



2021 Annual General Meeting

Vigil improves seniors' quality of life through creative technology.

August 2021



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HEALTH SOLUTIONS



Disclaimer

Certain statements contained in this presentation that are not based on historical facts may constitute forward-looking statements or forward-looking information within the meaning of applicable securities laws ("forward-looking statements"). These forward-looking statements are not promises or guarantees of future performance but are only predictions that relate to future events, conditions or circumstances or our future results, performance, achievements or developments and are subject to substantial known and unknown risks, assumptions, uncertainties and other factors that could cause our actual results, performance, achievements or developments in our business or in our industry to differ materially from those expressed, anticipated or implied by such forward-looking statements.

Forward-looking statements include all financial guidance, disclosure regarding possible events, conditions, circumstances or results of operations that are based on assumptions about future economic conditions, courses of action and other future events. We caution you not to place undue reliance upon any such forward-looking statements, which speak only as of the date they are made. These forward-looking statements appear in a number of different places in this presentation and can be identified by words such as "may", "estimates", "projects", "expects", "intends", "believes", "plans", "anticipates", or their negatives or other comparable words. Forward-looking statements include statements regarding the outlook for our future operations, plans and timing for the introduction or enhancement of our services and products, statements concerning strategies or developments, statements about future market conditions, supply conditions, end customer demand conditions, channel inventory and sell through, revenue, gross margin, operating expenses, profits, forecasts of future costs and expenditures, the outcome of legal proceedings, and other expectations, intentions and plans that are not historical fact.

The risk factors and uncertainties that may affect our actual results, performance, achievements or developments are many and include, amongst others, our ability to develop our sales force and generate revenue, the length of the sales cycle, management of the Company's growth, ability to recruit and retain staff, fluctuations in demand for current and future products, our ability to develop, manufacture, supply and market existing and new products that meet the needs of customers, volatility in the exchange rate, ability to secure financing, ability to secure product liability insurance, the continuous commitment of our customers, increased competition, changes in regulation and reliance on third party suppliers. These risk factors and others are discussed in the Risks and Uncertainties section of our "Management Discussion and Analysis" segment of our fiscal 2021 Annual Report. Many of these factors and uncertainties are beyond the control of the Company. Consequently, all forward-looking statements in this news release are qualified by this cautionary statement and there can be no assurance that actual results, performance, achievements or developments anticipated by the Company will be realized.

Forward-looking statements are based on management's current plans, estimates, projections, beliefs and opinions and, except as required by law, the Company does not undertake any obligation to update forward-looking statements should the assumptions related to these plans, estimates, projections, beliefs and opinions change.

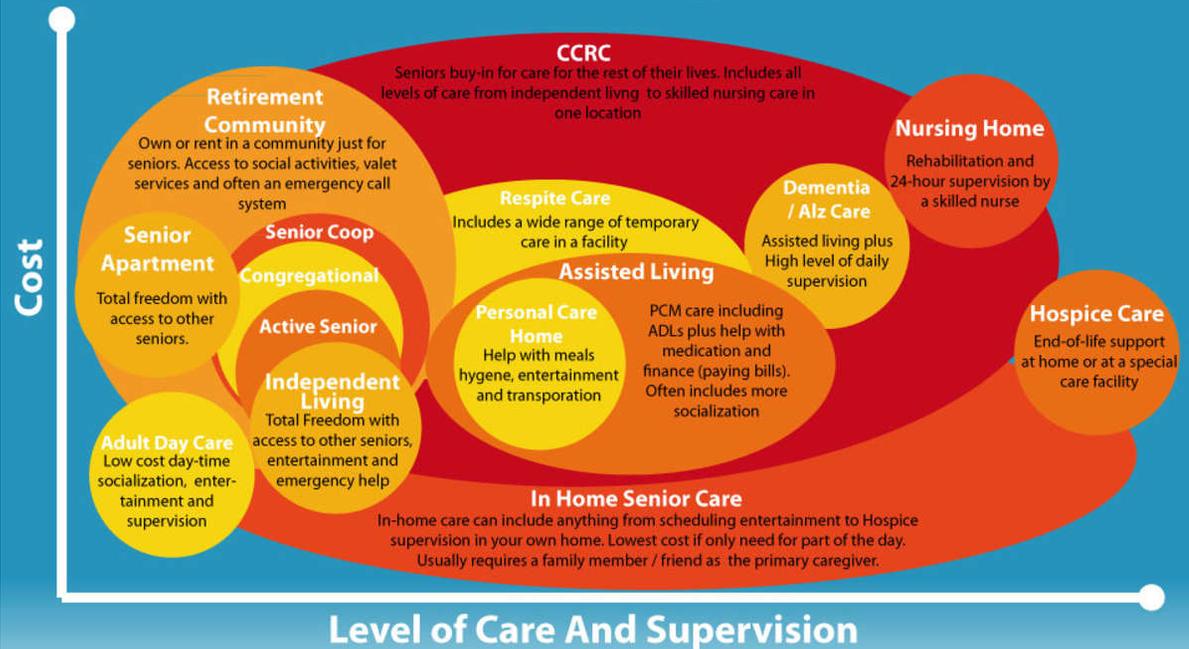


Why Vigil?

