Investor AB Capital Markets Presentation

November 13, 2020



Continuum of Care

Sarnova provides products and services to first responders and healthcare professionals across the continuum of care.

***Comprehensive* product offering to meet the needs of emergency medical providers**

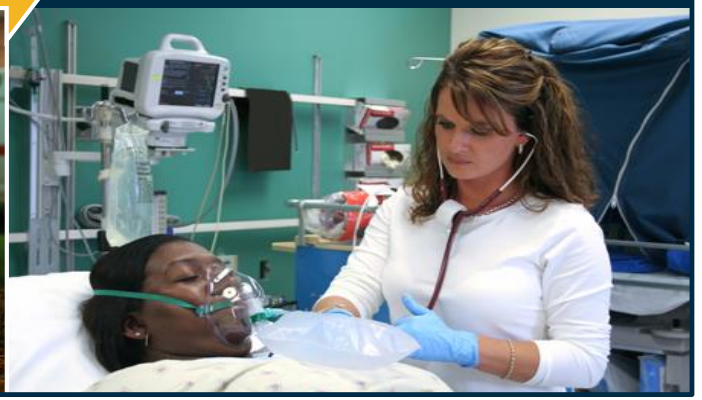
***Comprehensive and specialty* product offering bridges the gap between the pre-hospital and acute care markets**

***Specialty* product offering to meet the needs of respiratory, anesthesia, and other critical care providers**

Pre-Hospital | **ER/ED** | **Acute Care**







Emergency Preparedness → **Acute**

Bound Tree® Your Partner In EMS

Emergency Medical Products

Cardio Partners®

Many vendor partners sell into both EP and Tri-anim

Tri-anim® Advancing Healthcare, Together



Our Mission and Vision

Our mission is to be the best partner for those who save and improve patients' lives.



We define this pinnacle of success by:

- Being the *best* at providing products and services to those who help save lives and care for patients.
- Being the *best* advocate for our vendor partners' therapies and treatments.
- Delivering the *best* operating and financial performance in our industry.
- Providing the *best* opportunities in our industry for our employees to learn, excel, and prosper.

Our vision is simple,

"to be the best company in health and safety sales and distribution."

Being the best starts with a solid foundation of leadership and it is carried out with a team of employees that are focused on a common vision.

Go-To-Market

Sarnova is a sales and marketing company with distribution capabilities – over 200 sales resources across the U.S.

Emergency Preparedness

- Largest national sales platform serving the EMS market.
- Bound Tree focused primarily on field sales.
- Cardio Partners and EMP focus on self-service and web-based selling tools with support from inside sales representatives. Cardio Partners field sales focus on larger Public Access and Alt Care customers.

Tri-anim

- Largest clinical sales organization in the industry with unparalleled expertise in respiratory and anesthesia products
- Highly adept at navigating complex purchasing decisions in the acute setting
- Vendor and product management capabilities help the most clinically valuable products gain adoption with customers.

