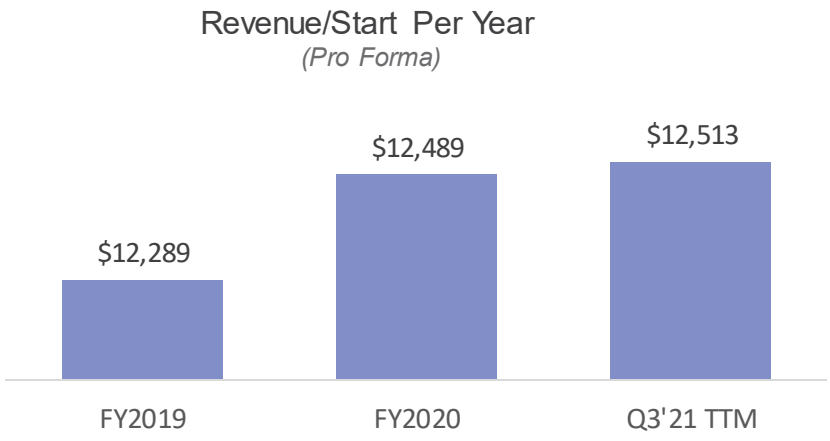
*(Pro Forma)*



# The Nation's #2 Partner in Radiation Therapy Services with Hospitals

- **~2/3 of cancer patients receive radiation therapy** as part of their cancer treatment
- Akumin **specializes in radiation therapy modalities and related services** treating some of the most common primary cancers (breast, lung, prostate) as well as metastatic disease
  - **More than 10,000 patients** treated annually
- Akumin **excels in Joint Venture partnerships with hospitals and physicians** and in delivering this complex clinical service line
  - 22 Joint Ventures
  - 35 Sites of Care
  - Two Interim Radiation Therapy Systems
- **Patient starts recovered** to pre-pandemic levels



# Uniquely Positioned as a Hospital Partner of Choice

AKUMIN®

## Patient Care Continues to Coalesce Around the Hospital Network

91% of final-year **medical residents** report that they **prefer to be an employee of a hospital**

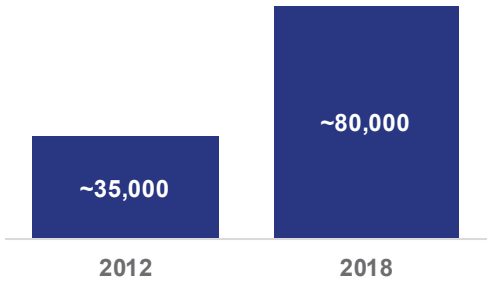
Significant growth **in hospital owned physician practices**

## As Hospitals Shift to Outpatient Services, Akumin is Their Most Experienced Partner

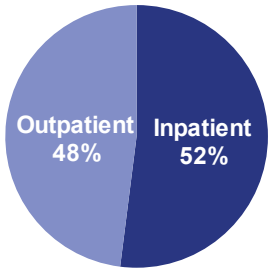
**Hospital outpatient revenues** grew at a higher compounded annual rate vs. inpatient (9% vs 6%), 2011-18

**Patients prefer outpatient health services**

## Hospital-Owned Physician Practices




## Average Hospital Revenue




## AKUMIN ADVANTAGE

- ✓ **30 years of expertise partnering with hospitals**; more than any other solutions provider with ~1,000 currently
- ✓ **Industry leading physician outreach** – in and out of hospital environments
- ✓ **~ 95%** of Akumin's overall revenue tied to outpatient services delivery
- ✓ **Full solutions continuum** covers broad customer needs as outpatient transformation continues
- ✓ **National shared services** provide customers with a hospital-centric outpatient platform, efficiencies and resources
- ✓ **50%** of revenue directly contracted with hospitals

Source: Merritt Hawkins, Deloitte Center for Health Solutions, Center for Medicare & Medicaid Services, Black Book Market Research

# Expert Solutions Provider As Radiology Outpatient Migration Accelerates

AKUMIN®

**Positive forces on radiology volume growth**

- **Population change**, consumerism, disease prevalence, technology; dampened by continued payer actions

**Outpatient migration continues for hospitals, who need better solutions**

- **Disproportionate share of growth for hospitals** in coming years will be outpatient, accelerated by COVID
- **Hospitals outsource radiology services**; desire to recapture lost revenues to independent players
- **Purchasers** continue to drive the shift: site-neutral payment policies, steerage initiatives, ACOs

**Operational efficiency is an industry imperative to mitigate staffing shortages, pandemic surges, margin pressures**

- Virtual cockpits, process automation, technology platforms, artificial intelligence

## Hospital Imperative

**Deploy a full suite of services to compete in an outpatient-focused marketplace**

- **40% of radiology services overall** are performed in independent clinics (at more than 6,000 IDTFs)
  - Patients prefer outpatient settings
  - Hospitals highly motivated to capture those volumes and revenues
- Hospital outpatient departments (HOPD) expected to continue rapid patient growth: **19% by 2029**

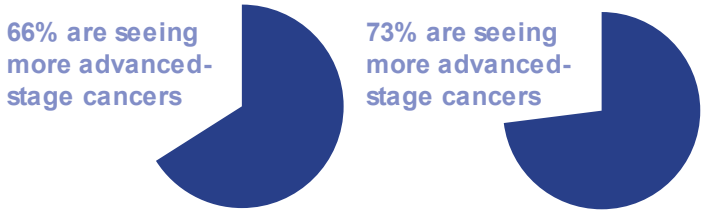
Source: Sg2, McKinsey, Advisory Board, ASCO, ASTRO, GE Healthcare, Grandview Research