- **Industry expert providing complete emergency call and resident monitoring solutions for senior's care**
- **Technology leader with fielded solutions and strong product development pipeline**
- **>650 North American projects with >50,000 installed beds including some of the largest corporate customers in the space**
- **Industry leading customer service which results in consistent repeat business with corporate customers**

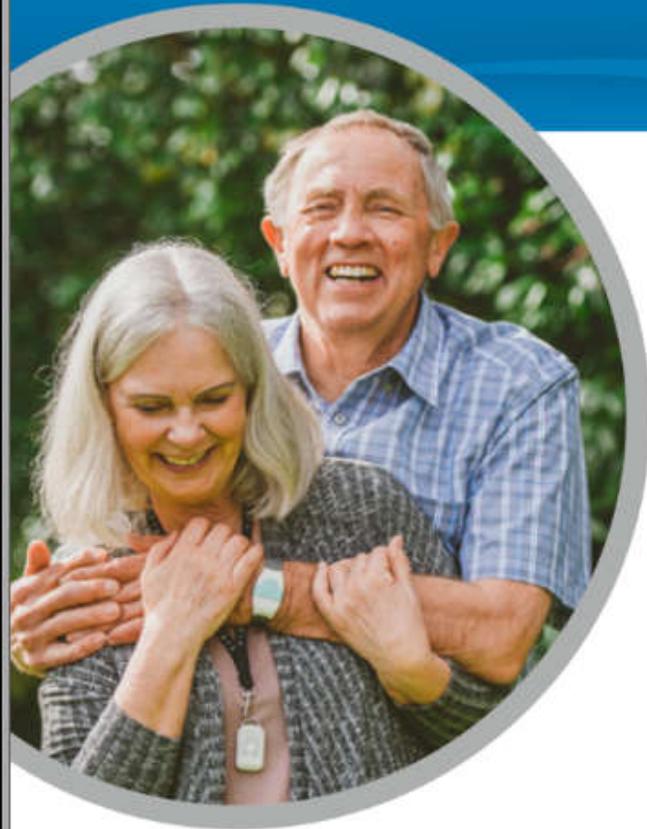


The Senior Living Spectrum



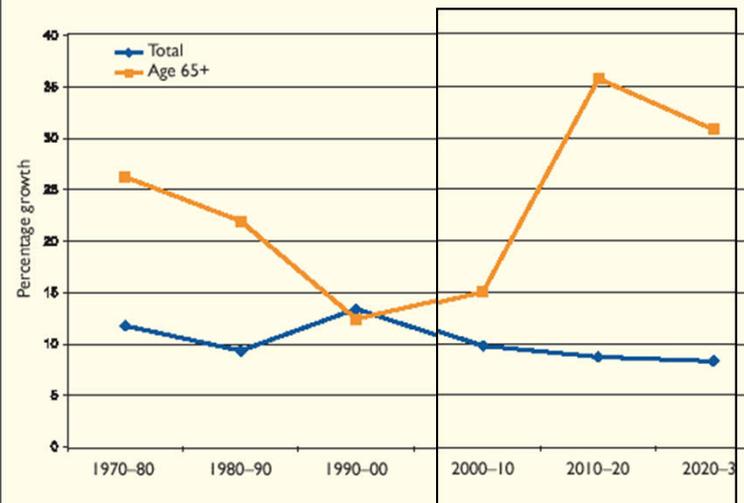
This bubble graph shows how different types of senior care overlap and the relationship between the level of care and the cost.

reate by SeniorLiving.Org



The Age Wave

Figure 1. Growth in U.S. Total and Senior Populations by Decade, 1970–2030



Source: Author's analysis of U.S. decennial censuses and Census Bureau Population Projections



COVID-19 Impact

- **The disease disproportionately affects facilities housing older residents**
- **With nearly 40 million COVID-19 cases in the US and the challenges around the delta variant we expect possible delayed projects and revenue recognition**
- **Serving seniors is an essential service and we have been able to adapt to new operating methods quickly and seamlessly for customers**
- **Vigil's technology, both existing and in development, can be an important tool for senior living communities in this battle**



Near Term Market Dynamics



- In the early months of the pandemic construction and renovation projects halted to prevent the spread of COVID-19. However, activity gradually restarted, and most of these delayed projects have been completed, increasing revenue.
- In the three months ended June 30, 2021 demand for senior housing was up, although occupancy fell due to the number of new facilities opening
- New construction starts also hit record lows



