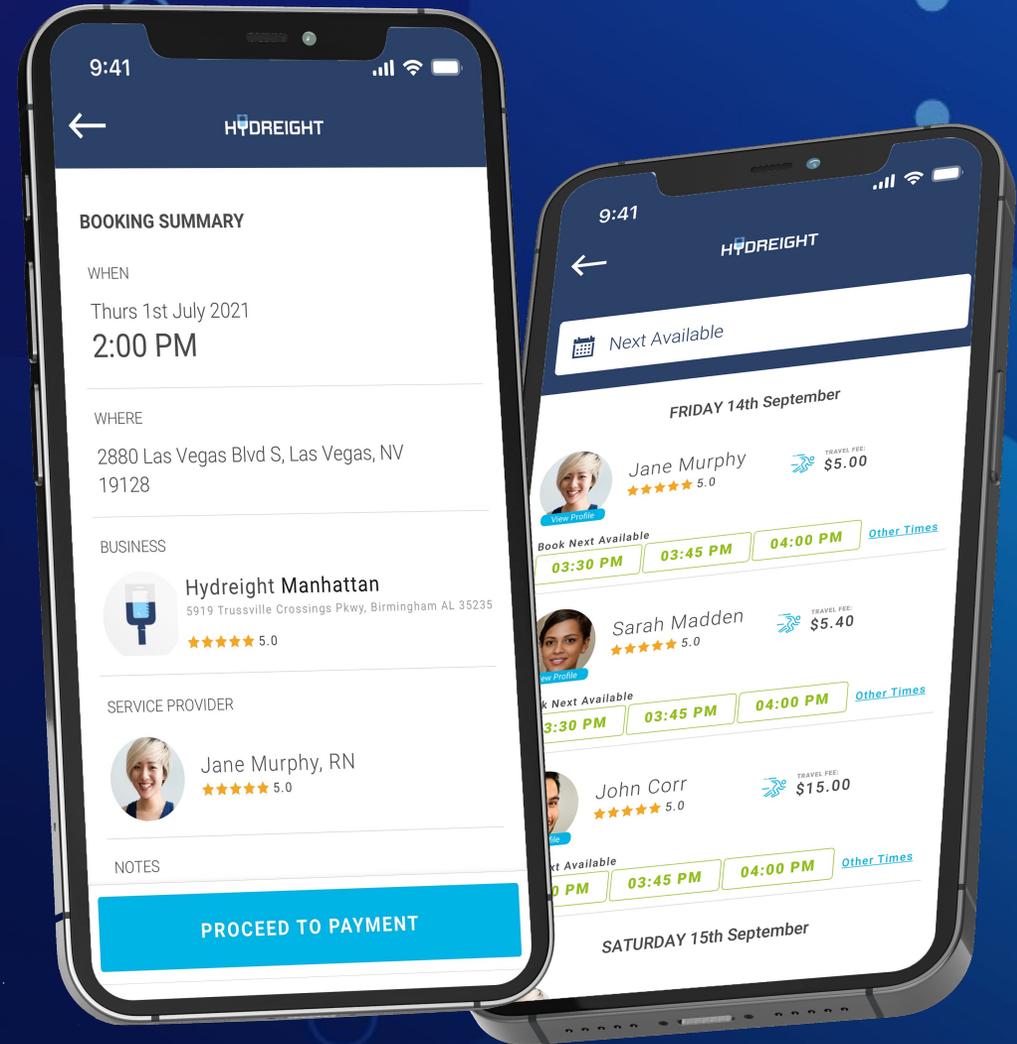




# Building the Largest Mobile Clinical Network in the US

*“Uber For Nurses”*



# DISCLAIMER & FORWARD-LOOKING INFORMATION

## NOT FOR DISSEMINATION TO THE GENERAL PUBLIC

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## FORWARD-LOOKING INFORMATION

This Presentation contains “forward-looking information” and “forward looking statements” within the meaning of applicable securities laws and (collectively, “forward-looking statements”). Forward-looking statements in this Presentation include, but are not limited to, statements with respect to:

- the Company’s business plan and strategy; and
- the Company’s development and commercialization plans and objectives, business performance and, prospects and opportunities available to the Company, and other economic indicators and estimations. Often but not always, forward-looking statements can be identified by the use of words such as “anticipate”, “outlook”, “envisage”, “believe”, “expect”, “project”, “estimate”, “likely”, “intend”, “should”, “could”, “may”, “might”, “target”, “plan” and other similar expressions or variations (including negative variations) of such words and phrases. Forward-looking statements are based on certain material assumptions and analysis made by the Company, and the opinions and estimates of management as of the date such statements are made and they represent management’s best judgment based on facts and assumptions that management considers reasonable in light of its experience and perception of historical trends, current conditions and expected future developments and other factors it believes are appropriate, and are subject to risks and uncertainties. The material assumptions upon which forward-looking statements in this Presentation are based include, among others, assumptions with respect to:
  - the completion of the transfer of all equity interest in the Company from Victory Square Technologies Inc. (“VST”) to 1362795 B.C. Ltd., a wholly owned subsidiary of VST;
  - commercialization, growth plans and cash flows;
  - the demand for the Company’s services and products;
  - future demand and trends in industries in which the Company may participate;
  - the Company’s ability to achieve expected synergies cost savings and revenue;

### Use of Non-GAAP Financial Measures:

This release contains references to non-GAAP financial measures Adjusted Revenue and Adjusted Gross Margin. The Company defines Adjusted Revenue as gross cash income before adjustment for the deferred portion of business partner contract revenue and gross receipts from Hydreight App service sales. The Company defines Adjusted Gross Margin as GAAP gross margin plus inventory impairment plus the deferred portion of business partner contract revenue. The Company believes that the measures provide information useful to its shareholders and investors in understanding the Company’s operating cash flow growth, user growth, and cash generating potential and may assist in the evaluation of the Company’s business relative to that of its peers more accurately than GAAP financial measures alone. This data is furnished to provide additional information and does not have any standardized meaning prescribed by GAAP. Accordingly, it should not be considered in isolation or as a substitute for measures of performance prepared in accordance with GAAP and is not necessarily indicative of other metrics presented in accordance with GAAP.

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# OVERVIEW



**Building the largest mobile clinical network across 50 states in the U.S.** Empowers healthcare professionals to legally deliver personalized, on-demand care, at home.



**Proprietary technology platform “Uber for nurses”** bridges the gap between provider compliance and patient convenience.



**Nationwide, fully-integrated, mobile clinical network** including nurse network, doctor network and pharmacy distribution.



Diversified **revenue streams** with significant upside for revenue growth and margin expansion.

