

# Clairvoyant Health Group LP

(“CHG”)

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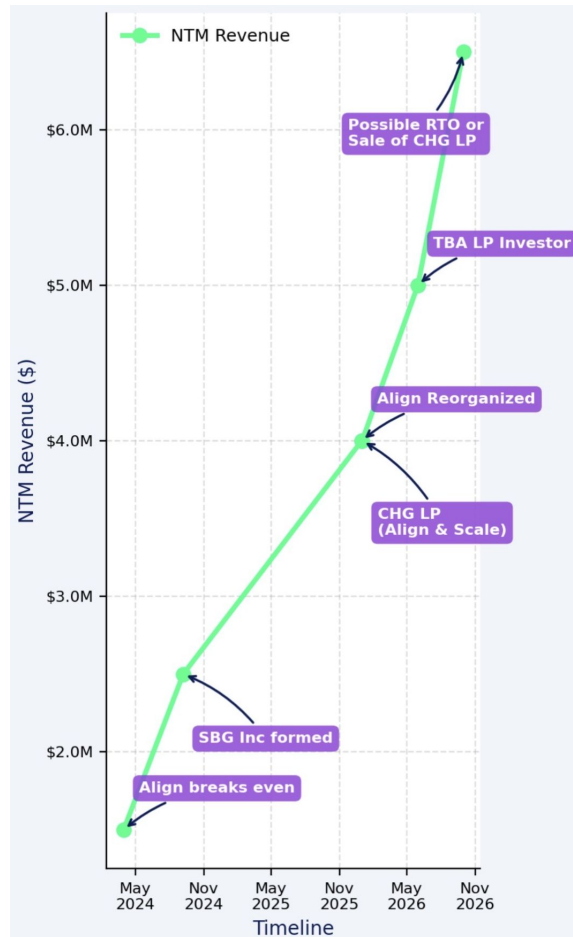
# Scale Health

## Two Digital Health Pureplays

**Align** - >60% CAGR > 18% net income margins, \$650K-\$1MM '26 income, \$4MM+ sales (\$7MM+ '27).

**Scale** - > our private demand network of brands cross promoting Scale to their customers for rev share (>\$200MM rev, >\$1B by Q4'26), TBD '26.

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Scale Health 

SILVER  
BIRCH  
GROWTH 

ReForged

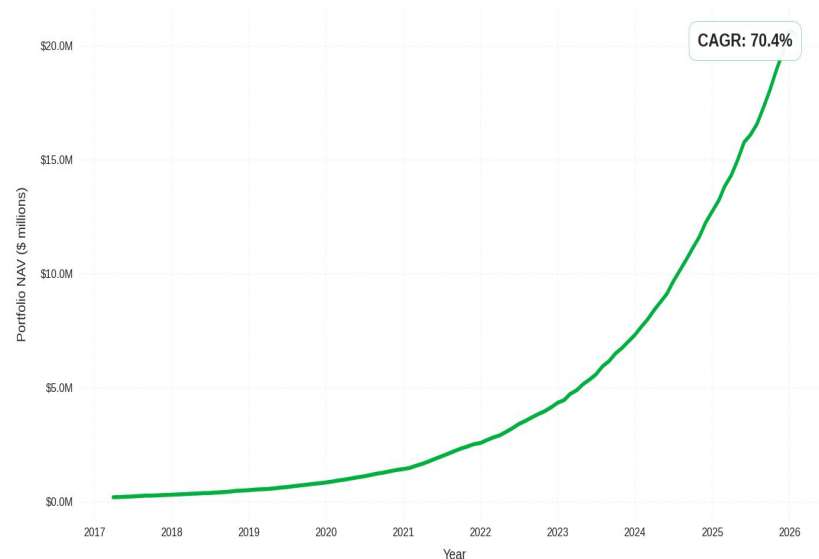
## Founder Led Founder Owned

Founder Randy Gilling left a CEO role in tech in 2016, rolled success into new ventures, investments, and real estate. For the first time ever, outside equity invests will be part of this capital allocation journey.

