



# INVESTOR PRESENTATION

October 2023

# FORWARD LOOKING STATEMENTS

Certain statements in this corporate presentation constitute forward-looking statements, within the meaning of applicable securities laws. All statements that are not historical facts, including without limitation, statements regarding future estimates, plans, programs, forecasts, projections, objectives, assumptions, expectations or beliefs of future performance, are “forward-looking statements”. We caution you that such “forward-looking statements” involve known and unknown risks and uncertainties that could cause actual and future events to differ materially from those anticipated in such statements. Forward-looking statements include, but are not limited to, statements with respect to commercial operations, including sales, anticipated revenues, projected size of market and other information that is based on forecasts of future results, estimates of amounts not yet determinable and assumptions of management. Reliq Health Technologies Inc. (the “Company”) does not intend, and does not assume any obligation, to update these forward-looking statements except as required by law. These forward-looking statements involve risks and uncertainties relating to, among other things, results of technology development and sale activities, uninsured risks, regulatory changes, actual operating and financial performance of facilities, equipment and processes relative to specifications and expectations. Actual results may differ materially from those expressed or implied by such forward-looking statements.

# RELIQ HEALTH TECHNOLOGIES

Reliq is a rapidly growing, profitable telemedicine company that develops innovative Virtual Care SaaS solutions for the multibillion-dollar healthcare market

- Reliq's iUGO Care platform benefits **everyone** in the healthcare system: patients, clinicians and payors
- Comprehensive turnkey solutions allow clinicians to **seamlessly roll out** new billable virtual care services
- **Recurring revenue** from subscriptions, **organic growth**
- Strong margins: **>70% GM** and **>40% EM** expected in 2024
- Achieved **profitability** in Q1 2023
- The Company is in a period of rapid growth that is expected to result in **record revenues** in 2024 and beyond



# RECENT MILESTONES

Signed contracts with:

- ✔ A physician network with **over 300 locations** across the United States. The network includes over 750 physicians and is expected to add over **100,000 new patients** to the platform by the end of 2025.
- ✔ A leading US healthcare company with 75 locations in 8 States. The client has been recognized by both Newsweek and US News & World Report for having some of the top US long-term care and skilled nursing facilities.
- ✔ A large US healthcare system that operates **over 1,200 care centers across seven States**, including Skilled Nursing Facilities (SNFs), hospitals, home health agencies, hospice agencies and primary care clinics. The healthcare system has more than **10 million patient encounters a year** across their network.



# RECENT MILESTONES

Signed contracts with:

- ✔ A large US health plan that operates Accountable Care Organizations (ACOs) in five States with more than 3,000 doctors and **over 1,000,000 patients**. The client is a subsidiary of one of the **nation's largest providers of hospital and healthcare services** and a Fortune 500 Company.
- ✔ A large inpatient healthcare organization in Florida to deploy the iUGO Care platform in over **180 Skilled Nursing Facilities** and **Acute and Long-Term Care Hospitals**.
- ✔ Reliq's first client in **Mexico**, a healthcare organization in San Luis Potosi that works directly with Universidad Autonoma de San Luis Potosi Medical School, one of the top Medical Schools in Mexico.



# METRICS & MULTIPLES

As of September 27, 2023

STOCK LISTING	TSX-V: RHT OTC: RQHTF WKN: A2AJTB
52 Week High-Low	\$0.76 – \$0.365 CAD
Market Capitalization	\$93 Million CAD
Current Revenue Multiple <sup>1</sup>	~2X Projected Revenue for CY 2023
Recent Share Price	\$0.46 CAD
Shares Outstanding (b/fd)	202 Million/215 Million
Warrants (avg. price/expiration)	54,095 @ \$0.10 (June 2024)
Options (avg. price/expiration)	12.1 Million @ \$0.57 (December 2024 - June 2028)
Insider Ownership	Management & Directors own 3,495,443 shares in the Company

1 Typical multiples in the space are 5-30X Forecasted Revenues, with profitable, high growth companies typically well over 25X

- Livongo was acquired by Teladoc for **over 40X** revenues, while operating at a loss / negative EBITDA

# LEADERSHIP TEAM

## **LISA CROSSLEY, PhD, P.ENG.** **CEO, Director**

- An experienced healthcare IT executive, previously CEO of VitalHub, Quantum Dental and Natrix Separations
- Raised >\$60M in venture capital & angel financing in the US and Canada

## **MICHAEL FRANKEL, CFA** **CFO**

- Senior finance exec with a track record of working with global tech companies from start ups to the Fortune 100
- Prior experience as an investment banker in NYC with clients including Google, Samsung and Microsoft

## **DAVE McKAY, BSc** **CTO**

- Recognized expert in healthcare technology, cybersecurity, privacy, and product innovation with over 30 years experience in software development
- Holds a BSc in Computer Mathematics from Carleton University

