



INVESTOR
PRESENTATION
投资者报告

November 4, 2021

2021年11月4日

FORWARD LOOKING STATEMENTS

前瞻性陈述

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是一家快速成长、盈利的远程医疗公司，为数十亿美元的医疗市场开发创新的线上护理SaaS解决方案。

- Reliq's iUGO Care platform benefits **everyone** in the healthcare system: patients, clinicians and payors / Reliq的iUGO Care平台使医疗系统中的**每个人都受益**：病人、临床医生和支付者。
- Comprehensive turnkey solutions allow clinicians to **seamlessly roll out** new billable virtual care services / 全面的交钥匙解决方案使临床医生能够**无缝地推出**新的可收费的线上护理服务。
- **Recurring revenue** from subscriptions / 来自订阅的**经常性收入**
- Rapid **organic growth** fueled by industry trends / 行业趋势推动下的**快速有机增长**
- Strong margins: **75% GM** and **45% EM** by end 2021 / 强劲的利润率：到2021年底，**毛利润率为75%**，**EBITDA利润率为45%**。
- Expect to **at least double revenues** year over year every year for the next 3+ years / 预计在未来三年多的时间里，每年的**收入至少提高一倍**



RECENT MILESTONES / 最近里程碑

-  Achieved a revenue run rate that equates to **profitability** at the end of June 2021 / 在2021年6月底实现了相当于**盈利**的营收运转率
-  **Expanded** across the continental US and into Puerto Rico and the US Virgin Islands in Q1-Q3 2021 / 2021年第一季度至第三季度**扩张**到整个美国大陆并进入波多黎各和美属维尔京群岛。
-  Signed contracts with clients that provide a pipeline of **over 200,000 patients** who are expected to be onboarded by mid-2023, at an average revenue of \$40 USD per patient per month / 与客户签订合同，客户提供**超过20万名患者**的渠道，预计到2023年中期加入，每个患者每月将带来平均40美元收入。
-  The Company does not need to raise capital to achieve future milestones, including a **projected revenue run rate of \$2 Million per month by the end of 2021** and a NASDAQ listing in 2022 / 公司不需要筹集资金来实现未来的里程碑，包括到**2021年底预计每月200万美元的营收运转率**和2022年在纳斯达克上市。



METRICS & MULTIPLES / 当前数据和估值倍数

As of September 29, 2021 / 截止2021年9月29日

STOCK LISTING / 股票上市	TSX-V: RHT OTC: RQHTF WKN: A2AJTB
52 Week High-Low / 52周高点-低点	\$1.25 – \$0.20 CAD / 1.25 – 0.20 加元
Market Capitalization / 市值	\$156 Million CAD / 1.56 亿加元
Revenue Multiple / 营收倍数 ¹	6X Forecasted Revenue Run Rate at End of CY 2021 / 到2021日历年预计营收运转率为6倍
Recent Share Price / 最近股价	\$0.91 CAD / 0.91加元
Shares Outstanding / 流通股 (b/fd)	168 Million/190 Million / 1.68亿/1.9亿
Warrants (avg. price/expiration) / 认股权证 (均价/到期日)	6.7 Million @ \$0.30 (November 2022) / 670万@ \$0.30 (2022年11月) 1.2 Million @ \$0.165 (March 2022 - June 2024) / 120万@ \$0.165 (2022年3月-2024年6月)
Options (avg. price/expiration) / 期权 (均价/到期日)	13.8 Million @ \$0.46 (September 2022 - July 2026) / 1380万@ \$0.46 (2022年9月-2026年7月)
% Ownership (fully diluted) / 持股比例 (完全摊薄)	Management & Other Insiders: ~8% / 管理层和其他内部人士: 约8%

¹ Typical multiples in the space are 5-30X Forecasted Revenues, with profitable, high growth companies typically well over 25X / 该领域的通常倍数是预测收入的5-30倍，盈利的、高增长的公司通常远远超过25倍。