A **\$185K** original cheque in '2017 for a BDC-backed leveraged buyout of a b2b services co (Align) has rolled to over **\$20MM** in asset value (\$10MM for CHG LP)\* across the CHI portfolio, cash flowing > \$1.1MM and hyper scaling.

This is the first time outside equity investors have been invited in.

*\*Actual IRR higher including rolling to public stocks + personal real estate.*



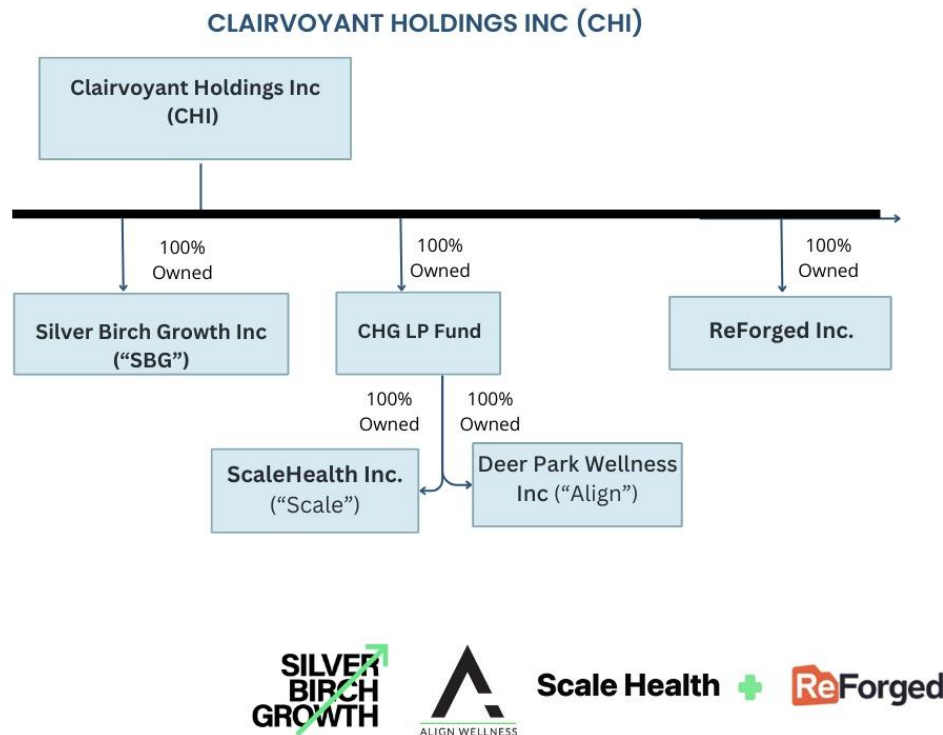
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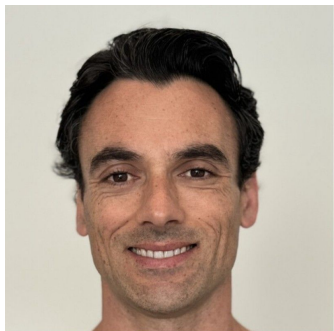
## Founder Led, Founder Owned

CHI provides CHG with an unfair set of advantages:

- Bank leverage for high cash-MROIC (cash-based marginal return on invested capital) activities.
- Silver Birch Growth incubates and builds Scale into success on a performance deal (unprecedented capital efficiency standing this up for \$0).
- 110-person private executive network of active participants making Scale brand development frictionless.
- Randy time: randy can 0-1 a business, be a top seller, recruit leaders and form new channels. A profitability safety net.



# LEADERSHIP



**Randy Gilling**

## Private Investments

>70% personal IRR (\$185K seed capital for deal #1 Apr '17), multi X above traditional PE.

## Public Investments

>2,000%+ 8-year (>42% IRR) vs 12% S&P or 15.8% Nasdaq.