## **LUCAS SMITHEN** **Chief Product Officer**

- Product expert with over 18 years experience in product design and development, new product launch, software development & implementation
- Extensive experience in healthcare

## **JOYCE JOHNSON, MD** **Chief Medical Officer**

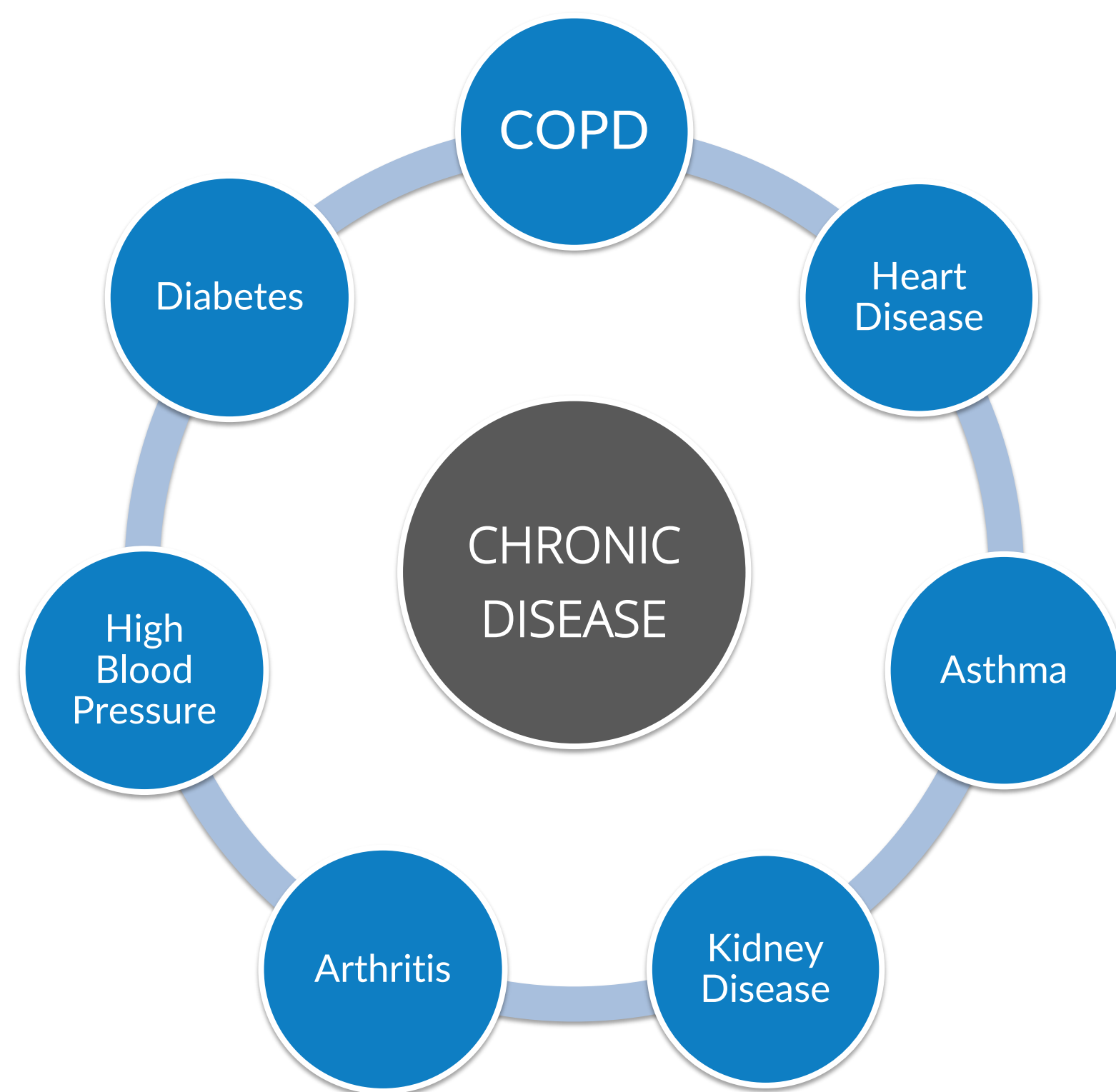
- Practicing family and general internal medicine physician in Illinois
- Skilled medical professional with extensive experience working with chronic disease patients in rural communities

## **CHRIS RYAN** **Chief Strategy Officer**

- Serial entrepreneur with over 25 years of experience in building and running technology companies
- Significant expertise in developing strategic and operating plans for high growth companies

# THE PROBLEM

Chronic disease accounts for 80% of all healthcare spending



**>57 MILLION** MEDICARE/MEDICAID PATIENTS  
HAVE ELIGIBLE CHRONIC CONDITIONS

01

## US HEALTHCARE COSTS = \$4.4 TRILLION IN 2022

- Chronic conditions account for **>80%** of all US healthcare costs, corresponding to **\$3.5 Trillion/year** or **17% of US GDP**

