



2019 Annual General Meeting

Vigil improves seniors' quality of life through creative technology.



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.

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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 2019 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.

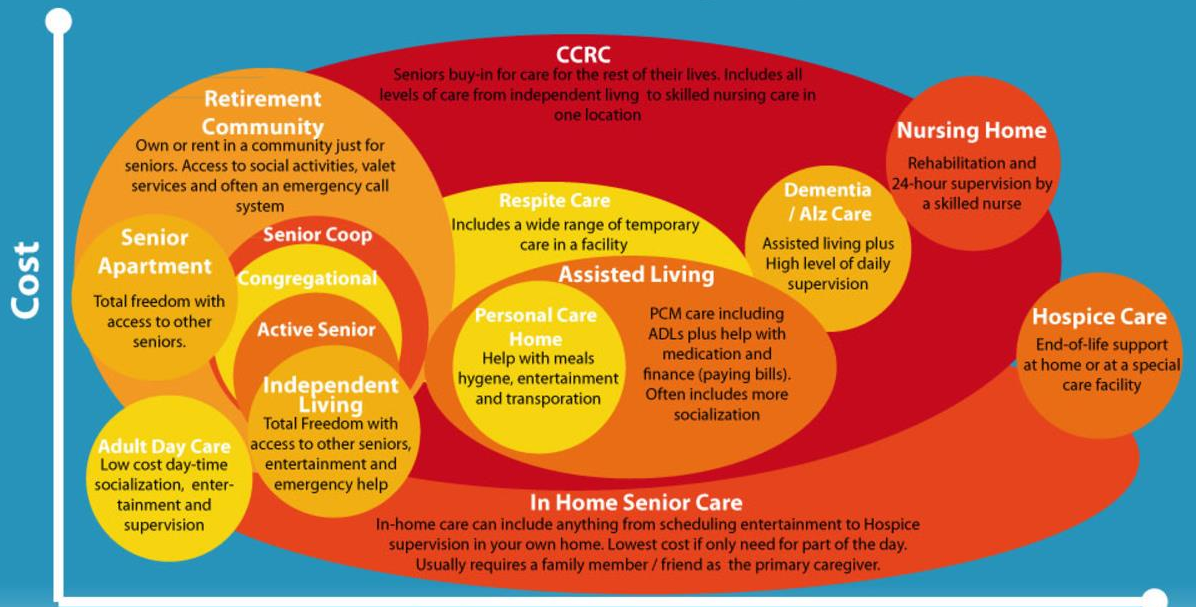


Why Vigil?

- **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

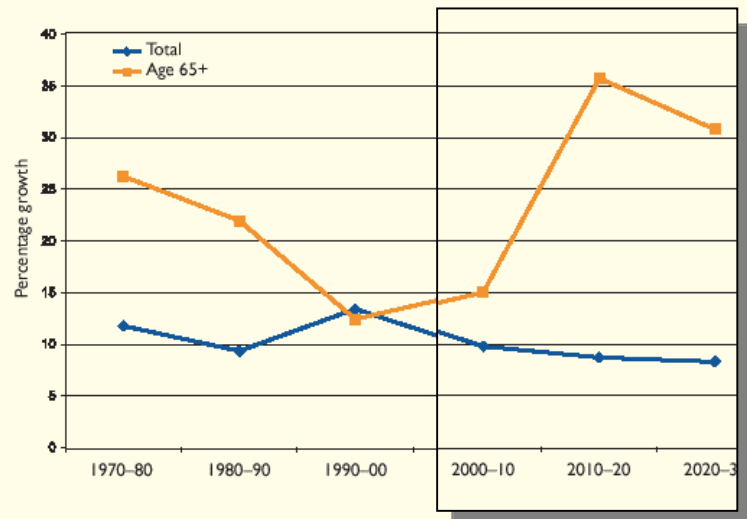


This bubble graph shows how different types of senior care overlap and the relationship between the level of care and the cost.