## KEY STATS

**\$3.97M<sup>1</sup>**

Q3 2023 ADJUSTED REVENUE

**\$12.1M<sup>1</sup>**

9MOS 2023 ADJUSTED REVENUE

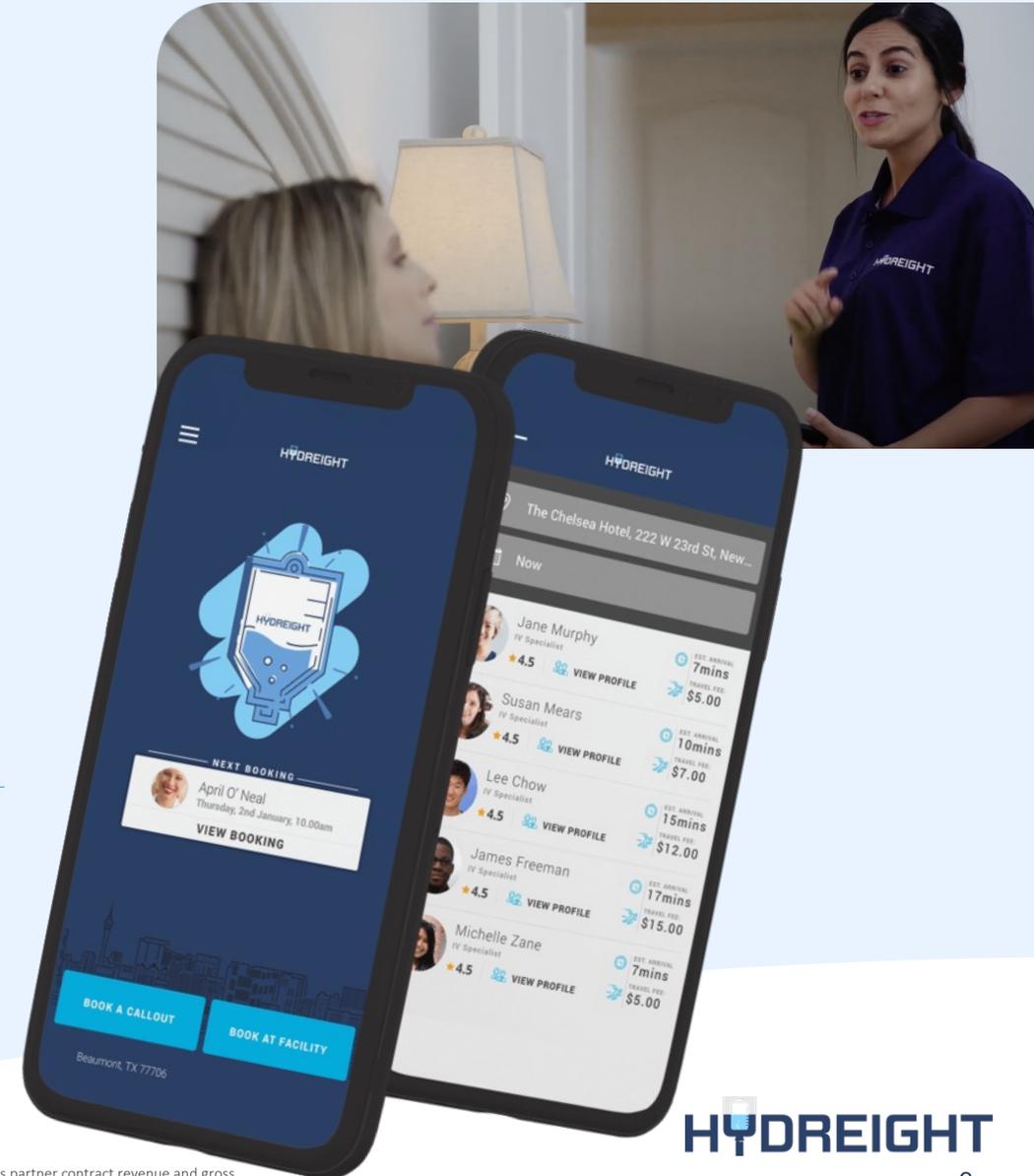
**650+**

CITIES PRESENT

**3,000**

NURSES ON PLATFORM

TSX-V: NURS | OTCQB: HYDTF | FSE: SO6



1. The Company defines Adjusted Revenue as gross cash income before adjustment for the deferred portion of business partner contract revenue and gross receipts from Hydreight App service sales.

# KEY INVESTMENT HIGHLIGHTS



## Revolutionizing At-Home Healthcare

- The proprietary healthcare platform enables nurses to legally offer at-home care services with a network of doctors **spanning 50 states**



## Untapped Growth Potential

- The home healthcare market is projected to reach **\$340B USD<sup>1</sup>** by 2027 in the US alone



## Significant Revenue Growth

- On track for \$16M<sup>2</sup> CAD in Topline Revenue in 2023



## Expanding Platform

- 3,000 nurses on platform
- +650 cities present
- +100 Doctor network
- ~90 white label locations



## Upcoming Catalysts

- M&A, new services (i.e. lab tests, weight loss platform, patient specific medication), additional partnerships and white label clients)



## Runway for Multiple Expansion

- Hydreight is trading at ~1X Revenue (industry average is ~4.5X)

**As regulation tightens from Medical and Pharmacy Boards, Hydreight's fully compliant, integrated ecosystem further strengthens its competitive position**

# HYDREIGHT AT A GLANCE



Hydreight has achieved close to triple-digit top line<sup>1</sup> revenue growth for three consecutive years

**98%**  
3-year  
Topline  
Revenue  
CAGR

## YoY Revenue

C\$ 000's  
(in thousands)

**Topline  
Revenue<sup>1</sup>**

	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>9M 2023</b>	<b>FY 2023</b>
	1,083	2,220	8,426	12,058	16,000

1. The Company defines Adjusted Revenue as gross cash income before adjustment for the deferred portion of business partner contract revenue and gross receipts from Hydreight App service sales. We refer to "Topline Revenue" and "Adjusted Revenue" interchangeably.

