



# Investor Presentation

May 2026

## Forward Looking Statement

Forward-looking statements represent our beliefs and assumptions only as of the date of this release. These statements, and related risks, uncertainties, factors and assumptions, include, but are not limited to: our ability to regain and maintain compliance with NYSE listing standards; our ability effect any reverse stock split; our ability to successfully transition our clients to Converge without significant attrition; our ability to renew and upsell our client base; the election by the Defense Health Agency to deploy our solution across their entire enterprise; the continuation of the DHA relationship beyond July of 2025 with comparable financial terms; weak growth and increased volatility in the telehealth market; our ability to adapt to rapid technological changes; increased competition from existing and potential new participants in the healthcare industry; changes in healthcare laws, regulations or trends and our ability to operate in the heavily regulated healthcare industry; our ability to comply with federal and state privacy regulations; the significant liability that could result from a cybersecurity breach; and other factors described under 'Risk Factors' in our most recent form 10-K filed with the SEC. These risks are not exhaustive. Except as required by law, we assume no obligation to update these forward-looking statements, or to update the reasons actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future. Further information on factors that could cause actual results to differ materially from the results anticipated by our forward-looking statements is included in the reports we have filed or will file with the Securities and Exchange Commission. These filings, when available, are available on the investor relations section of our website at [investors.amwell.com](https://investors.amwell.com) and on the SEC's website at [www.sec.gov](http://www.sec.gov).

# Amwell - Earning trust at scale. Every day, for twenty years.

**20**

**Years**

in technology-enabled care

**~50**

**Health Plan**

clients

**90M+**

**Members**

with Amwell as a benefit

**>99.9%**

**Platform**

uptime<sup>1</sup>



14 years of strategic partnership



>50% of all Blues membership benefits from Amwell



Serving 9.6M service members globally and meeting some of the most stringent security standards in the world



Enabling access to care for millions nationwide

# AMG Streamlines Care Orchestration Across All Programs

Adhering to your network and guidelines



**amwell**   
Medical Group



## National Scale

24/7/365 Coverage

## Orchestrate Care

to reduce gaps in care and improve engagement and outcomes

## Guided by Your Strategy

Your network, your formulary, your data

# Full Care Continuum. Out of the Box.

Achieve better satisfaction, utilization and outcomes







## Amwell Medical Group

- Virtual Primary Care + Urgent Care
- Therapy + Psychiatry + Digital BH
- Nutrition + Lactation

National Scale, 24/7/365 coverage  
4.9/5 satisfaction<sup>1</sup>, NCQA accredited



## Integrated Partners

-  sword (MSK) +  HelloHeart (Cardio)
-  vida +  dario (Cardiometabolic)
-  Cleveland Clinic +  DermatologistOnCall\*