# Strategic Partner in a Cancer Care Market Demanding Efficiency and Collaboration

AKUMIN®

## COVID-19 impacts are ongoing and evolving

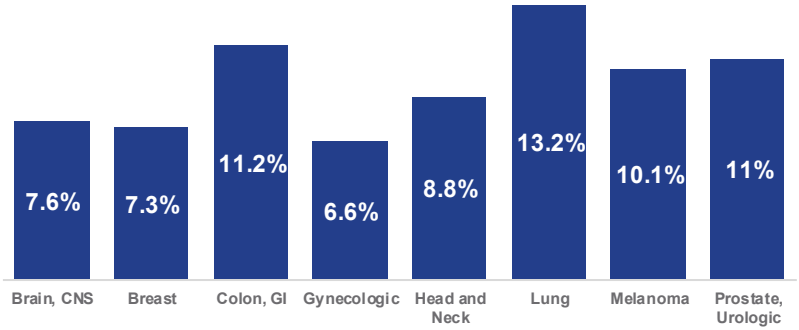
- Many **cancer screening monthly volumes** have returned to pre-pandemic levels
- Still **deficits for those who skipped screenings** in 2020/2021
- Per a recent survey, **Radiation Oncologists**:




## Cancer incidence, overall, continues to grow

- Number of newly diagnosed cancers per year is projected to double in the next two decades

### Overall Five-Year Growth: Cancers We Treat




## Purchasers focus: cost reductions in cancer care

- **Commercial plans** focused on utilization, site-of-care shifts (OP), price transparency and prior authorizations
- **Employers** utilizing second-opinion services and narrowed networks, as cancer care makes up 12% of employers' total medical spend
- **CMS** is reducing payments via value-based care and drug spend controls – and receiving pushback

## Radiology and technological advances continue to impact oncology market

- Radiology and radiation oncology are increasingly **integrated partners** in diagnoses and treatment
- Precision and accuracy in radiation therapy are continuing to increase due to **technological advancements**
- **Exciting developments** are ahead: theragnostics, artificial intelligence, etc.

Source: Advisory Board ASCO, ASTRO, GE Healthcare, Grandview Research

# Significant Market Opportunity With Favorable Industry Trends

AKUMIN®

## Radiology

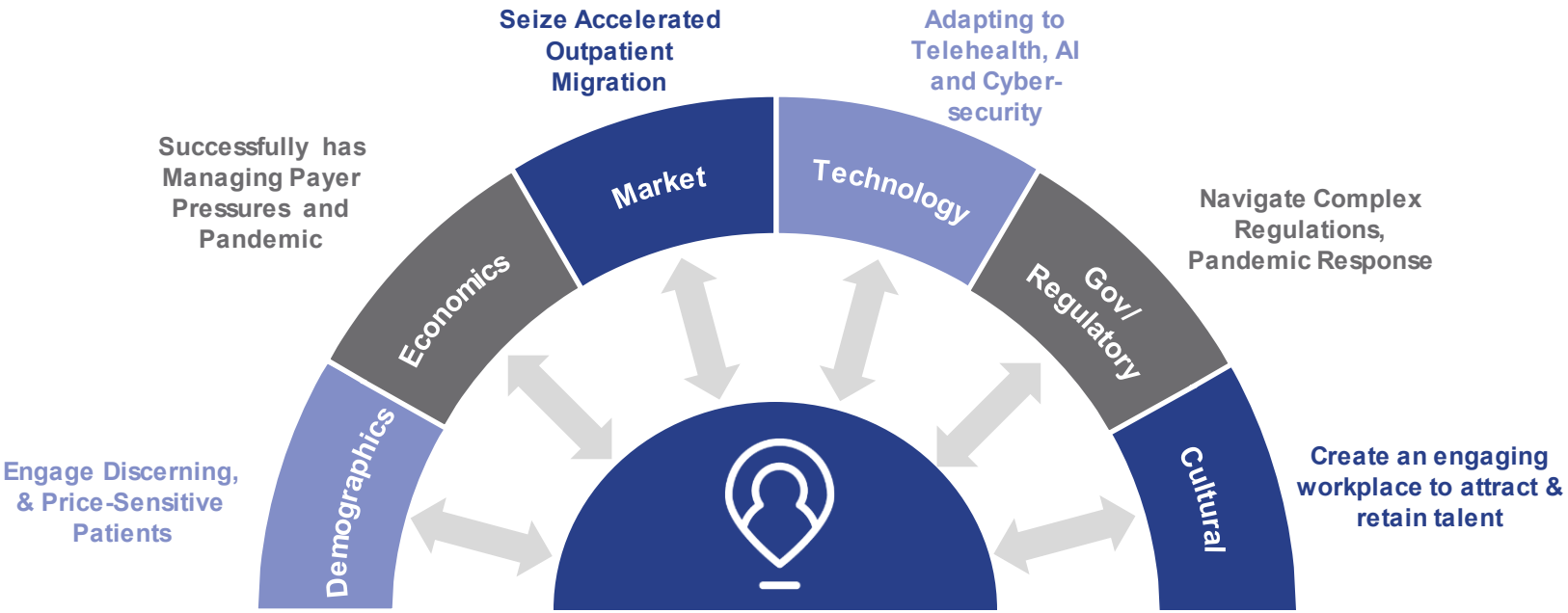
**~$16-17 billion**
Estimated Market Size

Radiology is essential to healthcare delivery and utilized in virtually all clinical specialties,
**from primary care through orthopedics, surgery, neurology, and oncology**

## Oncology

**~$3 billion**
Estimated Radiation Therapy Market Size

Radiation therapy is essential to cancer care delivery;
**50-60% of all cancer patients receive radiation therapy at some point in their treatment**




**Healthcare Marketplace Needs Radiology & Oncology Partners to Solve Challenges, Seize Opportunity**

Source: IBIS World, Wall Street Research, Technavio, Journal of Oncology Practice, Grand View Research, ASCO