EP Sales Channel Alignment



Tri-anim Sales Team Focus

Tri-anim® Advancing Healthcare, Together
Sales Professionals

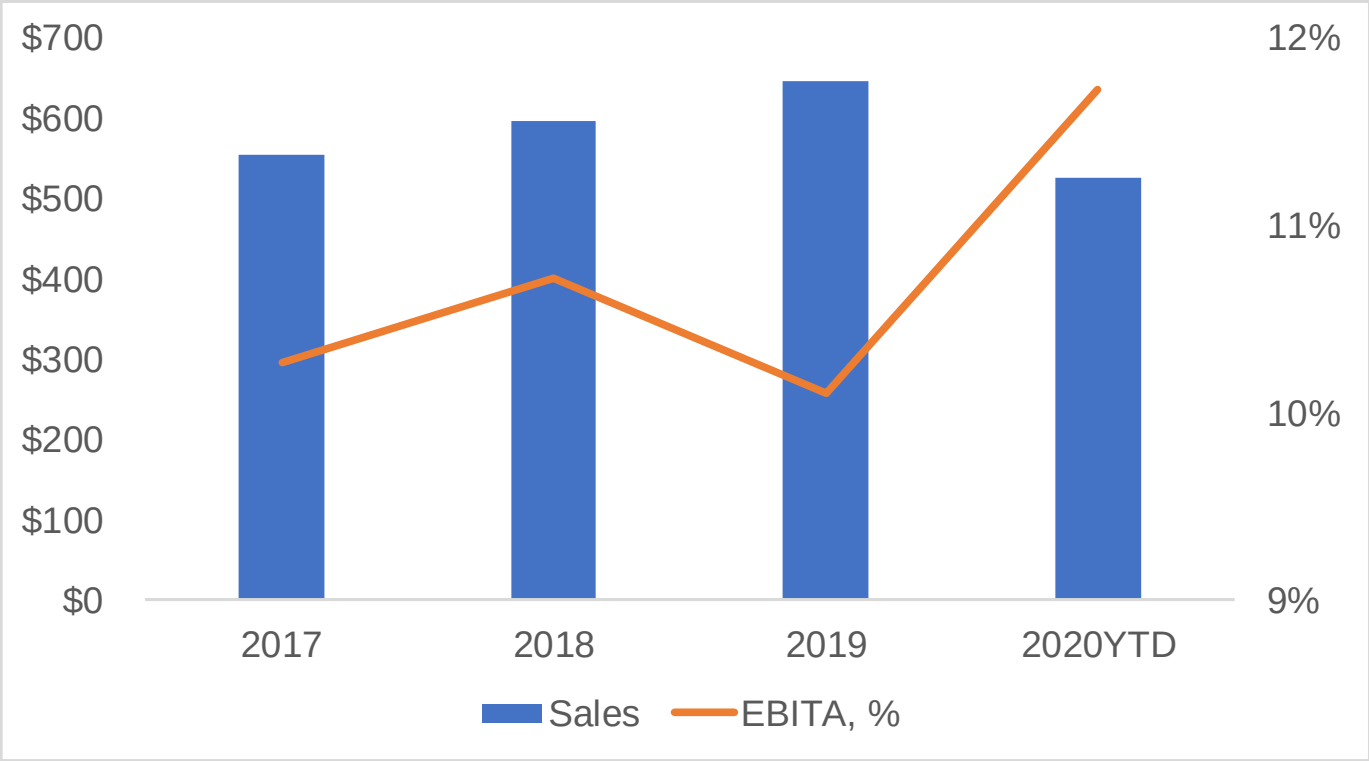
Primary Focus

Clinicians
Senior clinical leadership looks to Tri-anim for innovative products and in-depth knowledge of clinical value of products

Secondary Focus

Procurement Departments
Fosters critical relationships with various customer organizations through these frequent interactions

Financial Overview



Attractive financial characteristics

- Asset-light business model
- Strong cash conversion profile
- Margin stability despite significant growth and infrastructure investments

Strategic Imperatives – Achieve the 5Cs by 2023

Significant investment in our future will be required to properly prepare us to reach our full potential and achieve the 5C's by 2023:

1. Customer Centricity
    - *Expanded salesforce, learning & development, and digital marketing support*
2. Curaplex Expansion
    - *R&D, QA capabilities, and Kitting operations expansion*
3. Complementary Acquisitions
    - *Tuck-ins and transformational acquisitions with investments in new service offerings*
4. Capacity & Infrastructure
    - *Warehouse automation, optimization, WMS, Power BI tools, and upgraded ERP*
5. Cultural Sustainability
    - *AI talent filter, AI sourcing tools, and organizational design optimization*



Growth Strategy

Sarnova has a multi-faceted growth strategy focused on continuing to drive Core Organic growth in existing and new customers while accelerating growth through targeted investments in Expansion initiatives and Acquisitions.