# Challenges for Healthcare Professionals and Traditional Brick and Mortar Facilities are Significant



## **Fragmented Industry:**

- Varying and ever evolving laws by U.S. State
- Operational practices need to factor in 3 separate State Boards (Nursing, Medical, Pharmacy)

## **Pricing and Supply:**

- Ensuring consistent pricing
- Maintaining a reliable supply

## **Legal Complexity:**

- Navigating healthcare legal structures in all 50 U.S. states

## **Necessary Resources:**

- Medical Director and Doctor Network
- Integrated EMR (Electronic Medical Record) & Telemedicine Platform
- Compounding pharmacy for specialized medications

## **Technology Integration:**

- Implementing technology for at-home care services

## **Insurance Challenges:**

- Expensive and difficult-to-obtain malpractice insurance

# THE HYDREIGHT SOLUTION

Through its app, Hydreight has created an infrastructure enabling nurses to provide services outside of a traditional brick and mortar facility, featuring a doctor network with over 100 physicians across 50 U.S. states



## KEY DIFFERENTIATORS



**Doctor network  
facilitating telehealth**



**Proprietary software  
allowing patient/  
provider care**



**Access to network  
of pharmacies**



**Legal structure that complies  
with CPOM (Corporate Practice  
of Medicine) laws nationally**



**First of its kind  
offering**



**Licensed healthcare  
professionals  
(business partners)**

# WHY NOW? UNTAPPED GROWTH POTENTIAL

Given the low market penetration, Hydreight is well positioned to capture market share



**\$340B**

Projected reach of the home healthcare market is projected to reach by 2027 <sup>1</sup>



**\$33B**

U.S. Home infusion therapy market projection 2030 <sup>2</sup>



**11%  
CAGR**

North American Botox market was roughly \$6.4 billion in 2022 <sup>3</sup>



There are currently **4.5 million nurses** in the U.S. representing great potential for partnerships <sup>3</sup>

1. Markets and Markets (2022). Home Healthcare Market by Product, Service, Indication And Region – Global Forecast to 2027. [Home Healthcare Market Size, Share, Trends and Revenue Forecast \[Latest\] \(marketsandmarkets.com\)](https://www.marketsandmarkets.com/ResearchInsight/home-healthcare-market-size-share-trends-revenue-forecast-latest.aspx)

2. The Brainy Insights (2023). Botox Market Size, Share, Growth Analysis, 2030. <https://www.thebrainyinsights.com/report/botox-market-13252>

3. Fortune Business Insights (2023). U.S Home Infusion Therapy Market Size, Trends | Report [2030]. <https://www.fortunebusinessinsights.com/u-s-home-infusion-therapy-market-106327>

# DIVERSIFIED REVENUE STREAMS

## Hydreight Network Annual Subscription

Annual subscription **package of \$5,200 CAD** for nurses to join platform and start providing services.

## Hydreight Service Sales

**Charges 10% of gross sales** from services booked via the proprietary platform.

## Hydreight Pharmacy Sales

By offering fully managed digital pharmacy, **average margins are 20% on purchases** through pharmacy network.