# Growth Strategy: Driving Shareholder Value

AKUMIN®

| Deliver Enterprise Organic Growth | Drive New Growth in Radiology | Drive New Growth in Oncology | Enterprise Transformation |
|---|---|---|---|
| *Market, Partner & Company Health* | *Market Leadership & Performance* | *Deepen Cancer Care Value Proposition* | *Strategic Shift & Market Differentiation* |
| • Customer Retention<br>• Same-Store Growth<br>• Margin Expansion via Integration | • PET/CT Expansion<br>• Continued Growth in Long-Term Hospital Relationships<br>• Geographic Density | • New Partnership Development<br>• Interim Radiation Therapy Expansion<br>• Ancillary Services Development | • Shift Independent Facilities to Hospital Affiliated<br>• Hospital Share of Wallet & Services Expansion<br>• Deploy Patient Journey Platform |

**Strengthen Core Business** → **Drive New Growth by Expanding Business Boundaries** → **Create A Transformed Future**

# Enabling Value Creation Via Operational Platform Transformation

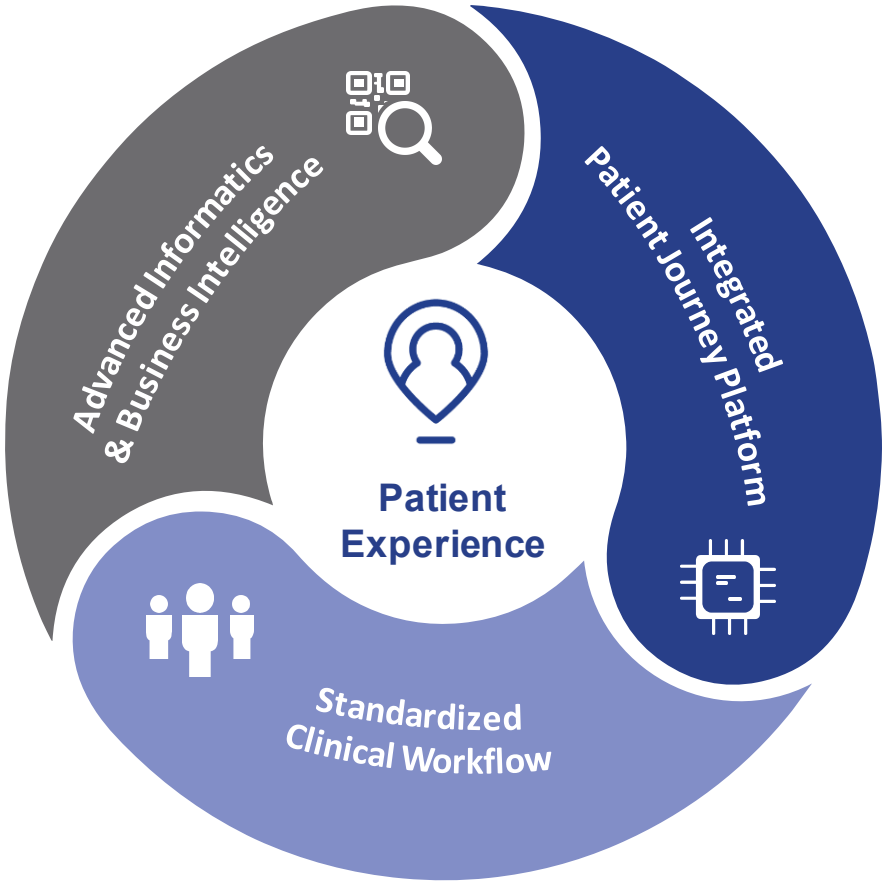
AKUMIN®

We are building **innovative standardization** in

- Patient journey
- Clinical workflow
- Data

Focused on creating a **scalable service delivery platform**

Because delivering **exceptional patient engagement and experiences** is the foundation of our value to partners



# Integration Cost Synergy Potential

## Integration Cost Synergy Potential

The $23 million in estimated cost synergies are related to phase 1 and equipment maintenance overhaul in phase 2. More upside in cost savings expected to arise from a number of initiatives as outlined in both phase 2 and phase 3.

**01 Phase 1**
(6 months)

- ***Integration of corporate functions***
- ***Integration of field and back-office functions***
- ***Consolidation of purchasing power***

**02 Phase 2**
(6–12 months)

- *Equipment maintenance overhaul*
- Common IT infrastructure
- Leveraging new patient journey deployment

**03 Phase 3**
(+12 months)

- Further streamline radiology segment following a successful completion of Phase 1 and Phase 2

**New Akumin to leverage proven internal expertise in integration, as well as third party system integrators and strategic consultants**