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



Near Term Market Dynamics

- **The National Investment Center for Seniors Housing & Care (NIC) reports US senior housing occupancy trends softening**
- **Within the trend there is a large spread in occupancy levels across major US markets depending on local zoning, regulations and demographics.**
- **New construction starts also hit their lowest levels since 2014 suggesting a possible slowdown.**

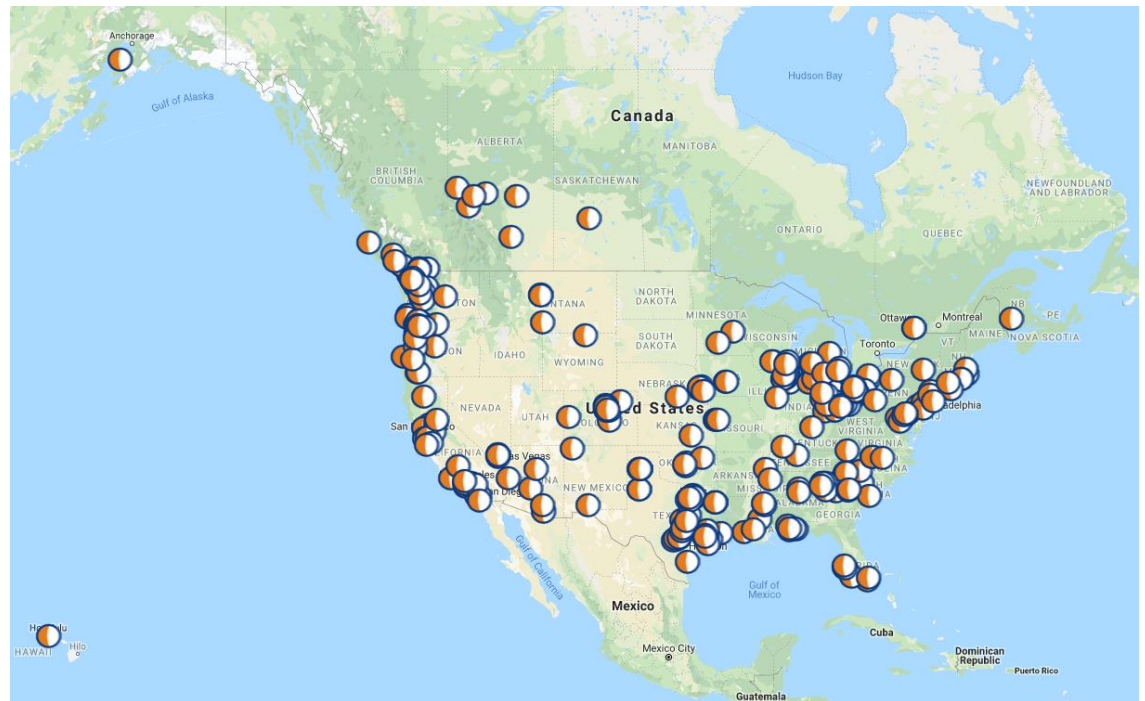


Long Term Market Dynamics

- **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, to about 2.3 million in 2030 from 1.3 million in 2010**
- **Demand for elder care will also be fueled number of Americans living 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



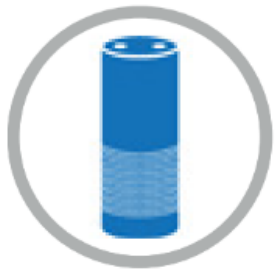
Smoke
Detector
Monitoring



Resident
Check In



Outdoor
Coverage



Vigil
Connect



API for
Integration



Multi-Site
Dashboards



Vigil
Mobile



GPS
Tracking



Vigil Integrated Care Management System
Cloud Platform



FYE2019 Highlights

- **Revenue of \$6.19 million**
- **Earnings before tax were \$437 thousand (7th consecutive year of profitability)**
- **Adjusted EBIDTA of \$583 thousand**
- **Gross margin of 53%**



FYE2019 Milestones

- **Vitality Mini Pendants improvements for ease of use and reduced waste**



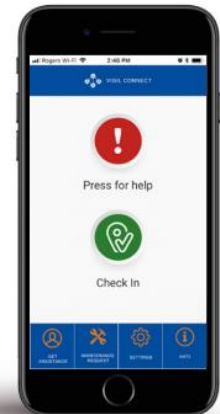
- **Next generation Vitality Wireless Emergency Call Receivers with improved performance, smaller size and lower total cost of ownership**





FYE2019 Milestones

- **Development of the Vigil Connect App allowing residents to call for help or submit other requests using mobile devices**
- **Added two-way voice communication to the Vigil Mobile application for staff**





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**



V i g i l[®]

HEALTH SOLUTIONS



Thank You