Core Organic Growth

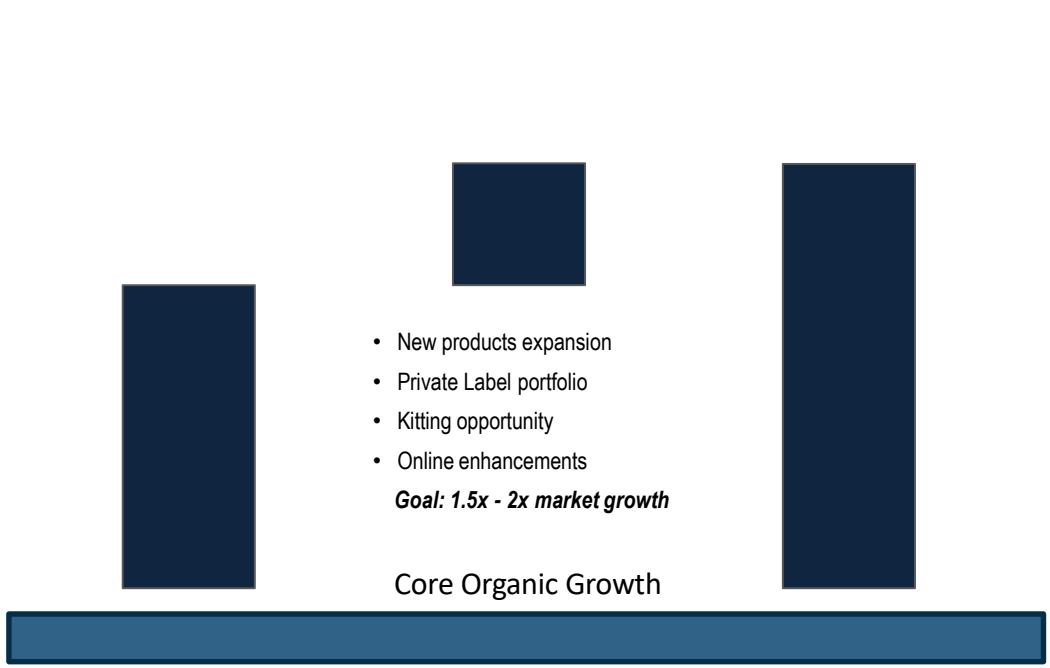
By executing only on our core organic growth plan, management conservatively estimates that Sarnova will generate significant growth

Expansion Growth

Accelerate growth via investment in sales and marketing resources, expansion into adjacent markets, and enhanced committed use programs

Acquisitions

Fully developed acquisition strategy to grow Sarnova's share in existing markets and enable expansion into attractive adjacent and new health and safety markets





Entry into EMS Revenue Cycle Management



On October 30, Sarnova acquired and simultaneously combined the Digitech and R1 RCM EMS (Intermedix) businesses.

- The combined business will continue to operate under the Digitech name and operate as a standalone entity. Sarnova will own more than 60 percent of the company and consolidate it in its financial statements.
- Creates a strong player in the attractive and durable EMS RCM market with potential for long-term organic and non-organic growth.
- Provides a highly differentiated and complementary product offering to Sarnova's existing EMS customers.
- Brings software technology capabilities into Sarnova, enabling the business to execute on other technology-driven strategic initiatives.
- For the 12-month period ending June 30, 2020 sales for the combined business were approximately USD 90m, with profitability higher than Sarnova's historical levels.

Capital Markets Presentation Appendix

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Company Overview

Headquartered in Dublin, Ohio, Sarnova is the leading US-based value-added medical distributor comprised of two business units: Emergency Preparedness (Bound Tree Medical, Cardio Partners, and EMP) and Acute (Tri-anim Health Services).

- $647M in revenue in CY19
- 650+ employees located across three offices and seven strategically-located distribution facilities
- Added to the Patricia family April 4, 2018

Bound Tree® Your Partner In EMS | Cardio Partners® | Emergency Medical Products | Tri-anim® Advancing Healthcare, Together

Each of these businesses deliver distinct value propositions to specific customer segments through a strategic mix of channels.

Complementary Business Units

Sarnova provides world-class distribution capabilities through two primary business units.

- Manage both business segments to attractive margins through leading sales forces, active vendor partner and product management functions, and a customer-focused operations culture.
  - Sales, product management, and client-facing functions are housed within the business units
  - Corporate and support functions are shared across the Sarnova platform, driving efficiencies and operating leverage