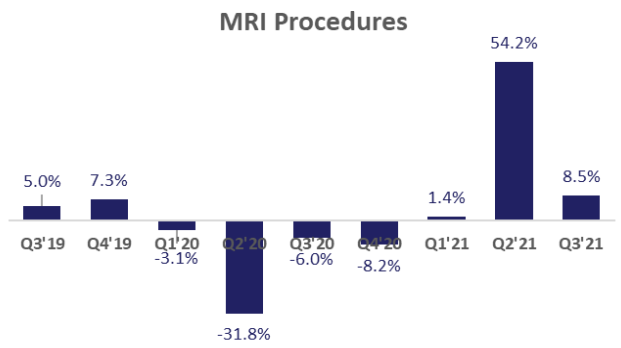
# Financial Performance

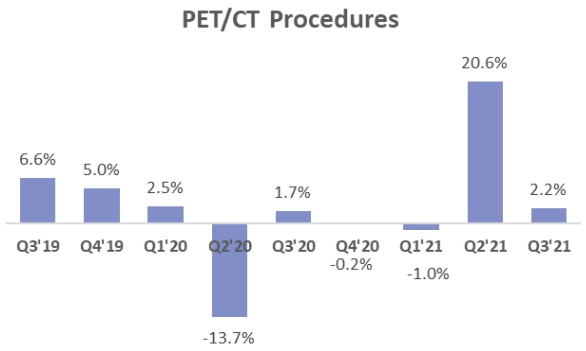
AKUMIN®

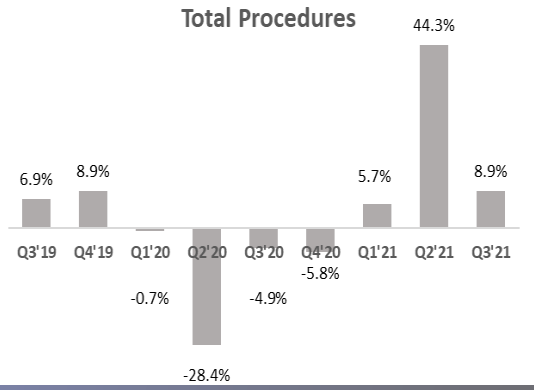
# Radiology Volume Trends – Pro Forma

- Same Store MRI Volume Growth: +8.5% in Q3 2021
- Same Store PET/CT Volume Growth: +2.2% in Q3 2021
- Same Store Total Procedures Volume Growth: +8.9% in Q3 2021

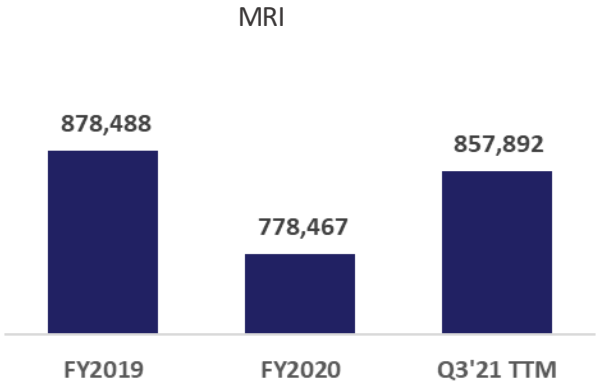
## Same Store Volume Growth

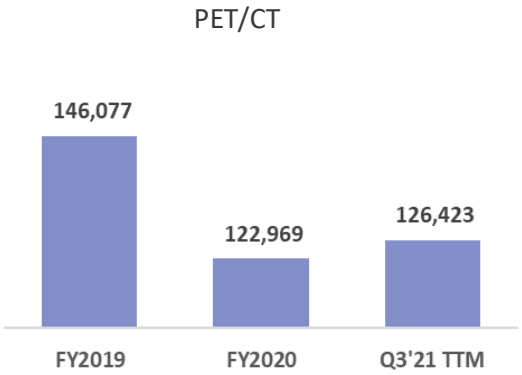


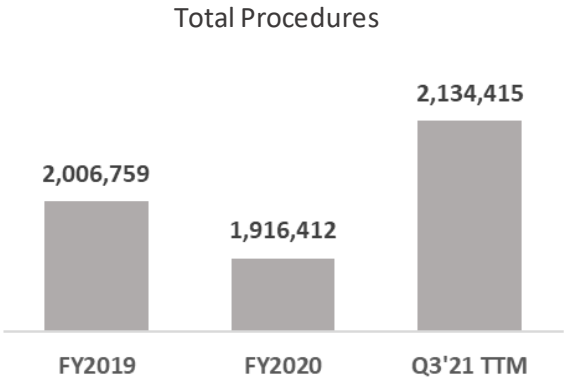




## Total Volumes



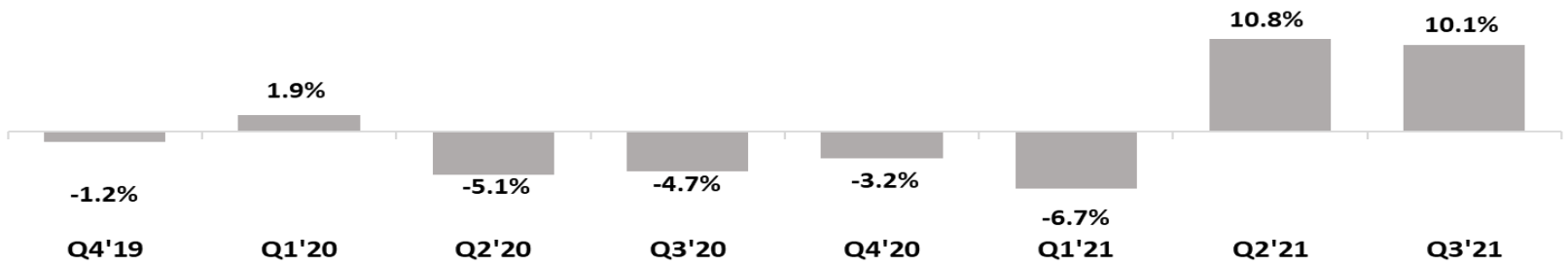



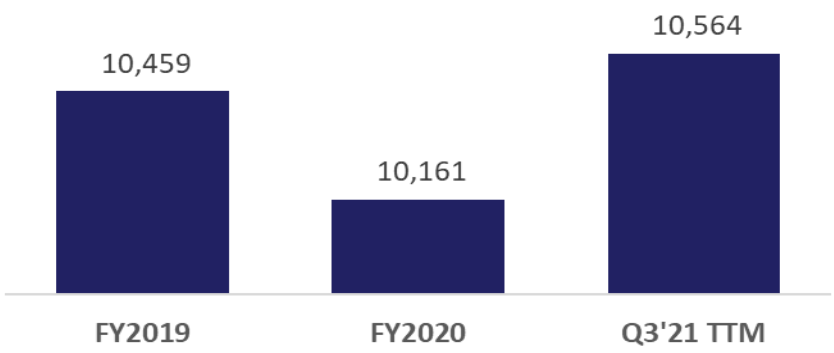
# Oncology Volume Trends – Pro Forma

- Same Store Patient Start Volume Growth: 10.1% in Q3 2021
- Patient Start Volume has returned to pre-Covid (2019) levels
- Revenue/Patient Start is higher than pre-Covid (2019) levels