## AlignWellness.ca (bought "Clinio" in 2017, Founded Align Wellness with assets)

- Acquired Align in 2017 (ex name "Clinio") as turnaround via BDC debt. Paid bank back in 11 months. Borrowed small wc loans for infinity IRR on capital while growing income >500%+.
- Align now cash flows **3x+ original acquisition cheque; portfolio > 5.5x original cheque (SBG started with \$0)**. In 2026 cash flow could double from current based on organic growth and without adding capital.
- Equity and debt investors from 2017 acquisition patience pays–full FV planned on debenture and upside on original equity investors planned (original seller turned valued strategic advisor included).

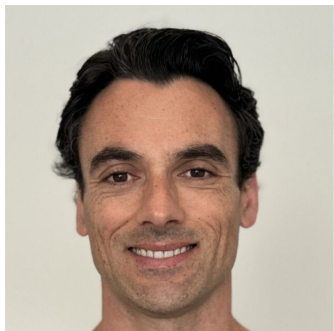
## SilverBirchGrowth.com (Founded in 2023, restarted late 2024 making ATH income and scaling)

- Invite-only B2B tech ecosystem that drives consulting work and sales introductions. Tech companies see 90% lower acquisition costs with our revenue. We get flow, recurring income, upside.
- \$0-\$1MM with \$0 in < 16 months. Found 3 winners, 20+ passes, 3+ fraud avoids.
- Plans to hit **>\$3MM-\$5MM in '26 with > \$1MM income.**
- Built >110-person expert network, groomed star team, created Co-Founder out of star Jon Inada.

## ClairvoyantHoldings.com (Founded in 2025)

- Created new private-to-public revenue accumulation system where owners sell off a small % of lifetime revenue for cash and shares.
- Owns 100% of SBG and Align (branding to ScaleHealth.ca in '26).
- Created for-profit community project ReForged Inc to help ex cons get 6-figure work. Profitable day 1.
- >\$1MM operating income private portfolio of 100%-owned businesses, up to >\$2MM in 2026.
- Planning 1 strategic bolt-on acquisition for Align in 2026. Reviewing alternatives now, LOI by YE.

# LEADERSHIP



**Randy Gilling**

**Target IRR: > 40%**  
**Historical Personal IRR: > 70%**

**0% Fees, no Performance**  
**Upside until > \$20MM NAV**

## Corporate Career and Personal Investing

- Turned around \$200M+ S&P Global businesses (SVP Canada, Central & WC USA) into top-performing global teams.
  - Developed new sales models, hired and trained star leaders and contributors.
  - Built and ran top global performing sales offices and executed turnarounds of underperformers.
  - **Fought hard** for teams: I got a city of Chicago sales tax levy reversed single handedly by paying experts and phoning people at their homes until we got it done. Record growth that year (Central USA).
  - Pre-management: **former #1 global rep** as sr Sales Director (>300 reps) pre leadership beating goal by **2.5x** pre management. Then went on to build the #1 globally-performing sales office for S&P Global.
- Became CEO of Kognitiv four months as Chief Commercial Officer.
  - Acquired and integrated companies, raised \$20MM+.
  - Hired top Sales talent and leadership, Product leaders, developed deep relationships with Product and Tech leaders constituting 70% of our team (Austria).
  - Brought an SMB SaaS from Austria to the NA market and sold to mid market and enterprise-size businesses, working with cross pond Product / Tech leadership amid multiple fund raises and acquisitions to execute on GTM, growing exponentially while cutting operating costs per employee during scale.
  - Working under Chairman/Founder and visionary with 38+ exits personally, Peter Schwartz
  - Exited on excellent terms to build to personal goals. I maintained friendship and excellent business relationship. I attended the AGM 3+ years post CEO role and remained shareholder.

# Company 1 - Align Wellness

## PROBLEM



### ■ Clinics

It is difficult to scale registered therapy: (1) management capacity, (2) hiring and turnover, and (3) cost of ramping and failure risk.

### ■ Practitioners

Therapists like reliable, safe places to work with quality owners who pay them on time and respect compliance and their profession.

### ■ Patients

People leave benefit plans untapped and waste time on more expensive ways to treat pain. Retailers struggle to cross sell and increase wallet share, wish to better engage / activate customers.