- Livongo was acquired by Teladoc for **over 40X** revenues, while operating at a loss / negative EBITDA / Livongo被Teladoc以**超过40倍**的营收收购，当时公司还是亏损的/EBITDA为负值。

LEADERSHIP TEAM / 领导团队

LISA CROSSLEY, PhD, P.ENG. / 博士、专业工程师 CEO, Director / 首席执行官、董事

- An experienced healthcare IT executive, previously CEO of VitalHub, Quantum Dental and Natrix Separations / 经验丰富的医疗IT高管，曾任VitalHub、Quantum Dental和Natrix Separations的首席执行官
- Raised >\$60M in venture capital & angel financing in the US and Canada / 在美国和加拿大通过风险资本和天使资本融资超过\$6000万。

MATHEW LEE, CPA, CA / 注册会计师 CFO / 首席财务官

- Financial professional with extensive experience in the capital markets / 在资本市场有丰富经验的金融专业人士
- Registered CA in Canada, CPA in Illinois / 加拿大注册会计师资格，伊利诺伊州注册会计师资格
- Expertise in financial reporting, corporate structuring and tax management / 擅长财务报告、公司结构和税务管理方面

DAVE McKAY, BSc / 理学学士 CTO / 首席技术官

- Recognized expert in healthcare technology, cybersecurity, privacy, and product innovation with over 30 years experience in software development / 公认的医疗技术、网络安全、隐私和产品创新方面的专家，拥有超过30年的软件开发经验
- Holds a BSc in Computer Mathematics from Carleton University / 拥有卡尔顿大学的计算机数学学士学位

LUCAS SMITHEN Chief Product Officer / 产品总监

- Product expert with over 18 years experience in product design and development, new product launch, software development & implementation / 在产品设计和开发、新产品发布、软件开发和实施方面拥有超过18年经验的产品专家
- Extensive experience in healthcare / 在医疗保健方面有丰富的经验