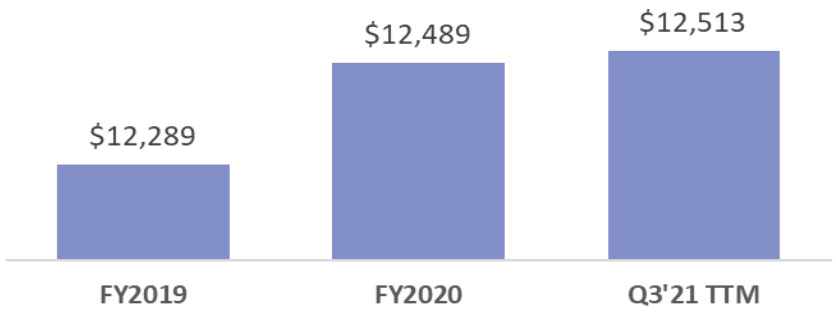
## Same Store Patient Start Volume Growth




## Total - Patient Starts Volume[1]




## Total - Revenue Per Patient Start[1]

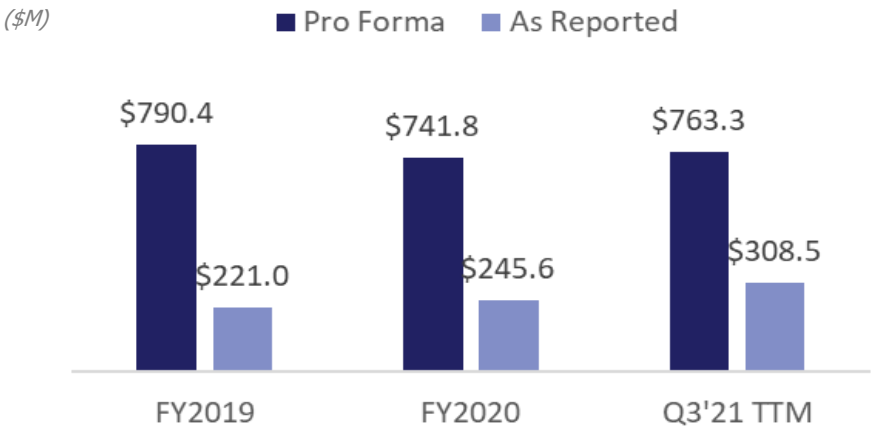



[1] Stats include Alliance Oncology of Arizona, divested in Q4 2021

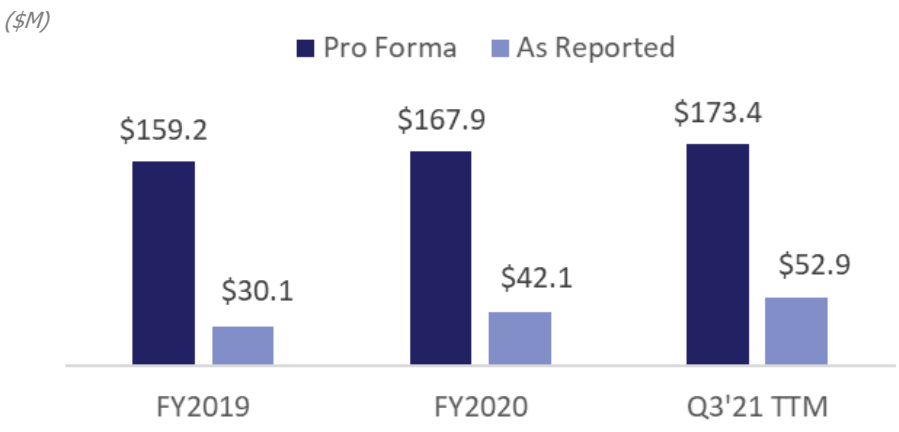
# Financial Performance Trend
# Statutory (As Reported) and Pro Forma

AKUMIN®

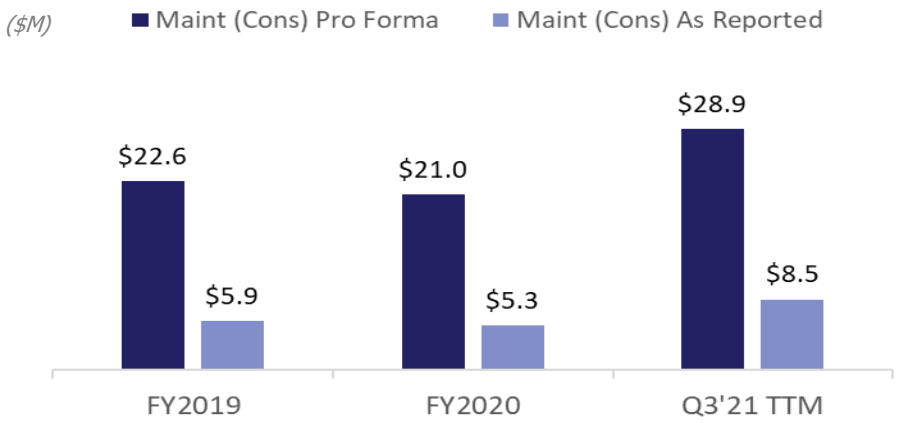
## Revenue[1]