# SOLUTION



We scale a full-service physical therapy and chiropractic clinic via our done-for-you model at 40%+ margins to owners and no capital outlay to start.

**Partners are profitable day 1.**

**By month 4-5, locations can see 6-figure incremental income streams.**



Physiotherapy **clinics** we launch provide new, lucrative revenue streams for our location owners.



**Practitioners** stay busy, protect their license, get paid above market, avoid applying to clinics.



**Patients** save time getting multiple services from the same, trusted place they know and already go to.



# MARKET SIZE



\$5B+

Currently spent on  
physiotherapy in Canada  
and growing fast ([IBIS](#))

10K+

Applicable clinic  
locations for us to  
target in Ontario alone  
(*internal source and via  
Google Places*)

22K

Physiotherapy  
practitioners in Canada  
([CIHI](#))



# BUSINESS MODEL

We earn 30% of collections for services we power. Partner clinics keep 70% and net 40%+ after all costs.

## 15,000+

Active Patients

Estimated number of patients on active treatment plans in 2025

## \$15K+

Gross Margin / Location

We are now signing \$100K-\$200K+ / year gross margin accounts (mid market)

## > 15X

Gross Profit LTV (2yr) / Cost to acquire

We earn \$30K+ over 2 years and it costs < \$2,000 to win a new account

# COMPETITIVE ADVANTAGE



**1ST TO MARKET**  
(Company launched 2012)



**MOAT**  
(People have tried to copy and failed)



**LARGE NETWORK**  
(Many physios + many locations)



**FAST CLINIC LAUNCHES**  
(Record: 24 hours from signing!)



**ZERO CAPITAL INVESTMENT**  
(Closest competitors are PT Health and Physiomed - both require major capex)



**OUR CLINICS' MARGINS ARE THE HIGHEST**  
(40%-55% net)

# Scale Health - partners locked, piloting now



*Scale Health is our secret weapon to make Align and CHG fly (exclusive lead gen booking engine).*

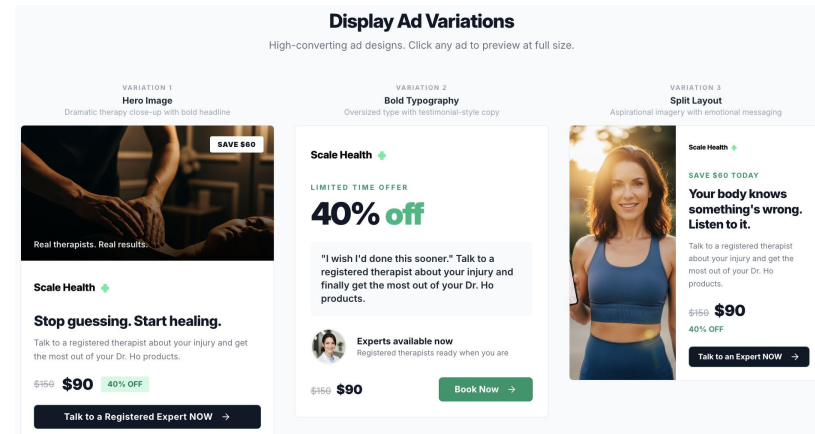
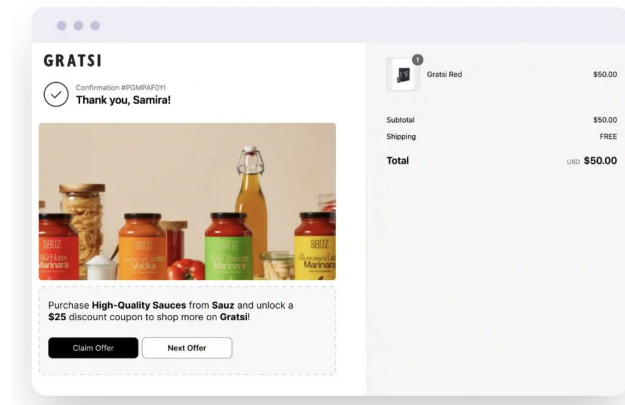
*Stealth Mode - 'how it works' coming soon.*

We have brand partners for demand already (\$200MM+ revenue among brands and headed to >\$1B).