JOYCE JOHNSON, MD / 医学博士 Chief Medical Officer / 首席医学官

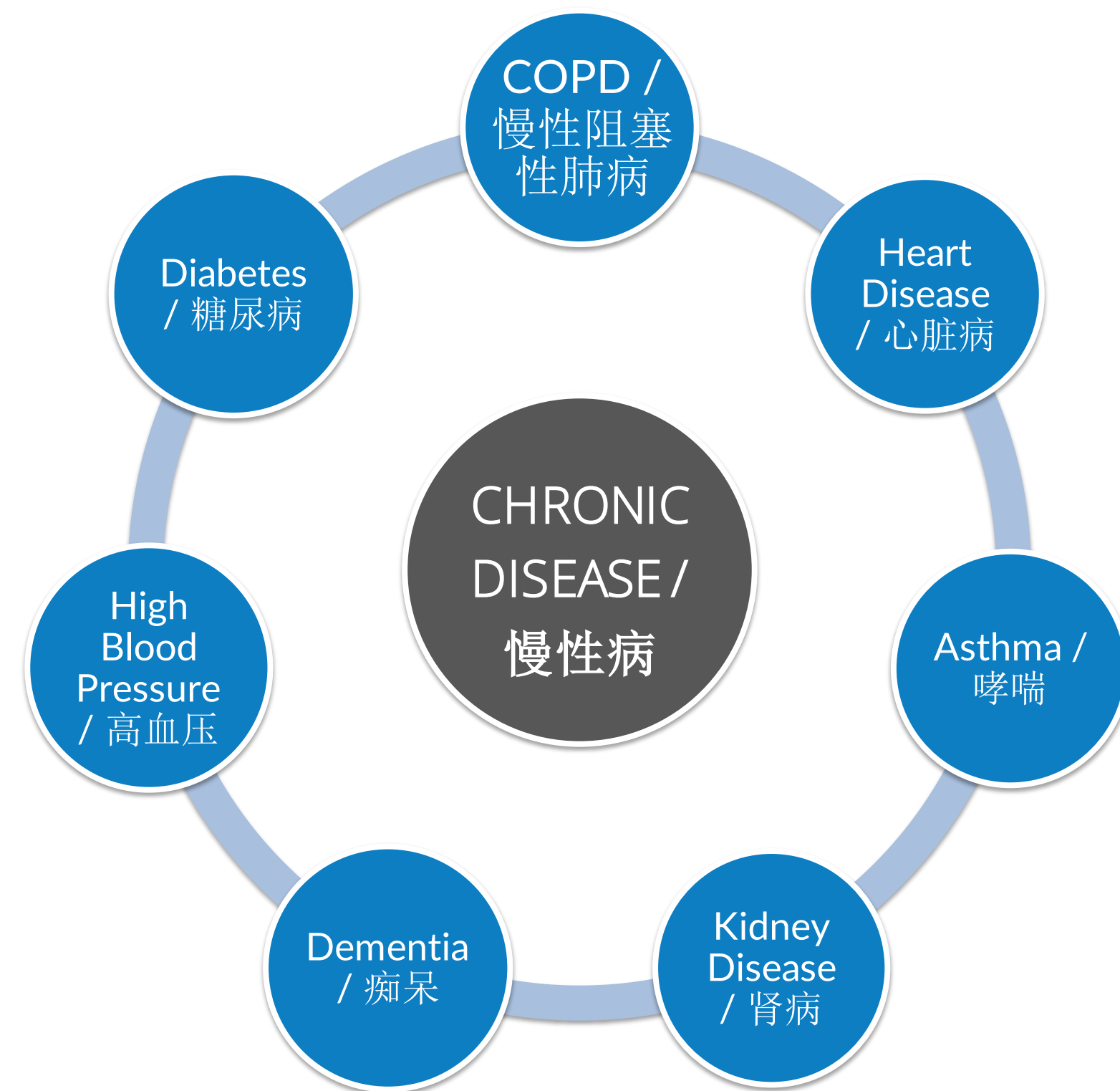
- Practicing family and general internal medicine physician in Dixon, IL / 伊利诺斯州Dixon的全科和普通内科医生
- Skilled medical professional with extensive experience working with chronic disease patients in rural communities / 熟练的医疗专业人员，在服务乡村社区的慢性病患者方面有丰富的工作经验

CHRIS RYAN Chief Strategy Officer / 首席战略官

- Serial entrepreneur with over 25 years of experience in building and running technology companies / 在建立和经营技术公司方面拥有超过25年经验的连续创业者
- Significant expertise in developing strategic and operating plans for high growth companies / 在为高增长公司制定战略和运营计划方面有丰富的专业知识

THE PROBLEM / 存在的问题

Chronic disease accounts for 80% of all healthcare spending / 慢性病占有所有医疗支出的80%。



37 MILLION MEDICARE/MEDICAID PATIENTS
HAVE 2 OR MORE CHRONIC CONDITIONS /
3700万 医保/医疗补助患者有2种或更多的慢性疾
病

01

US HEALTHCARE COSTS = \$4.1 TRILLION IN 2020 / 美国医疗成本 = 2020年\$4.1万亿

- Chronic conditions account for **>80%** of all US healthcare costs, corresponding to **\$3.2 Trillion/year** or **18% of US GDP** / 慢性病占美国所有医疗费用的**80%**以上，相当于**3.2万亿美元/年**或美国**GDP的18%**。

02

POOR HEALTH OUTCOMES / 健康状况不佳

- Patients must manage chronic conditions on their own at home, leading to complications, ER visits and readmissions / 病人必须在家里自己管理慢性病，会导致并发症、急诊室就诊和再住院。
- <50% of chronic disease patients take their meds as prescribed / 按规定服药的慢性病患者在50%以下