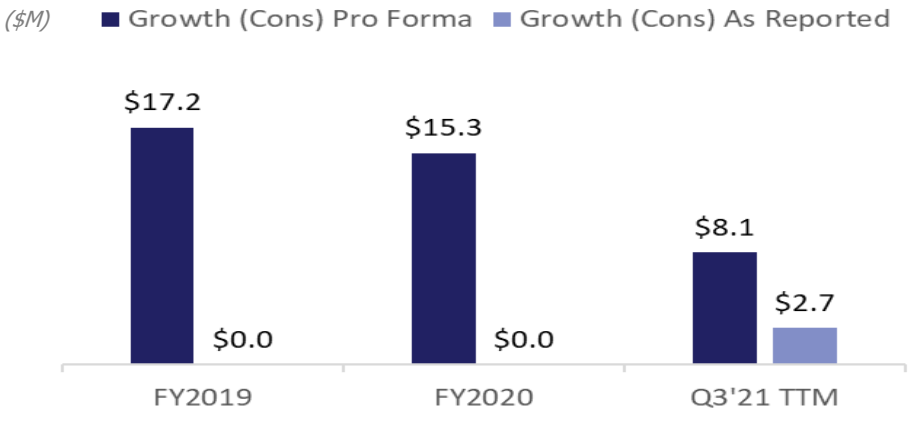

## Adjusted EBITDA[2]




## Maintenance CAPEX[3]




## Growth CAPEX[3]




[1] Pro forma includes Alliance Oncology of Arizona (divested Q4 2021) which contributed $13.2M of Revenue TTM and Interventional Division (divested first half 2021) which contributed $18.4M TTM. Both segments were divested.
[2] Pro forma includes Alliance Oncology of Arizona (divested Q4 2021) which contributed ($3.0M) of Adjusted EBITDA TTM and Interventional Division (divested first half 2021) which contributed $1.1M Adjusted EBITDA TTM. Both segments were divested. Adjusted EBITDA is not a standardized financial measure under GAAP and might not be comparable to similar financial measures disclosed by other issuers. See "Non-GAAP Measures" and "How We Assess the Performance of Our Business" in our Interim MD&A. See page 29 for definition of Adjusted EBITDA.
[3] Capex may be financed with cash, capital leases, change in deposits and AP.

# Segment Financial Performance
# Statutory & Pro Forma

AKUMIN®

## Q3 2021

| ($ in M) | RAD | ONC | Corp | Total |
|---|---|---|---|---|
| **Revenue** | **$ 95.0** | **$13.2** | **$ -** | **$ 108.2** |
| % vs prior year | 50.3% | n/m | | 71.1% |
| **Adjusted EBITDA** | **$ 16.6** | **$ 4.9** | **$ (3.5)** | **$ 18.0** |
| % vs prior year | 35.9% | n/m | | 47.4% |
| **Adjusted EBITDA Margin** | **17.4%** | **37.2%** | | **16.6%** |

## Q3 2021 YTD

| ($ in M) | RAD | ONC | Corp | Total |
|---|---|---|---|---|
| **Revenue** | **$228.5** | **$ 13.2** | **$ -** | **$ 241.6** |
| % vs prior year | 27.8% | n/m | | 35.2% |
| **Adjusted EBITDA** | **$ 42.5** | **$ 4.9** | **$ (8.0)** | **$ 39.4** |
| % vs prior year | 48.8% | n/m | | 37.9% |
| **Adjusted EBITDA Margin** | **18.6%** | **37.2%** | | **16.3%** |

## Q3 2021 Pro Forma[1]

| ($ in M) | RAD | ONC | Corp | Total |
|---|---|---|---|---|
| **Revenue** | **$150.5** | **$39.5** | **$ -** | **$ 190.0** |
| % vs prior year | 4.4% | 9.6% | | 5.5% |
| **Adjusted EBITDA** | **$ 29.0** | **$14.2** | **$ (5.7)** | **$ 37.5** |
| % vs prior year | -22.5% | 0.7% | | -12.7% |
| **Adjusted EBITDA Margin** | **19.2%** | **36.1%** | | **19.7%** |

## Q3 2021 YTD Pro Forma[1]

| ($ in M) | RAD | ONC | Corp | Total |
|---|---|---|---|---|
| **Revenue** | **$449.6** | **$111.1** | **$ -** | **$ 560.7** |
| % vs prior year | 10.4% | 6.0% | | 9.4% |
| **Adjusted EBITDA** | **$ 97.1** | **$ 37.5** | **$(16.5)** | **$ 118.1** |
| % vs prior year | 6.3% | -2.3% | | 4.8% |
| **Adjusted EBITDA Margin** | **21.6%** | **33.8%** | | **21.1%** |

[1]Pro Forma segment results excludes Interventional segment which was divested in first half of 2021.

Adjusted EBITDA and Adjusted EBITDA Margin are not standardized financial measures under GAAP and might not be comparable to similar financial measures disclosed by other issuers. See "Non-GAAP Measures" and "How We Assess the Performance of Our Business" in our Interim MD&A.

# Guidance & Valuation

AKUMIN®

# 2022 Guidance

- Full year of combined enterprise
- Positive same store volume across the platform
- Strong new customer acquisition as well as retention
- Revenue range $760M-$780M
  - *Sept 2021 TTM Revenue of $309M. Includes one month of Alliance acquisition vs twelve months in 2022 guidance.*
- Adjusted EBITDA[(1)] range $155M-$170M
  - *Sept 2021 TTM Adjusted EBITDA of $52.9M. Includes one month of Alliance acquisition vs twelve months in 2022 guidance.*
- Total CAPEX spend: ~$26M Maintenance, ~$59M Growth
  - *~$26M for maintenance of fleet and customer renewals*
  - *~$59M for growth (new customers, sites)*
  - *$10M to be financed with cash; $75M to be financed.*

(1) Adjusted EBITDA is not a standardized financial measure under GAAP and might not be comparable to similar financial measures disclosed by other issuers. See "Non-GAAP Measures" and "How We Assess the Performance of Our Business" in our Interim MD&A. See appendices to this presentation for comparable historical information.