Aiming for >\$1B in aggregate brand partner revenue across 20+ partners to drive Scale Health booking flow.

*This is a 100% digital clinic that sells through to the Align network.*

- ✓ Align gets exclusive lead gen
- ✓ Scale gross profit > 50%
- ✓ Brands make \$40/booking
- ✓ Scale gets exclusive display ad real estate (post purchase high value audience in health)
- ✓ 20+ brands will get private data / insights



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# FINANCIAL FORECAST

(outdated - now we expect > \$4.5MM revenue and closer to \$1MM operating income run rate exiting 2026)

Organic only (no acquisition contribution). All figures shown in MM.

Organic Revenue (Trailing / Run-rate)    Organic Revenue (Projection)    Operating Income (Projection)

## Organic Operating Income Trajectory — Trailing Run-Rate + Forward Projections



Source: Rev and Income - Align and Combined.xlsx

Note: Trailing run-rate reflects Nov-25 run-rate referenced in Dec-2025 update.

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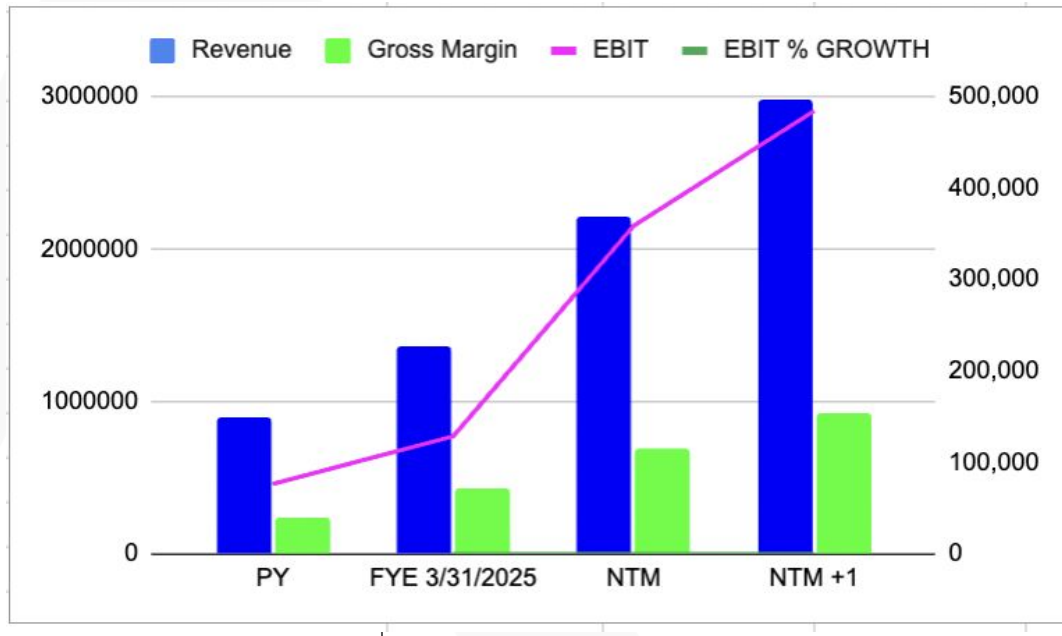
Dec 2025 Look Back (Charts below are from Fall 2024): Forecast has now accelerated **FORWARD** by **1-year**. 2026 revenue should be \$4MM-\$5MM+ with \$650K-\$1MM+ operating income, ahead of what was previously our NTM+1 estimate. Excludes ScaleHealth's contributions ( 5+ later stage partners in pipe 🚀 )