03

CMS HAS MOVED TO VALUE-BASED PAYMENTS / CMS 已转向基于价值的支付

- Instead of paying care providers on a fee for service basis, CMS has moved to an outcome-driven model / CMS不再以服务收费的方式向护理提供者支付费用，而是转而采用结果驱动的模式。



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 / iUGO Care的模块化软件解决方案和护理管理服务使临床医生能够轻松地为他们的高危病人提供广泛的线上医疗保健服务。



Remote Patient
Monitoring / 远
程病人监测



Principal Care
Management /
主要护理管理



Telemedicine /
远程医疗



Wound
Care / 伤口
护理



Chronic Care
Management /
慢性病护理管理



Behavioral
Health Integration
/ 行为健康整合



Transitional Care
Management / 过
渡性护理管理

USE CASE: COPD / 使用案例：慢性阻塞性肺病

A patient with Chronic Obstructive Pulmonary Disease (COPD) living in her own home experiences a gradual decrease in lung function / 一个住在自己家里的慢性阻塞性肺病（COPD）患者经历了肺功能的逐渐下降

Without iUGO Care / 没有iUGO Care的情况下

- The patient forgets to use her spirometer, forgets to record the daily results or forgets what to do about the declining readings / 病人忘了使用她的肺活量计，忘了记录每天的结果，或忘了如何处理不断下降的读数。
- Her lung function continues to deteriorate, leading to shallower breathing and hypoxia that can permanently damage the brain, heart, liver and kidneys / 她的肺功能继续恶化，导致呼吸变浅和缺氧，可能永久损害大脑、心脏、肝脏和肾脏。
- After several more days, she can't catch her breath and has developed a wet cough, so she goes to the ER / 又过了几天，她无法呼吸，并出现了湿咳，于是她去了急诊室。
- The patient is admitted to the ICU with pneumonia and possible organ failure due to hypoxia. She remains in hospital for several weeks at a cost of \$100,000+. / 病人因缺氧导致肺炎和可能的器官衰竭而被送入ICU。她在医院住了几个星期，花费了100,000多。





USE CASE: COPD / 使用案例：慢性阻塞性肺病

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With iUGO Care / 采用iUGO Care的情况下

- The patient's care team receives an automated alert notifying them that her spirometry readings have steadily declined the last four days / 病人的护理团队收到自动警报，通知他们她的肺活量读数在过去四天中持续下降。
- The physician calls in a change of medication or arranges a visit from a respiratory therapist / 医生叫人换药或安排呼吸治疗师上门服务
- The patient stays healthy and at home / 病人保持健康并住在家里



Simple interventions in the home can have a dramatic impact on health outcomes, quality of life and costs to the healthcare system / 在家的简单干预措施可以对健康结果、生活质量和医疗系统的成本产生巨大的影响。

BENEFITS OF iUGO CARE / iUGO CARE带来的好处

For patients: / 对于患者:

- Improves health outcomes / 提升健康结果
- Reduces hospitalizations / 减少住院治疗
- Enhances quality of life / 提升生活质量

For providers: / 对于提供者:

- Creates new revenue streams / 创造新的营收流
- Avoids financial penalties / 避免经济损失

The average practice can generate new revenue of **>\$372 USD per patient per month** from CMS payments by implementing iUGO Care / 通过实施iUGO护理，**每位患者每月**可以从CMS支付的费用中为提供者带来**超过372美元**的新收入

Clinicians pay only **\$40-\$100 USD per patient per month** for iUGO Care / 临床医生每月只需为每个病人支付**40-100美元**的iUGO Care费用。



REVENUE MODEL & OPPORTUNITY / 营收模型和机会

37 MILLION MEDICARE/MEDICAID PATIENTS
WITH 2 OR MORE CHRONIC CONDITIONS /
3700万医保/医疗补助患者有2种或更多的慢性疾病



Subscription fees: / 订阅费:
US\$25 - US\$100/patient/month / 每
位患者每月25-100美元
Average of US\$40/patient/month /
平均每位患者每月40美元