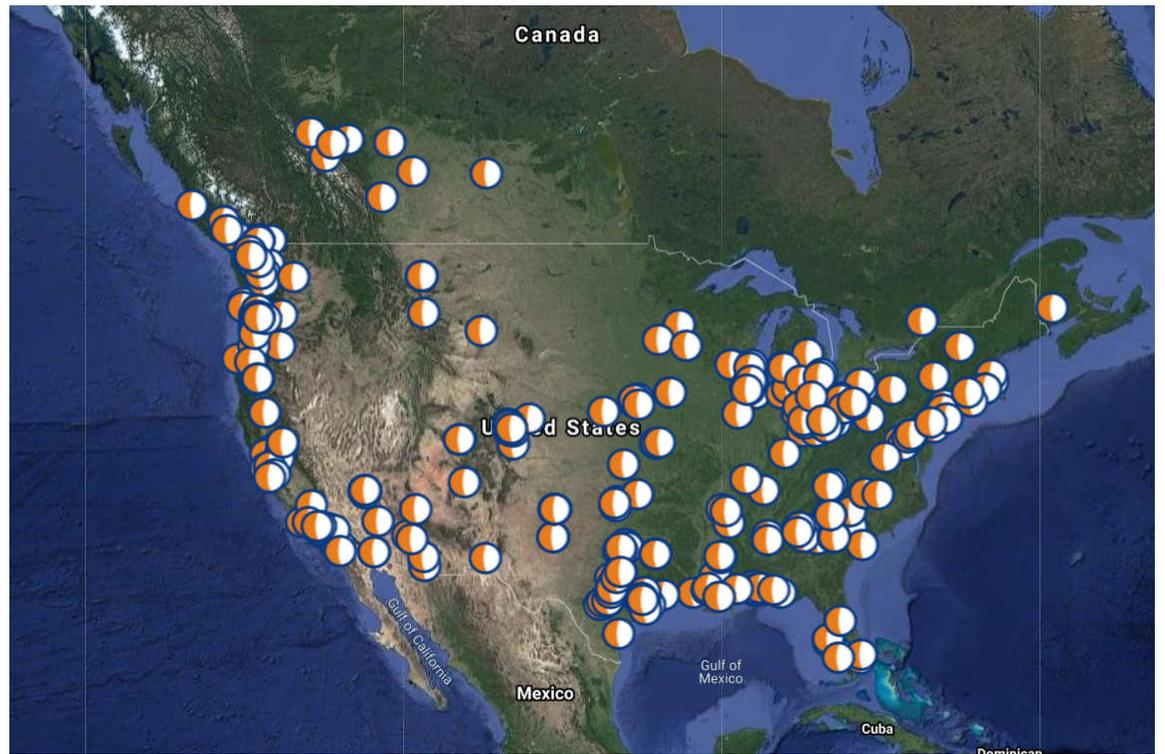
Long Term Market Dynamics



- **ARA National Seniors Housing Group predicts existing supply will need to increase by about 60%**
- **Aging of the baby boom generation could fuel a 75 percent increase in Americans ages 65 and older in nursing homes**
- **Demand may also be fueled by number of Americans with Alzheimer's disease, which could nearly triple by 2050 to 14 million**



Installation Map



Vigil Integrated Care Management System

Enterprise Platform



Wireless
Devices



Hardwired
Devices



Resident
Monitoring



Wander
Prevention



Fall
Monitoring



Perimeter
Monitoring



UL 1069
Nurse Call



Pagers/
Wireless
Phones



Flood
Detection



Temperature
Monitoring



Incontinence
Monitoring



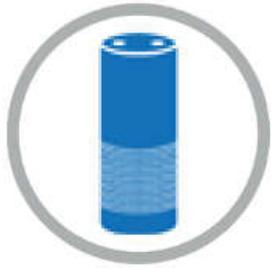
Smoke
Detector
Monitoring



Resident
Check In



Outdoor
Coverage



Vigil
Connect



API for
Integration



Multi-Site
Dashboards



Vigil
Mobile



GPS
Tracking



Vigil Integrated Care Management System
Cloud Platform



FYE2021 Developments

- **Sales bookings of \$5.48 million**
- **Backlog of \$3.27 million**
- **Revenue of \$6.02 million**
- **Earnings before tax of \$791 thousand**
- **Adjusted EBITDA of \$1.01 million**
- **Gross margin of 52%**

FYE2021 Milestones

- Completed version 3.0 of the Vigil Mobile App



- Continued work on next generation real time locating system hardware and software





Q1FY22 Developments

- Sales bookings of \$1.71 million
- Backlog of \$3.12 million
- Revenue of \$1.70 million
- Earnings before tax of \$281 thousand
- Adjusted EBIDTA of \$321 thousand
- Gross margin of 51%
- Cash and investments of \$3.9 million



Closing

- **Broad product suite for the growing Seniors Housing Market**
- **Strong technology platform to support today's needs and future product offerings**
- **Emphasis on building recurring revenue**
- **Great team of professionals successfully delivering a first-class resident monitoring solution and industry leading customer service**



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Thank You