

# INVESTOR FACT SHEET

A healthcare technology company delivering AI-driven solutions that power clinical and financial transformation



## Q3 2025 HIGHLIGHTS

Acquired **Medsphere Systems Corporation**, extending our reach into **Inpatient EHR** and Revenue Cycle Management and expanding our solutions in **the hospital IT market**.

Acquired **HFMA's MAP App** to expand **RCM benchmarking**, strengthening capabilities across the hospital market.

Delivered our **sixth consecutive quarter of positive GAAP net income**, with year-to-date revenue and adjusted EBITDA up year over year.

## FY 2025: Focus on Innovation & Growth

### Financial Strength

9M FY2025 revenue of **\$86.1mm**, up ~4% YoY; adjusted EBITDA of **\$19.9mm**, up ~17% YoY

### Updated Guidance

FY2025 revenue is expected to be ~\$117 - \$119mm; adjusted EBITDA at \$26 - \$28mm; EPS at \$0.10 - \$0.13

### AI Center of Excellence

Now **live and scaling**, with dedicated teams driving product innovation

# Redefining the next generation of technology-enabled **AI-powered** solutions



### TECHNOLOGY-ENABLED RCM

- Revenue Cycle Management
- Medical Coding
- Provider Credentialing
- AI-driven Denial Management
- AI-driven Appeals
- Interoperability



### CLOUD-BASED SOFTWARE

- Electronic Health Records
- Practice Management
- Physician Relationship Management
- Patient Experience Management
- Business Intelligence
- Customized Cloud Applications



### Artificial Intelligence & Digital Health

- AI Scribe
- AI Call Audit & Monitoring
- AI Front Desk Agent
- Chronic Care Management
- Remote Patient Monitoring
- Telemedicine Solutions



### HIT CONSULTING & STAFFING

- Workforce Augmentation
- IT Transformation Consulting
- Strategic Advisory Services
- Hospital RCM Optimization
- Activation as a Service



### ADDITIONAL PROVIDER SERVICES

- Home Healthcare
- Release of Information
- Group Purchasing Organization
- Professional Services
- Print Fulfillment

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## COMPETITIVE ADVANTAGES



**Technology Platform**

Streamlines workflow  
Increases revenue  
Decreases expenses

+



**Global Team**

Unparalleled cost structure  
Globally distributed workforce,  
limitless bandwidth and  
expertise

+



**25 Years of Experience**

Proven leadership team  
Deep healthcare industry  
expertise  
Track record of success

## LEADERSHIP



**Mahmud Haq**  
Founder &  
Executive Chairman

- Former CEO of Compass International Services (Nasdaq: CMPS); completed 14 acquisitions in 18 months, grew revenue to ~\$180M run-rate, and acquired by NCO Group
- Increasing senior positions at American Express



**A. Hadi Chaudhry**  
Co-Chief Executive Officer

- Joined in 2002
- Previously served as Manager of IT, General Manager, Chief Information Officer, and VP of Global Operations
- Extensive healthcare IT experience, including various roles in the banking and IT sector



**Stephen Snyder**  
Co-Chief Executive Officer

- Joined CareCloud in 2005 as General Counsel; held key roles including COO, Chief Strategy Officer, and President
- Deep expertise in healthcare IT, mergers & acquisitions, and regulatory strategy
- Instrumental in advancing transformative healthcare technology and driving company growth



**Norman Roth**  
CFO and Corporate Controller

- Brings 40+ years of financial leadership, specializing in corporate finance, reporting, and compliance
- Joined CareCloud in 2014; leads initiatives to enhance financial performance and accountability



**Crystal Williams**  
President

- Brings 20+ years of leadership in revenue cycle management (RCM) and global healthcare operations
- Oversees client success, credentialing, and coding with a focus on operational excellence

## BOARD OF DIRECTORS

**Mahmud Haq**  
Executive Chairman of the Board of Directors

**Anne Busquet**  
Board member, Pitney Bowes, Intercontinental Hotels  
Former President, American Express Interactive Services

**A. Hadi Chaudhry**  
B.S., Mathematics & Statistics;  
Numerous IT Certifications

**John Daly**  
Former EVP and Director of E.F. Hutton & Company


**Bill Korn**  
Former Chief Financial Officer, CareCloud  
Board member, Jerash Holdings (US), Inc.  
Former IBM executive

**Cameron Munter**  
Distinguished Sr. Fellow, Atlantic Council  
Former U.S. Ambassador to Pakistan

**Lawrence Sharnak**  
Former EVP American Express Company  
Board of Advisors, Cinch Home Services  
Former Board member Teach for America New Jersey, A+ for Kids

This Fact Sheet does not constitute a solicitation of the purchase or sales of securities. It contains forward-looking statements within the meaning of the federal securities laws. These statements relate to anticipated future events, future results of operations or future financial performance. Our operations involve risks and uncertainties, many of which are outside our control, and any one of which, or a combination of which, could materially affect our results of operations and whether the forward-looking statements ultimately prove to be correct. Although we believe that the expectations reflected in the forward-looking statements contained in this Fact Sheet are reasonable, we cannot guarantee future results, levels of activity, performance, or achievements. The statements in this Fact Sheet are made as of the date of this Fact Sheet, and the Company does not assume any obligations to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made.

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