## White Label Technology

Partners with large franchises and multi location brick and mortars who require a compliant **all-in-one medical solution.**

C\$ 000's (in thousands)	2020	2021	2022	9M 2023	FY 2023
<b>Topline Revenue<sup>1</sup></b>	1,083	2,220	8,426	12,058	16,000
<b>GAAP Revenue<sup>1</sup></b>	453	1,199	4,268	8,136	10,553

**C\$16M**

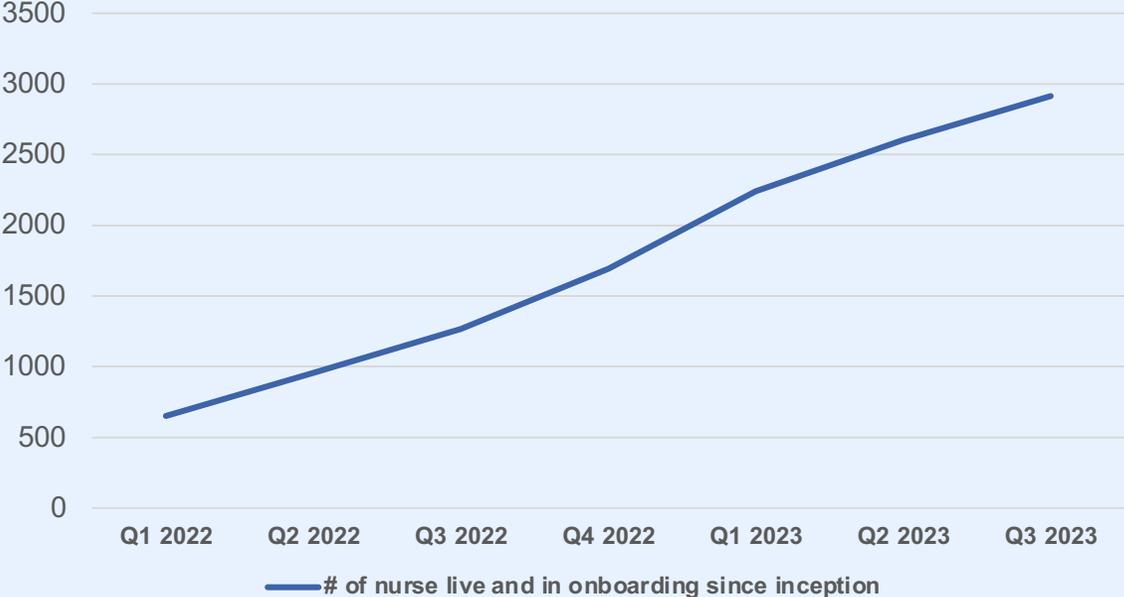
FY Topline Revenue Projection  
(2023)

**Gross Margin (GAAP): 41%**  
Q3 2023

1. Projections are based on Management's projections; no guarantee that these projections will be met. Our ability to execute on all plans is contingent on capital to execute on growth. We refer to "Topline Revenue" and "Adjusted Revenue" interchangeably.

# QUARTERLY GROWTH

Quarterly Nurses Onboarded



Currently, there are approx. 3,000 nurses on platform and Hydreight continues to see significant growth month over month. There are 4.5 million nurses in the U.S.

Quarterly Services Provided



Over the last two years, Hydreight has provided almost 50,000 services, over half of those services were provided in the last three quarters, representing significant QoQ growth.