## FINANCIAL FORECAST - BASE CASE

*(old - we pulled this forward ONE year!)*

- Run rate in Nov was > \$2.5MM with > \$500K operating income with 2026 now > \$700K.
- ARR Revenue increase YoY for FY 3/31/2025 is coming in at 45%-50% growth YoY, EBIT > 100%
- 2025 Revenue to grow > 50%, EBIT > 70%
- Strong operating leverage and asset light
- We added lead gen and recently doubled clinics (10 new labels in Oct 24'!). Per-location averages are ramping as new locations ramp (sales tailwind)

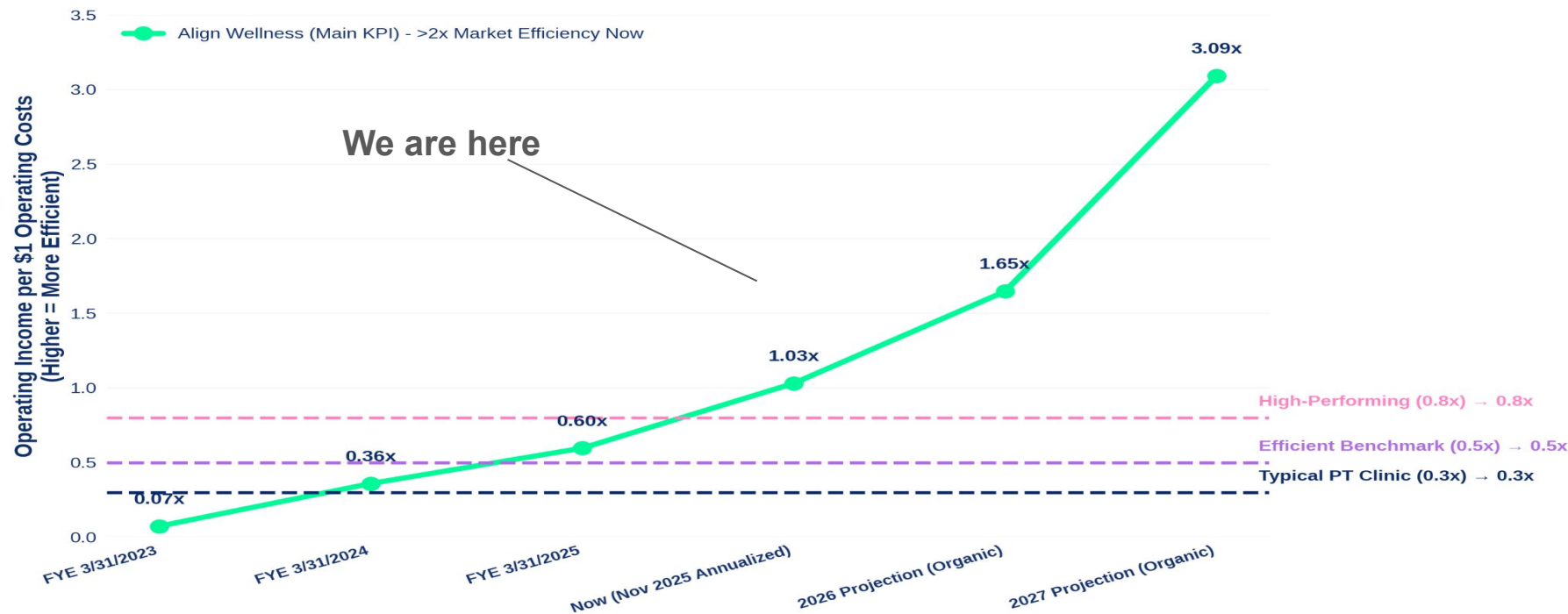


🔥 Feb 10 Update: We **confirmed 3+** brand partners for Scale Health -> millions of customers will see Scale concierge @ check out starting Q2

# Operational Efficiency

We cover fixed costs by 2x and could hit 3x in 2026.