Pre-integrated, proven outcomes



## Bring Your Own Program

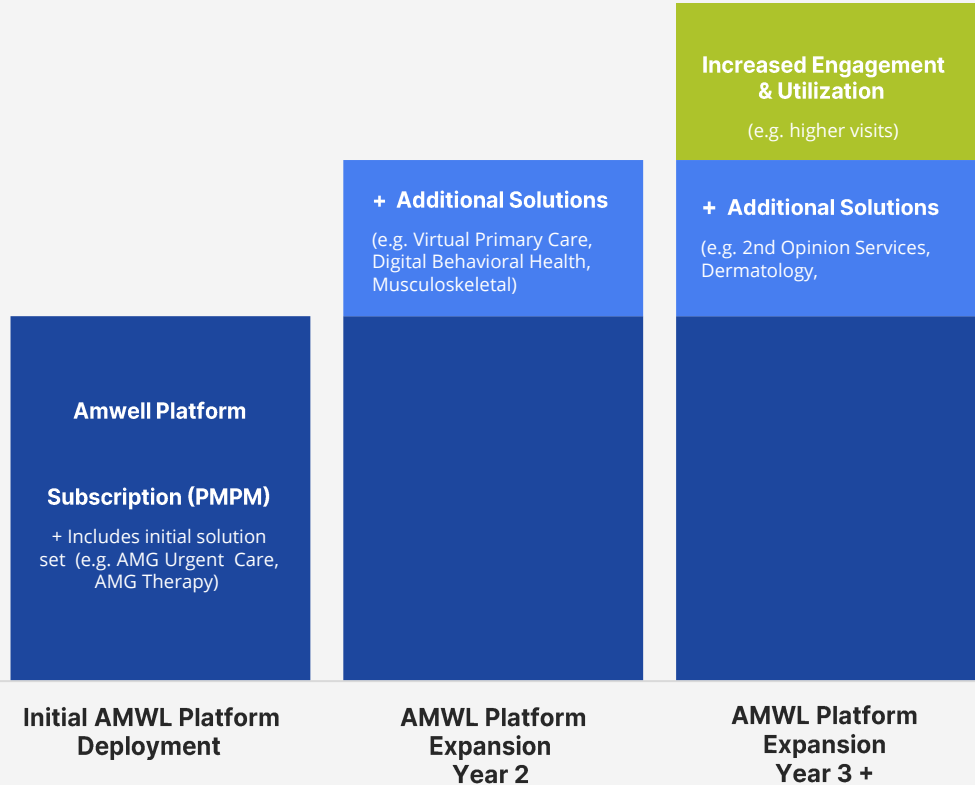
- Integrate your preferred point solutions
- Deep integrations, unified billing
- Whole-person reporting across all programs

Your programs, our infrastructure



# Grow ACV\*

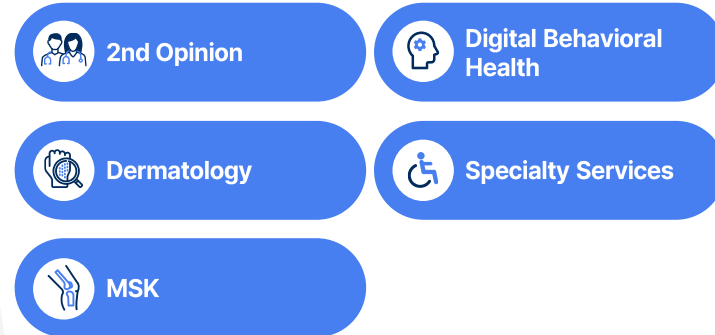
## Sample Health Plan Client



## Key Drivers Of ACV\*

Addressable Lives | Scope of Use

Add-on programs including:



\*Average Contract Value

# ROI based selling



## Address

staffing shortages & burnout



## Improve

operational efficiency & costs



## Deliver

better patient & provider experience



## Improve

patient outcomes



## Increase access

to care



# Backed up by demonstrated outcomes

## Cost/ Efficiency

ED DISCHARGE PROGRAM



> **\$1M**

Total cost reductions  
per year

↓ **30**

Fewer calls per  
nurse per day

## Patient Outcomes

MSK PROGRAM



↑ **32%**

Increased productivity

↓ **72%**

Reduction in pain

## Staff Shortages

SILVERCLOUD BEHAVIORAL HEALTH



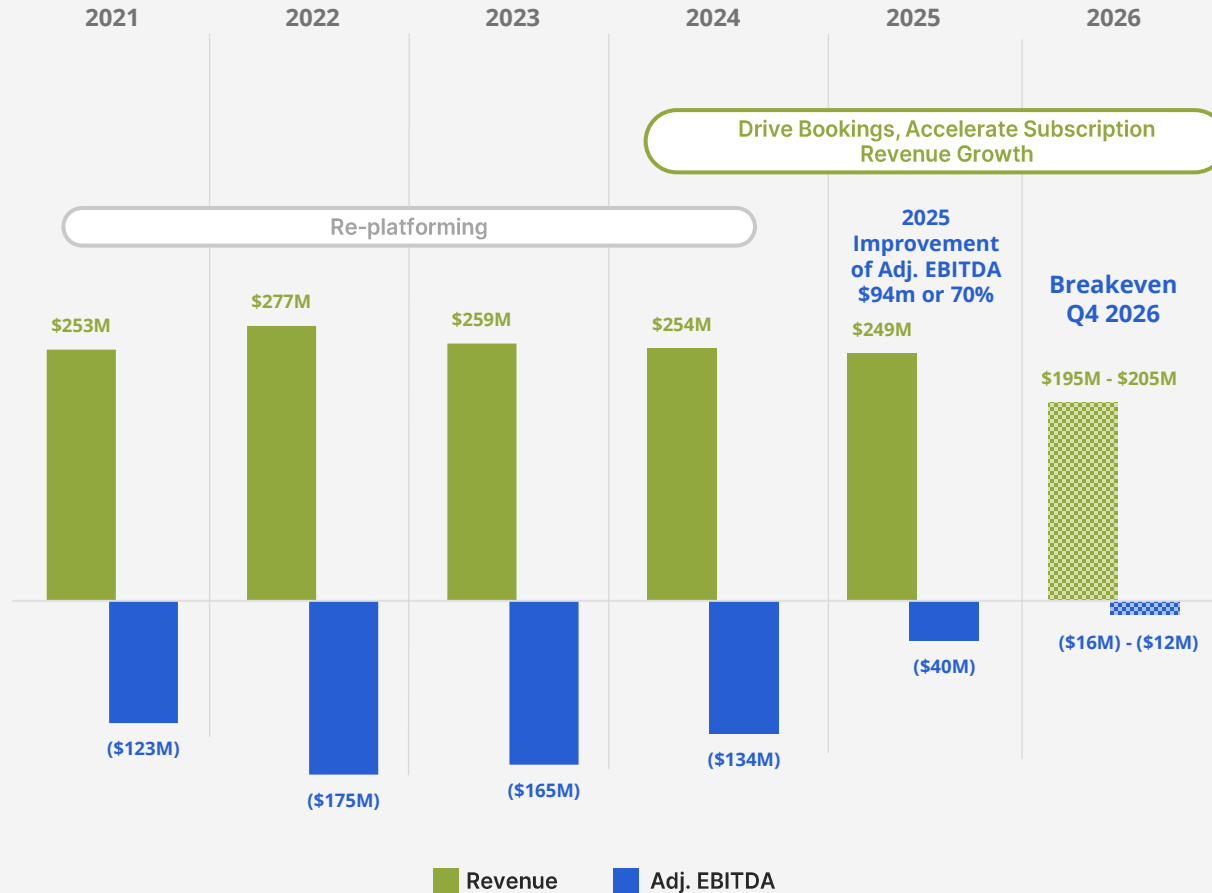
**94%**

Patient satisfaction

> **1 WEEK**

Reduced wait-time  
from 16 week avg.

