

# Reliq Health Technologies Inc.

(TSXV:RHT)

## Creating the Hospital Ward in Community Healthcare

### Company Description

Reliq Health Technologies (“Reliq”) is a healthcare technology company that specializes in developing innovative Software-as-a-Service (“SaaS”) solutions for the \$30 billion Community Care market. The Company develops remote patient monitoring, care collaboration and telemedicine offerings for healthcare providers. Reliq’s iUGO Care Technology platform allows complex chronic disease patients to receive high quality care in the home or another community-based setting, improving health outcomes, enhancing quality of life and reducing the cost of care delivery. (iUGO is Latin for “bridge” or “connect”).

### Investment Highlights

- **Reliq’s services target the fast-growing Healthcare IT market.** In a report published in January 2018, BCC Research estimated the global healthcare cloud computing market to reach \$35 billion by 2022 from \$20 billion currently, with an implied compound annual growth rate (CAGR) of 12%. The North American market is projected to account for 29% of the overall market during this timeframe.
- **The iUGO Care platform supports homecare for patients with chronic conditions that account for 80% of all U.S. healthcare costs.** The average cost of post-discharge home care ranges between \$2,000 - \$10,000 per patient per month with a heavy reliance on outdated technology including fax, phone, paper charts, as well as increasingly scarce human capital, with hospital readmission even costlier and trending upwards. In the U.S. in 2015, Medicare and Medicaid fined hospitals \$428 million for preventable readmissions. Reliq’s iUGO Care reduces healthcare costs by over 90% by turning the patient’s home into a “virtual hospital ward” using a two-way voice technology hub, proximity sensors and biometric monitoring devices. The platform provides real-time access to remote patient monitoring data, allowing for timely interventions to prevent costly hospital readmissions and emergency room visits.
- **Reliq’s paid subscriber count reached 6,000 and December 2017 marked the first month of profitability.** The Company now has over 6,000 patients live on its iUGO Care platform, representing recurring monthly revenue of \$300,000. Reliq has contracts in place to accelerate its product roll-out to over 50,000 patients, representing a \$30 million revenue opportunity at full deployment, with associated gross margins of over 80%.

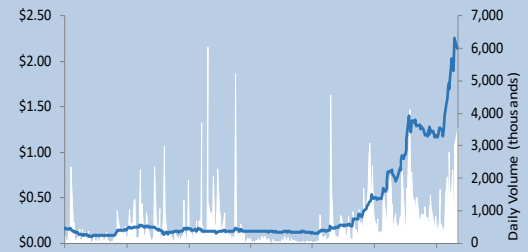
### Financial Analysis

- **In January 2018, Reliq completed an oversubscribed \$10 million financing at \$1.12/unit.** Each unit included one common share and one half 24-month warrant with a strike price of \$1.75. The proceeds were earmarked for product development and should help Reliq migrate more customers to its iUGO platform.

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### Price Performance



### Market Data (TSXV:RHT)

Price (February 21, 2018)	\$1.95
52 Week Range	\$0.10 - \$2.51
Market Cap (M)	\$161.1
Current Shares Outstanding (basic, M)	105.7
Current Shares Outstanding (fully diluted, M)	142.3
Free Float	79%
Average Daily Volume (3 months)	1,119,650

Last Reported Cash (M)*	\$12.2
Total Assets (M)	\$13.2
Total Debt (M)	\$0

\*Estimated after January 2018 financing round

### Revenue (M):

2017A	\$0.2
2018E	\$4.5
2019E	\$25.2

\*Estimates from S&P Capital IQ

### Headquarters

Vancouver, BC Canada

### Top Shareholders

Management & Insiders 21%

### Management

Lisa Crossley, Ph.D.	CEO & Director
Aman Thindal, CPA, CA	CFO & Director
Giancarlo De Lio, MBA	Chief Visionary Officer
Stephen Samson, BSc	Director
Richard Sztramko, Md	Chief Medical Officer

All figures in CAD unless otherwise stated.

Source: Company Reports, Thomson Reuters



Source: Company Presentation

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