**IV Infusion Therapy**



**Patient Specific**



**Semaglutide<sup>1</sup> & Weight Loss**



**Aesthetic**



**Lab Testing**



**NAD<sup>2</sup>**



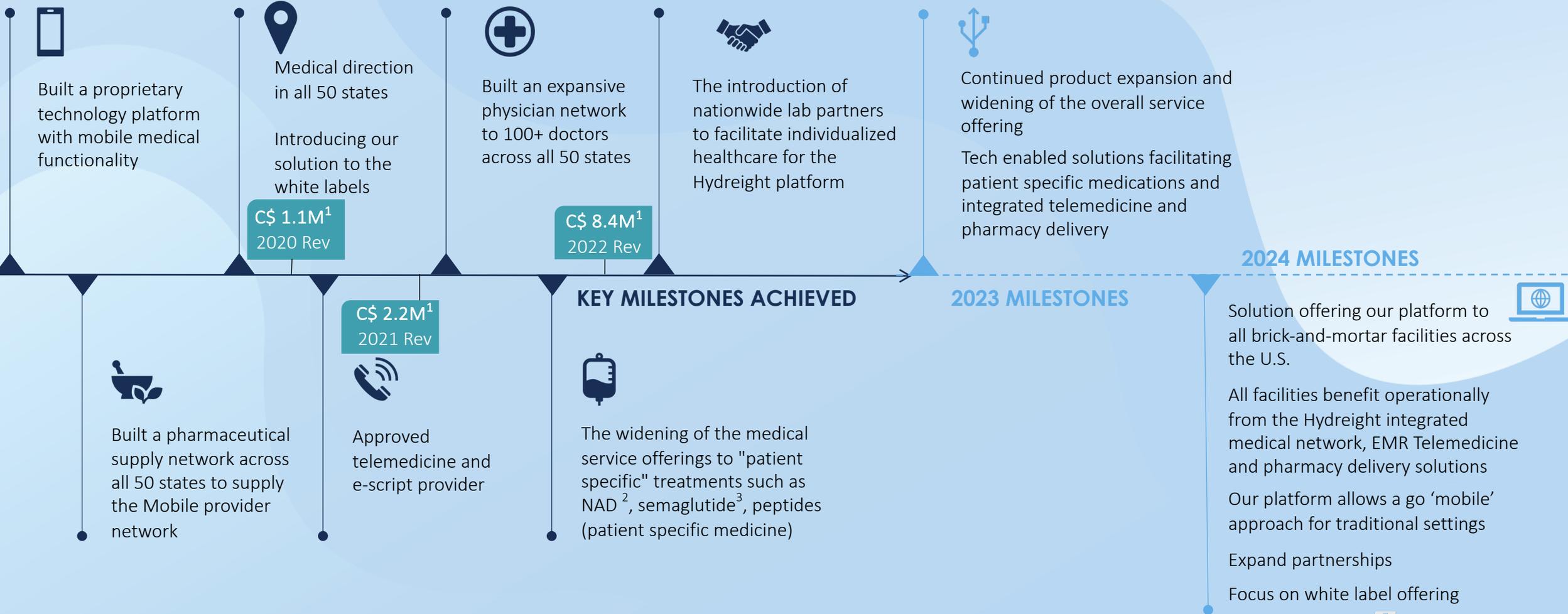
## **SERVICES OFFERED**

Based on the patient location, Hydreight's **nurse/partner network** facilitates a selection of treatments, **without having to move**

Customer books a services through the proprietary platform, nurse shows up at home, office, or hotel room to provide the service supported by our doctor network and pharmacy network.

1. Offering varies based on legislation per state  
2. Nicotinamide adenine dinucleotide (NAD+) is an important coenzyme for redox reactions, making it central to energy metabolism.

# ROADMAP AHEAD: NATIONWIDE COMPLETELY MOBILE CLINICAL NETWORK



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2. Nicotinamide adenine dinucleotide (NAD+) is an important coenzyme for redox reactions, making it central to energy metabolism.

3. Offering varies based on legislation per state.

# THE HEALTHCARE PROFESSIONAL JOURNEY

NO MATTER WHERE YOU ARE, WE COME TO YOU



**01**

Healthcare Professional subscribes to the Hydreight app with a variety of financing options



**02**

Welcome call from onboarding team  
  
Join onboarding webinar



**03**

Onboarding with the Medical Director



**04**

Onboarding to The Pharmacy Network



**05**

Complete onboarding steps in app



**06**

Request to go live

## Once Subscribed, they Gain Access to:

- A medical network which is Corporate Practice of Medicine (CPOM) compliant
- Medical liability insurance
- Doctor Network & Medical Director
- Integrated Pharmacy Network
- Client/patient booking system and payment solution
- EMR patient medical charting software
- Built-in reporting and payout solution

## Tiered Subscription Offering

- ✓ Nurse \$3,899 CAD
- ✓ Nurse Premier \$5,199 CAD
- ✓ Nurse Business \$12,999 CAD

## Training (Premier Subscription)

- ✓ Business success coach
- ✓ Weekly live coaching webinars
- ✓ Weekly medical director webinars
- ✓ Variety of marketing and educational webinars
- ✓ Built-in learning center