02

## POOR HEALTH OUTCOMES

- Patients must manage chronic conditions on their own at home, leading to complications, ER visits and readmissions
- **<50%** of chronic disease patients take their meds as prescribed

03

## CMS HAS MOVED TO VALUE-BASED PAYMENTS

- Instead of paying care providers on a fee for service basis, CMS has moved to an outcome-driven model





# iUGO CARE

by Reliq Health Technologies

iUGO Care's modular software solutions and Care Management services allow clinicians to easily provide a wide range of virtual healthcare services to their at-risk patients



Remote Patient  
Monitoring



Principal Care  
Management



Telemedicine



Wound  
Care



Chronic Care  
Management



Behavioral  
Health Integration



Transitional Care  
Management

# USE CASE: CHF

A patient with Congestive Heart Failure (CHF) has an episode of heart failure, causing an increased fluid load and a sudden weight gain of 2+ pounds in 24 hours

## Without iUGO Care

- The patient forgets to weigh herself, forgets her previous weight or doesn't remember that she is supposed to call her doctor when her weight suddenly increases
- Fluid continues to build up, causing lasting damage to her heart and possibly other organs
- After several more days, she notices chest pain or difficulty breathing and goes to the ER
- The patient is admitted to the ICU for a week or more at a cost of \$100,000+



# USE CASE: CHF



A patient with Congestive Heart Failure (CHF) has an episode of heart failure, causing an increased fluid load and a sudden weight gain of 2+ pounds in 24 hours

## With iUGO Care

- The patient's care team immediately receives an automated alert notifying them of the weight change
- The physician calls in a change in diuretic medication
- The patient stays healthy and at home



Simple interventions in the home can have a dramatic impact on health outcomes, quality of life and costs to the healthcare system

# BENEFITS OF iUGO CARE

## For patients:

- Improves health outcomes
- Reduces hospitalizations by >80%
- Enhances quality of life

## For providers:

- Creates new revenue streams
- Avoids financial penalties

The average practice can generate new revenue of **>\$400 USD per patient per month** from CMS payments by implementing iUGO Care.

Clinicians pay only **\$40-\$100 USD per patient per month** for iUGO Care.



# REVENUE GROWTH

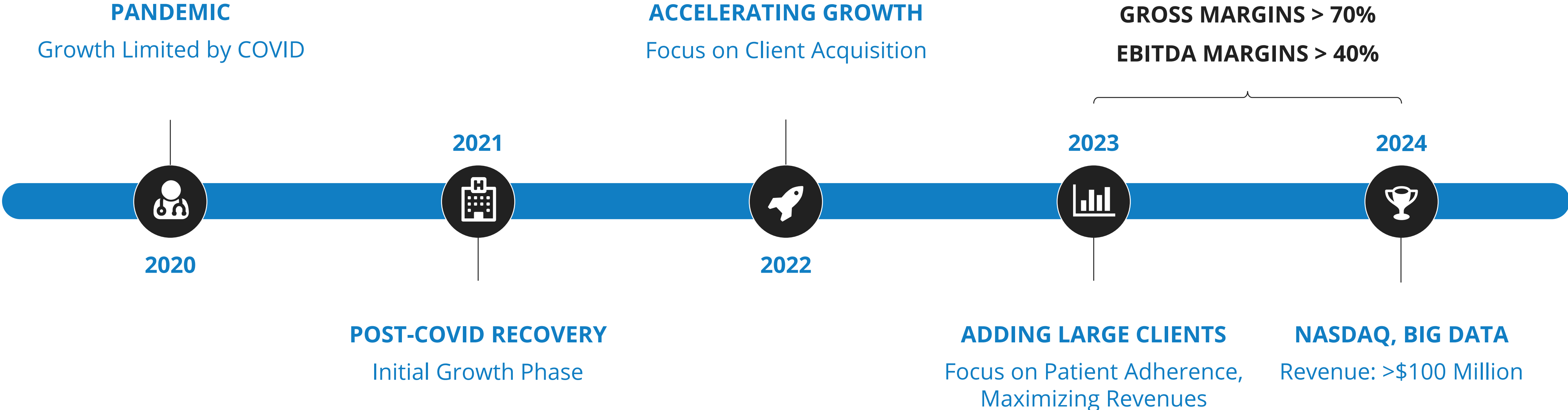
- Reliq's revenues **more than doubled** YoY from FY2022 to FY2023 and are expected to more than double again in FY 2024.
- Software & services revenues increased by >2.5X YoY from FY2022 to FY2023 and are expected to **more than triple** from FY2023 to FY2024.
- Due to its **rapidly accelerating traction** with large US healthcare clients, Reliq is aggressively expanding its Care Management and Training teams to support deployments currently launching or expanding in **17 States** across the US, and in Mexico.
- This is a period of rapid growth for the Company that is expected to result in **record revenues** in 2024 and beyond.