Operating Income per \$1 in Operating Expenses



# CHG LP

## Fund Overview

- **Fund:** CHG LP – 100% owned by CHI (Clairvoyant Holdings Inc.)
- **Portfolio:** 100% DPW Inc. (Align Wellness) + 100% Scale Health Inc.
- **Starting NAV: \$10.0 million** (Feb 1, 2026) – **deemed discount** to fair market value (empirical comps imply \$12–16M)
- **Target Raise:** \$1.5–\$2.5 million (TBA lead investor Spring '26)
- **Fund Structure:** Open-ended perpetual LP (no fixed term)
- **Investment Strategy:** Hold & grow core health & wellness assets; monetize via revenue curation, Scale Health lead-gen synergies, SBG network, and strategic exits/buyouts

## Key Economics

- **Management Fee: None** until NAV reaches \$20 million (pure direct-drive model – GP/CHI compensated solely via NAV growth and carry).
- **Carried Interest:** none until \$20MM NAV, then 20% over 8% return (European waterfall), 2%
- **Distributions:** TBA structure; **plan is 80% of operating income distributed quarterly starting Q4 2026** (remainder reinvested for growth)
- **Secondary Liquidity:** LP interests fully transferable (secondary market or CHI-facilitated buyback at audited NAV)  
– no lock-up



## CHG LP (Cont'd)

Aggressive Quarterly NAV Progression (Base Case – 40% Target IRR, net to investors). Internal #s more aggressive.

Quarter	Align NTM Rev (\$M)	Scale NTM GM (\$K)	Blended NTM EBITDA (\$K)	NAV (\$M)	QoQ Growth	Cumulative IRR from \$10M
Q1 2026	3.14	350	659	10.8	0.08	32%
Q2 2026	3.4	380	720	11.9	0.1	38%
Q3 2026	3.74	420	800	13.2	0.11	41%
Q4 2026	4.12	460	880	14.7	0.11	42%
Q1 2027	4.53	510	970	16.4	0.12	43%
Q2 2027	4.98	560	1,070	18.4	0.12	43%
Q3 2027	5.48	620	1,180	20.6	0.12	43%
Q4 2027	6.03	680	1,300	23.1	0.12	43% (annualized)

# LEADERSHIP



**CHRIS PERCY, Co-Founder**  
**Align Wellness**

"Chris started off doing billing, but now runs every aspect of the business and is my secret weapon at Align and now part owner with profit share. We are grateful for Chris's amazing contributions over the past decade."

-Randy

- Helped rebuild Align Wellness from the ground up (started in billing, now runs company).
- Currently manages every aspect of Align Wellness, partnering with Randy on hyper growth into mid market and AI solutions deals via partner [SilverBirchGrowth.com](https://SilverBirchGrowth.com) 🚀.
- Transformed the company to a subscription model on long-term contracts (3-5 yr), created repeatable lead to launch process for predictable growth.
- Groomed for rapid growth: learned sales under Randy, had 4 years experience in Align under original owner. Earns profit share and equity upside tied to success.
- Led infrastructure improvement effort allowing us to scale.
- Now expanding on initial AI receptionist success as we automate across the network and scale into mid market.
- Chris has joined Clairvoyant Holdings Inc. (CHI) as strategic Health & Wellness B2B advisor as we now grow in the mid market via integrated SBG / Align brand [Scale Health](#) (coming soon).

# LEADERSHIP



**Jon Inada,**  
**Co-Founder, SBG Inc.**

"Jon became co-founder recently, having developed our working sales model and after personally building nearly the entire SBG network of over 110 senior operators. Jon made it fun to be an advisor."

-Randy

- Built and scaled an **operator-led advisor community (100+ execs)** designed for **mutual value** and practical, time-bounded collaboration.
- Codified SBG into a **repeatable multi-flywheel operating model** across brands, technology, and capital, with clear positioning and a consistent process.
- Productized SBG into **decision-grade paid offerings** (Brand Audit System + Brand Growth Review) focused on sequencing, tradeoffs, and what to do next.
- Designed the **Technology Sprint runway** after recognizing SBG was already doing substantial GTM development work for tech partners, and this needed to be **captured as a structured, repeatable offer** rather than informal effort.
- Used the sprint pathway to create a **clean operator-validation and fit filter** that enables advisor engagement with technology partners while protecting the ecosystem by making **pass/go decisions** early when something is not ready or not aligned.

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