# Free Cash Flow Generation

The company expects to generate free cash flows of ~$55mm as per the following assumptions:

- Mid range of the 2022 guidance
- Full deployment of 2022 Growth CAPEX of $59M and Maintenance Capex of $26mm
- After integration synergies and run-rate of planned 2022 growth investments
- Stonepeak interest payment are PIK's during 2022

$3.7M LTM Sept 2021 represents only one month of Alliance, vs 2022 Midpoint which includes a full twelve months period for the combined entities.

| | LTM Sep 30 2021 | 2022 Midpoint | 2022 Runrate |
|---|---|---|---|
| **Adjusted EBITDA** (1) | **$ 42.1** | **$ 160.6** | **$ 186.8** (2) |
| Less: | | | |
| Cash interest payments | (20.0) | (67.5) | (67.5) |
| Capital lease payments | (6.1) | (32.4) | (32.4) |
| Cash Capex | (7.5) | (10.0) | (10.0) |
| Cash MI Distributions | (4.8) | (22.0) | (22.0) |
| **Free Cash Flow** (2) | **$ 3.7** | **$ 28.8** | **$ 55.0** |

(1) Run rate Adjusted EBITDA includes 2022 mid point guidance, run-rate adjustments for 2022 business development investments plus targeted integration synergies. See Appendix 1 for reconciliation to net income.
(2) Free Cash Flow is not a standardized financial measure under GAAP and might not be comparable to similar financial measures disclosed by other issuers. See the appendices to this presentation for a definition of such term and for comparable historical information.

# Capital Structure – A Solid Foundation for Growth

## Strong Alignment of Interests

Management and insiders, including Stonepeak, own approximately 40% resulting in strong alignment of interests with all stakeholders

Akumin's capital structure is comprised of a diverse set of capital providers including traditional banks, bondholders and Stonepeak as debt and equity stakeholders

This diverse investor base provides a solid foundation as the company executes on its integration, planned growth and transformational initiatives

| *(US$ millions, unless noted)* | | |
|---|---|---|
| Share Price ($) | **$** | **1.70** |
| Total Shares Outstanding (mm) | | **89.0** |
| **Equity Value** | **$** | **151.3** |
| | | |
| Total Secured Debt | $ | 903.2 |
| Less: Cash | $ | (55.9) |
| **Net Secured Debt** | **$** | **847.3** |
| | | |
| **Adj. EBITDA** [(1)] | **$** | **160.6** |
| **Net Secured Debt / Adj. EBITDA** | | **5.3x** |
| | | |
| Equity Value | $ | 151.3 |
| Plus: | | |
| Net Secured Debt | $ | 847.3 |
| Stonepeak Debt | $ | 357.0 |
| Minority Interest | $ | 211.0 |
| **Enterprise Value** | **$** | **1,566.6** |
| **EV / Adj. EBITDA** | | **9.8x** |

Based on mid-point of 2022 guidance pre-synergies and excluding run-rate impact of 2022 planned growth initiatives

# Strong Partners Well-Aligned With Shareholders

AKUMIN

- The support of Stonepeak was integral to the successful completion of the Alliance acquisition and, through its **subordinated notes, equity position and warrant holdings**, is well-aligned with shareholders as key beneficiaries of Akumin's future growth.

STONEPEAK

## Stonepeak at a glance

- Leading alternative investment firm with over $39 billion of assets under management (as of June 30, 2021).
- Sponsors investment vehicle focused on private equity and credit
- Provides capital, operational support, and committed partnership to sustainably grow investments in target sectors
- 30 portfolio companies
- Headquartered in New York; offices in Austin, TX and Hong Kong.

Casper Crude CCR To Rail
Digital Edge DC
Dominion Midstream Partners
Golar Power
Lineage
MPLX Energy Logistics
Oryx Midstream Services
Peak Energy
vertical bridge
eunetworks
NorthStar Renewable Power
Sanchez Midstream Partners

# Thank you!

**Riadh Zine**, Chairman & Co-CEO
**Rhonda Longmore-Grund**, President & Co-CEO
**Bill Larkin**, Chief Financial Officer

AKUMIN®

# Appendix 1:
# Net Income to Adjusted EBITDA Reconciliation


| | Three months ended September 30, 2021 | (Restated-Note 4) Three months ended September 30, 2020 | Nine months ended September 30, 2021 | (Restated-Note 4) Nine months ended September 30, 2020 |
|---|---|---|---|---|
| **Net income (loss)** | $ 1,180 | $ (6,376) | $ (8,182) | $ (16,175) |
| Interest expense | 16,932 | 8,961 | 34,221 | 24,437 |
| Income tax expense (benefit) | (22,070) | (473) | (21,999) | 498 |
| Depreciation and amortization | 11,286 | 4,359 | 20,359 | 13,001 |
| **EBITDA** | 7,328 | 6,471 | 24,399 | 21,761 |
| *Adjustments:* | | | | |
| Stock-based compensation | 785 | 568 | 1,997 | 1,726 |
| Acquisition-related costs | 8,784 | 174 | 14,412 | 474 |
| Settlement and related costs (recoveries) | (52) | 1,611 | (394) | 2,491 |
| Financial instruments revaluation and related losses (gains) | (50) | 2,895 | (3,410) | (1,178) |
| Severance, restructuring and other charges | 532 | - | 532 | - |
| Other losses (gains) | 20 | 63 | 320 | 283 |
| Deferred rent expense | 621 | 409 | 1,525 | 3,002 |
| **Adjusted EBITDA** | $ 17,968 | $ 12,191 | $ 39,381 | $ 28,559 |

**EBITDA** means net income (loss) before interest expense (net), income tax expense (benefit) and depreciation and amortization. **Adjusted EBITDA**" means EBITDA, as further adjusted for stock-based compensation, asset impairments, settlement and related costs (recoveries), financial instrument revaluation and related losses (gains), acquisition-related costs, severance and related costs, restructuring charges, other losses (gains), deferred rent expense (credit), and one-time adjustments. "**Adjusted EBITDA Margin**" means Adjusted EBITDA divided by the total revenue in the period.