The US Market for Virtual Care is over \$100 Billion\*

\*(Deloitte)

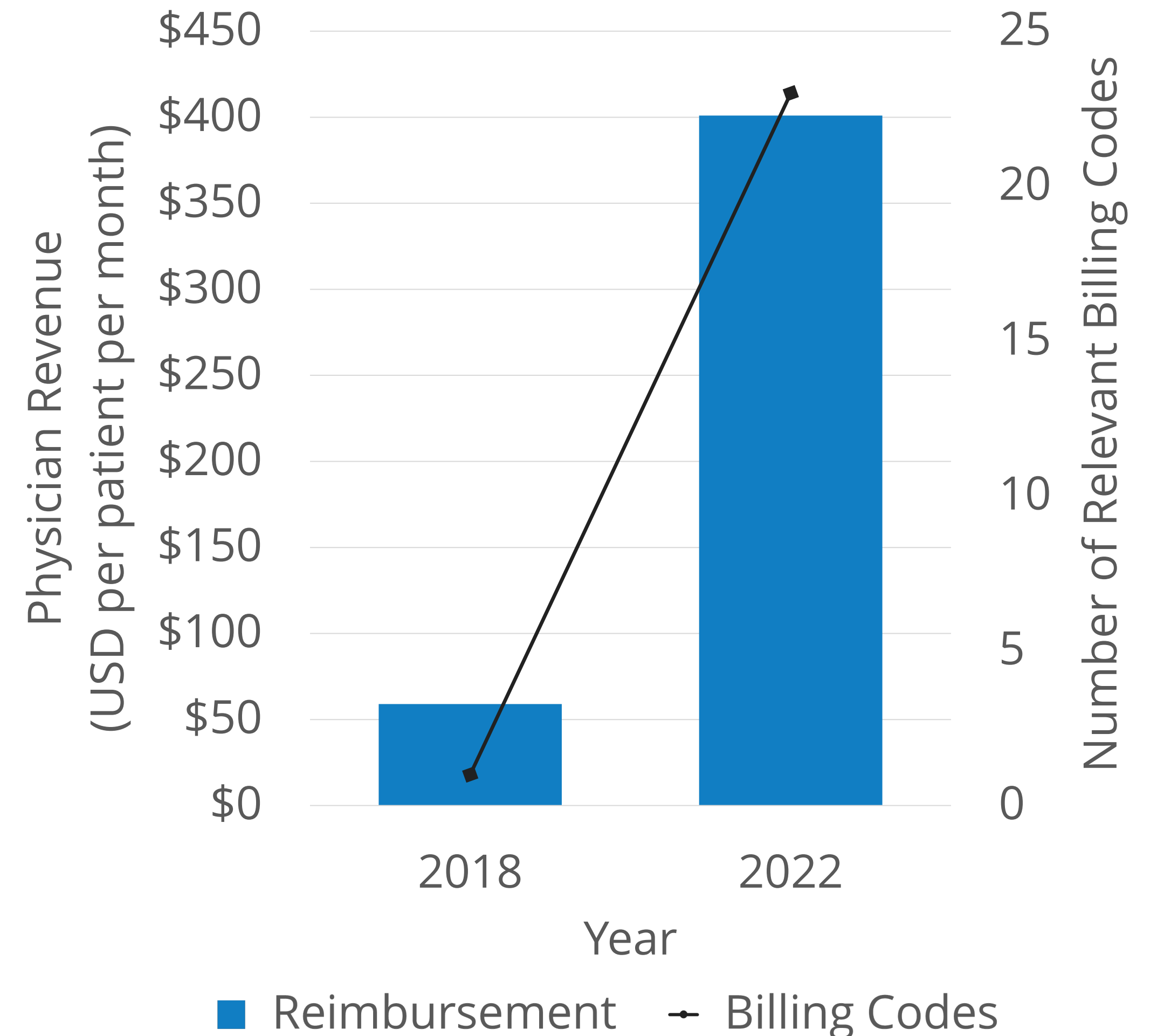


# GROWTH FORECAST



# TRENDS AND TAILWINDS


- As the population ages and grows, the number of chronic disease patients is **steadily increasing**
- CMS has introduced **financial penalties** for clinicians whose chronic disease patients are hospitalized with preventable complications
- Since 2018, CMS has **increased reimbursement** amounts for virtual care **by over 600%** and added over 20 new billing codes relevant to Reliq
- The implementation of virtual care programs for chronic disease patients is projected to **save CMS tens of billions of dollars** per year



# THANK YOU



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