

# RELIQ HEALTH TECHNOLOGIES

TSX-V: **RHT** OTCQB: **RQHTF** WKN: **A2AJTB**



## Overview

Reliq Health is a digital health company that provides innovative SaaS solutions to the \$100 Billion Virtual Care market. Reliq's proprietary iUGO Care platform supports Remote Patient Monitoring, Telemedicine, Chronic Care Management and Transitional Care Management.

## Market Need

US healthcare costs exceeded **\$3.6 Trillion** in 2019. Chronic diseases like diabetes, hypertension, congestive heart failure and COPD account for **over 75%** of healthcare spending or **18% of US GDP**, as these patients frequently develop complications that lead to costly hospitalizations. The Centers for Medicare & Medicaid Services (CMS) have recently transitioned from fee for service to value-based payments, so healthcare providers are now compensated based on patient health outcomes, with significant financial penalties for preventable patient hospital admissions and ER visits.

## Reliq's Solution

Reliq's iUGO Care software platform provides clinicians with real-time access to remote patient monitoring data, allowing for timely interventions to prevent costly hospital admissions and ER visits. The average clinical practice can generate new revenue of over \$315 USD per patient per month in payments from CMS by deploying iUGO Care. Hospital admissions are **reduced by over 90%** in chronic disease patients using iUGO Care, and the average cost to the healthcare system is reduced to **<\$4,000 USD/patient/year** from over \$20,000 USD per patient per year.



## Revenue Model

Reliq's target users are the more than 37 Million Medicare/Medicaid patients and 44 Million privately insured patients who have two or more chronic diseases – a **\$40 Billion USD addressable market**.

### PATIENTS



Average Revenue per User of **>\$40 USD/patient/month**

### CLIENTS



Skilled Nursing Facilities, Home Healths, Physicians

### PAYERS



Medicare & Medicaid (CMS), Private Insurers

## Growth Forecast

Reliq has over 50 US clients and a pipeline of more than 500,000 chronic disease patients. The Company expects to achieve **cashflow positive in Q1 2021** and **profitability in Q2 2021**. By the end of 2021, Gross Margins will exceed 75% and EBITDA margins will be over 45%.



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