# Appendix 2
# Income Statement


| | Three months ended September 30, 2021 | (Restated-Note 4) Three months ended September 30, 2020 | Nine months ended September 30, 2021 | (Restated-Note 4) Nine months ended September 30, 2020 |
|---|---|---|---|---|
| **Revenues** | $ 108,177 | $ 63,213 | $ 241,636 | $ 178,747 |
| **Operating expenses:** | | | | |
| Cost of operations, excluding depreciation and amortization | 91,496 | 51,045 | 204,406 | 152,588 |
| Depreciation and amortization | 11,286 | 4,359 | 20,359 | 13,001 |
| Stock-based compensation | 785 | 568 | 1,997 | 1,726 |
| Operational financial instruments revaluation and other losses (gains) | (68) | 3,630 | 278 | (4,482) |
| Total operating expenses | 103,499 | 59,602 | 227,040 | 162,833 |
| **Income from operations** | 4,678 | 3,611 | 14,596 | 15,914 |
| **Other expense (income):** | | | | |
| Interest expense | 16,932 | 8,961 | 34,221 | 24,437 |
| Acquisition-related costs | 8,784 | 174 | 14,412 | 474 |
| Settlement and related costs (recoveries) | (52) | 1,611 | (394) | 2,491 |
| Other financial instruments revaluation and other losses (gains) | (96) | (286) | (3,462) | 4,189 |
| Total other expense, net | 25,568 | 10,460 | 44,777 | 31,591 |
| **Loss before income taxes** | (20,890) | (6,849) | (30,181) | (15,677) |
| **Income tax expense (benefit)** | (22,070) | (473) | (21,999) | 498 |
| **Net income (loss)** | 1,180 | (6,376) | (8,182) | (16,175) |
| **Less: Net income attributable to noncontrolling interest** | 2,517 | 835 | 3,388 | 1,876 |
| **Net loss attributable to common shareholders** | $ (1,337) | $ (7,211) | $ (11,570) | $ (18,051) |
| **Comprehensive income (loss), net of taxes:** | | | | |
| Net income (loss) | $ 1,180 | $ (6,376) | $ (8,182) | $ (16,175) |
| Unrealized loss on hedging transactions, net of taxes | (8) | - | (8) | - |
| Reclassification adjustment for losses included in net loss, net of taxes | 7 | - | 7 | - |
| Comprehensive income (loss), net of taxes | 1,179 | (6,376) | (8,183) | (16,175) |
| Less: Comprehensive income attributable to noncontrolling interest | 2,517 | 835 | 3,388 | 1,876 |
| Comprehensive loss attributable to common shareholders | $ (1,338) | $ (7,211) | $ (11,571) | $ (18,051) |
| **Net loss per share attributable to common shareholders:** | | | | |
| Basic and Diluted | $ (0.02) | $ (0.10) | $ (0.16) | $ (0.26) |

# Appendix 3: Balance Sheet


| | September 30, 2021 | (Restated-Note 4) December 31, 2020 |
|---|---|---|
| **ASSETS** | | |
| **Current assets:** | | |
| Cash | $ 55,876 | $ 44,396 |
| Accounts receivable | 135,208 | 62,259 |
| Prepaid expenses | 11,815 | 2,996 |
| Other current assets | 3,232 | 1,435 |
| **Total current assets** | 206,131 | 111,086 |
| Property and equipment (note 6) | 264,970 | 63,714 |
| Operating lease right-of-use assets | 212,300 | 127,062 |
| Goodwill (note 7) | 875,724 | 351,610 |
| Other intangible assets (note 7) | 367,039 | 6,748 |
| Other assets | 27,146 | 4,832 |
| **Total assets** | $ 1,953,310 | $ 665,052 |
| **LIABILITIES AND EQUITY** | | |
| **Current liabilities:** | | |
| Accounts payable and accrued liabilities (note 8) | $ 127,016 | $ 34,295 |
| Current portion of long-term debt (note 9) | 13,461 | 406 |
| Current portion of obligations under finance leases (note 10) | 6,966 | 3,265 |
| Current portion of obligations under operating leases (note 10) | 24,554 | 9,345 |
| Earn-out liability (note 11) | - | 4,689 |
| **Total current liabilities** | 171,997 | 52,000 |
| Long-term debt, net of current portion (note 9) | 1,167,957 | 389,580 |
| Obligations under finance leases, net of current portion (note 10) | 17,467 | 12,309 |
| Obligations under operating leases, net of current portion (note 10) | 200,123 | 122,954 |
| Other liabilities | 31,275 | 3,039 |
| **Total liabilities** | 1,588,819 | 579,882 |
| **Shareholders' equity:** | | |
| Common stock (no par value; unlimited authorized number of shares; 89,026,997 and 70,178,428 shares issued and outstanding as of September 30, 2021 and December 31, 2020, respectively) | 240,426 | 160,965 |
| Accumulated other comprehensive loss | (1) | - |
| Accumulated deficit | (91,703) | (80,133) |
| **Total shareholders' equity** | 148,722 | 80,832 |
| **Noncontrolling interest** | 215,769 | 4,338 |
| **Total equity** | 364,491 | 85,170 |
| **Total liabilities and equity** | $ 1,953,310 | $ 665,052 |