# Path to Positive Cash Flow



Normalize R&D investment



Expand Government Contracts

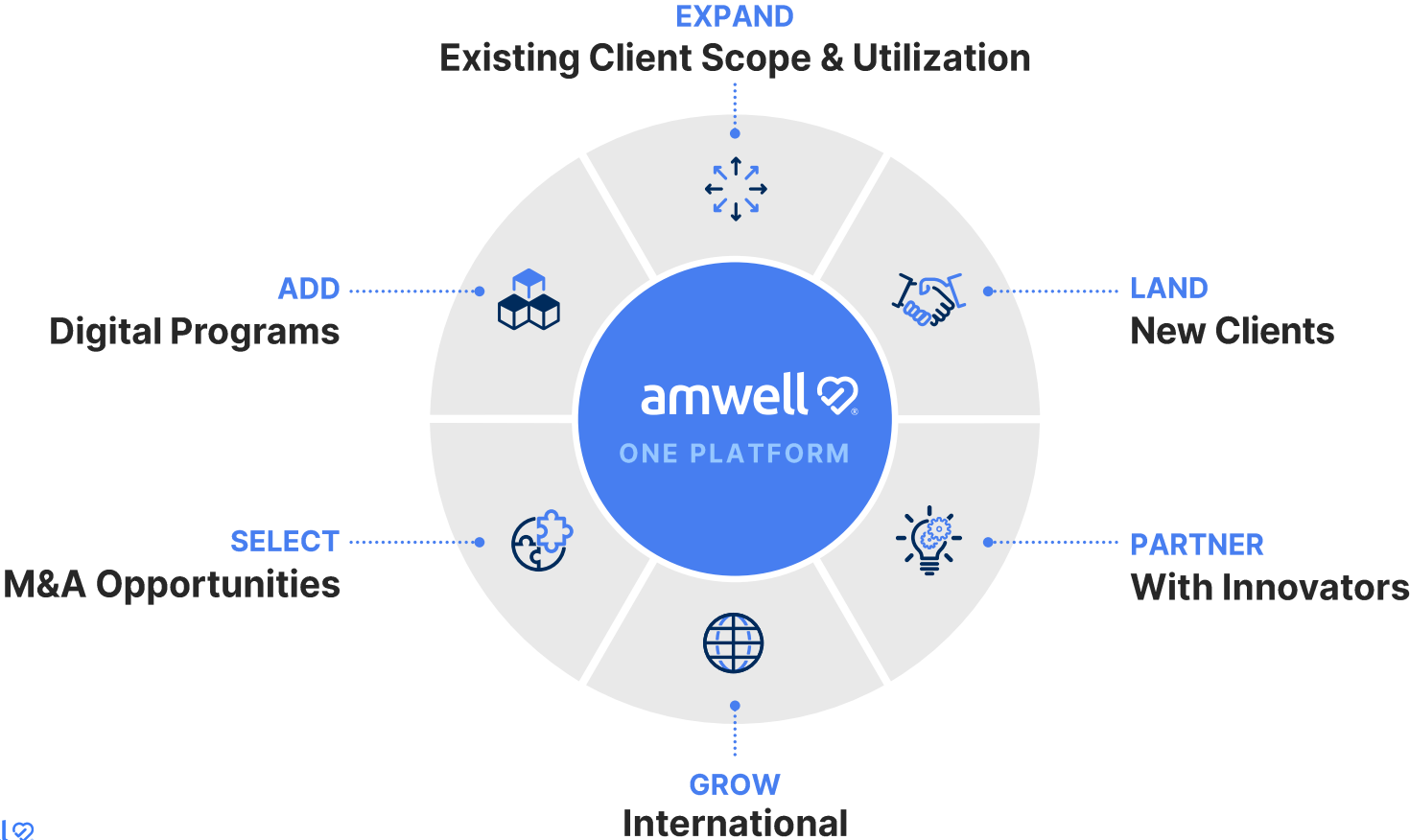


Benefits of scale as we grow



G&A cost containment and operating leverage

# Multiple Drivers for Long Term Growth



# Proven Outcomes. Better Care.

The Amwell clinical program portfolio is designed to improve outcomes at a lower cost.

**67%**

Users experience clinically significant improvement with digital CBT techniques<sup>1</sup>

(Digital Behavioral Health)

**70%**

**Reduction**

In surgery intent with Sword Thrive<sup>2</sup>

 sword

**21mmHg**

Average systolic BP reduction over 3 years<sup>3</sup>

 Hello Heart

**<2 days**

Average time to see an Amwell primary care provider vs. the national average of 31 days<sup>4</sup>

## ADDITIONAL REPORTED OUTCOMES

- 7-10% weight loss at 1 year w/o GLP-1s (Vida)<sup>5</sup>
- 4.8/5 avg. star rating for Amwell nutritionist
- 24 hours avg. to dermatology diagnosis<sup>6</sup>



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Thank you!