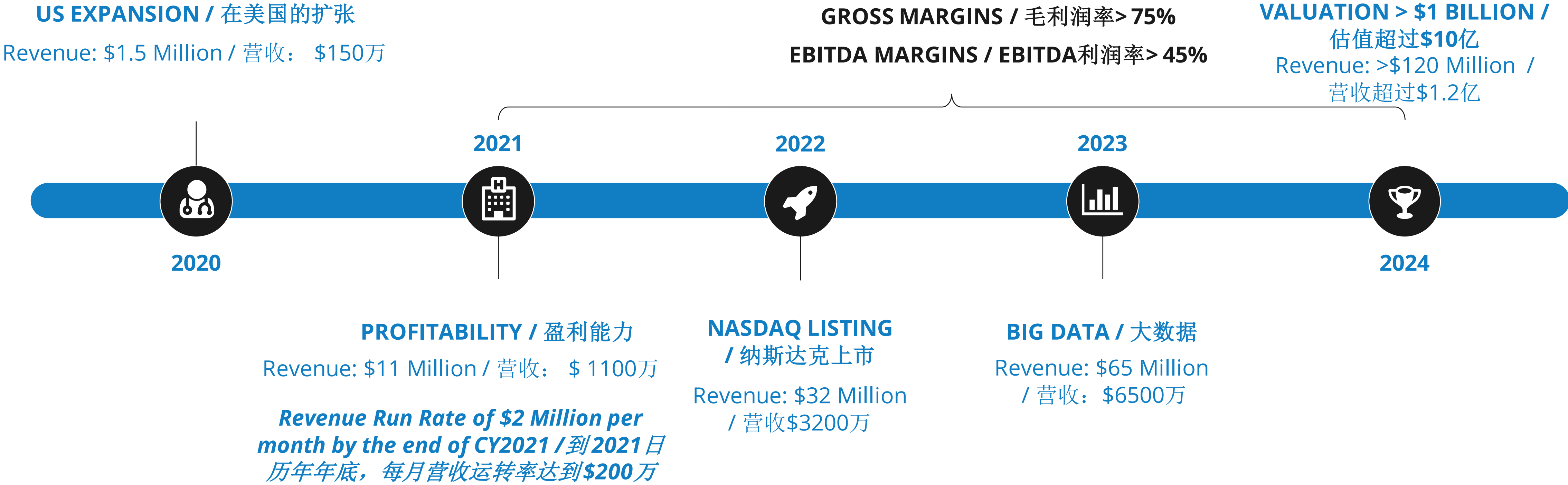
Clients: / 客户:
Skilled Nursing Facilities,
Home Health Agencies, Physicians /
成熟的护理机构、家庭保健机构、医
生



Payers: / 付费方:
Medicare & Medicaid (CMS),
Private Insurers / 医保和医疗补助
(CMS)、私人保险公司

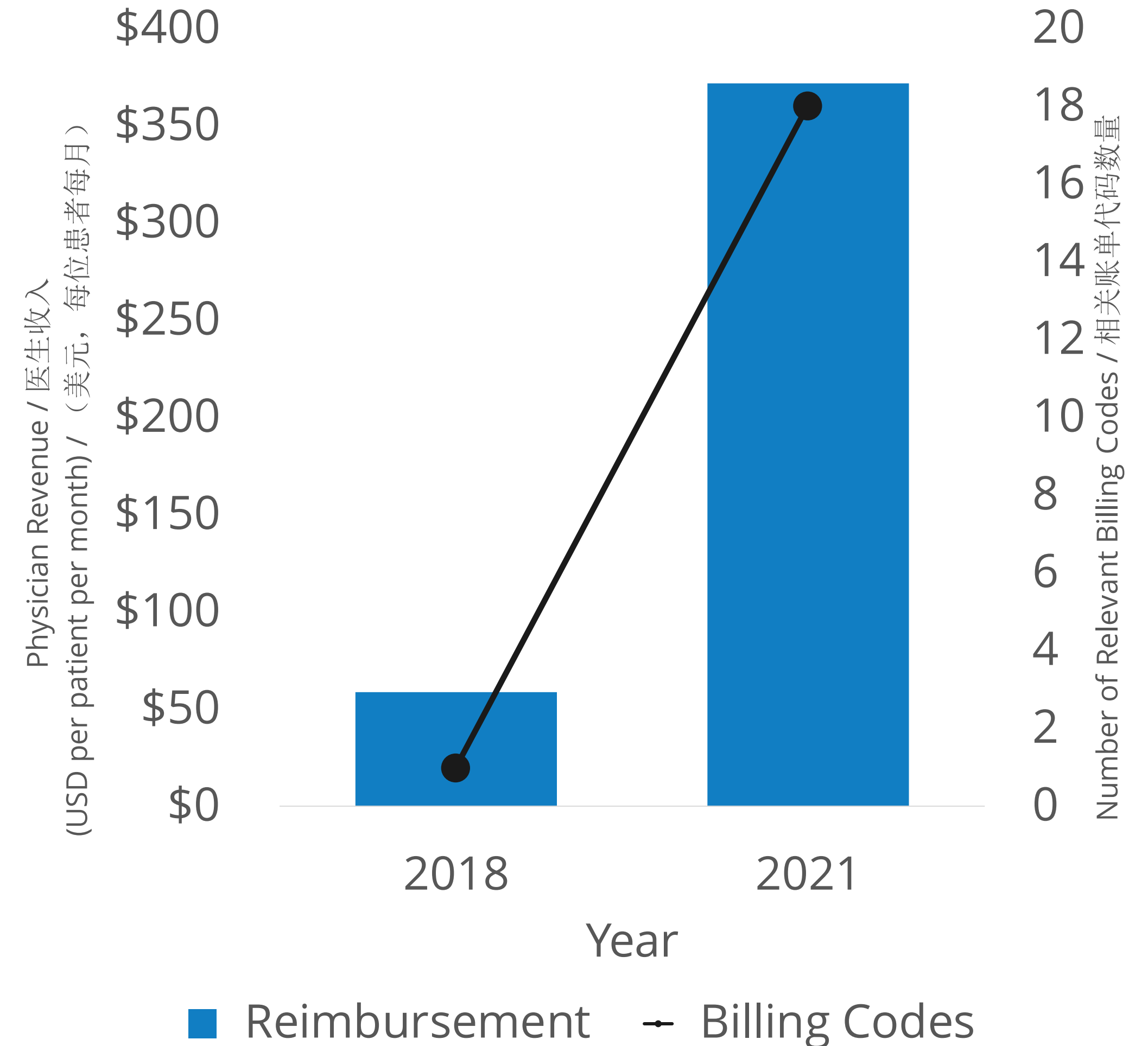
**The US Market for Virtual Care is over \$100 Billion / 美国的线上护理市场
超过1000亿美元**

GROWTH FORECAST / 增长预测



TRENDS AND TAILWINDS / 趋势和有利因素

- As the population ages and grows, the number of chronic disease patients is steadily increasing / 随着人口老龄化加重和人口数量增长，慢性病患者的数量正在稳步增加
- CMS has introduced financial penalties for clinicians whose chronic disease patients are hospitalized with preventable complications / CMS对慢性病患者因可预防的并发症而住院的临床医生实行经济处罚。
- Since 2018, CMS has increased reimbursement amounts for virtual care by over 500% and added over a dozen new billing codes / 自2018年以来，CMS已将线上护理的报销金额提高了500%以上，并增加了十多个新的账单代码
- The implementation of virtual care programs for chronic disease patients is projected to save CMS tens of billions of dollars per year / 为慢性病患者实施线上护理活动预计将为CMS每年节省数百亿美元的费用




THANK YOU

谢谢



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