# Q3 2023 FINANCIAL HIGHLIGHTS

*8<sup>th</sup> consecutive quarter of meaningful revenue growth*

	Q3 2023	9MOS 2023
Topline Revenue (Non GAAP) <sup>1</sup>	\$3.97M	\$12.06M
GAAP Revenue	\$3.09M +172%	\$8.14M +216%
Gross Margin	41%	41%

# Q3 2023 OPERATIONAL HIGHLIGHTS

1

Expanded service offerings to 650+ cities across 50 states in the United States

2

Onboarded 318 nurses in Q3 2023; ~3,000 nurses on platform

3

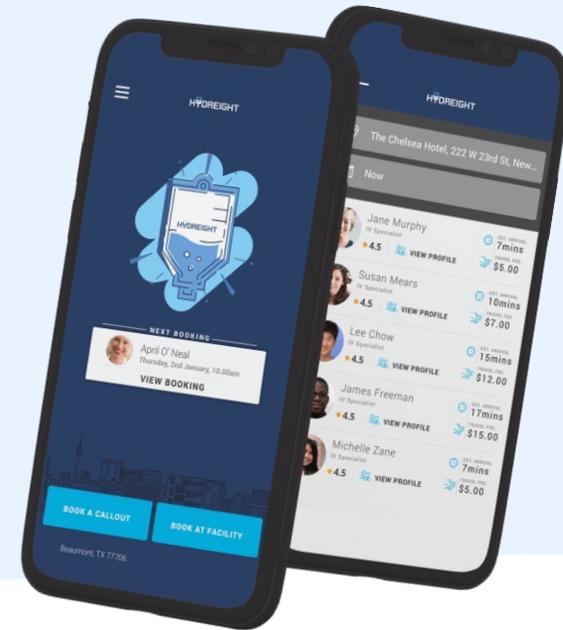
Increased doctor network to 100+ doctors covering all 50 states

4

Expanded white label solution; partnerships with 90 locations and growing monthly

5

Launched new website booking system and customer service dispatch service



# STRATEGIC PRIORITIES TO ACCELERATE GROWTH & EXPANSION

1

Scaling the business and driving organic on platform, adding nurses and customers

2

Adding additional products and services to the platform, eg. Semaglutide, patient specific, lab tests

3

Driving sales of white label solution through direct sales to brick-and-mortar locations

4

Strategic, synergistic tuck-in acquisitions to scale and grow the business quickly

# CAPITAL STRUCTURE & TRADING DATA

TSX-V: NURS | OTCQB: HYDTF | FSE: SO6

## CAPITALIZATION TABLE

(as of Nov 20, 2023)

Basic Shares Outstanding	38,318,840
Options	613,000
Warrants	N/A
RSUs	3,800,928
F/D Shares Outstanding	42,732,933
Insider Ownership	~74%

## TRADING STATISTICS

(as of Jan 5, 2024)

Share Price	\$0.40
52 Week Low – High	\$0.25 - \$0.85
Market Cap. Basic	\$15M

# COMPETITIVE LANDSCAPE

- Hydreight is well positioned within the healthcare-technology sector, operating the platform as a SaaS firm
- Significant upside for multiple expansion, in line with relevant peer group trading multiples

TICKER	NAME	SECTOR	LAST PRICE	TOTAL RETURN (YTD)	MARKET CAP (M)	REVENUES (LTM) (M)	P/S (LTM)
RHT	<b>Reliq Health Technologies Inc.</b>	Health Care	\$0.44	-12.2%	65.4	10.8	6.0
IBX	<b>Imagion Biosystems Limited</b>	Health Care	\$0.01	-37.5%	11.7	2.3	5.0
AVCR	<b>Avricore Health Inc.</b>	Health Care	\$0.17	-42.9%	12.5	2.1	6.1
WELL	<b>WELL Health Technologies Corp.</b>	Health Care	\$4.45	58.8%	782.1	485.1	1.6
TALK	<b>Talkspace Inc.</b>	Health Care	\$1.71	160.7%	284.7	128.6	2.2
<b>NURS</b>	<b>Hydreight Technologies Inc.</b>	<b>Health Care</b>	<b>\$0.31</b>	<b>-38.0%</b>	<b>11.6</b>	13.21	<b>0.9</b>

**4.2X**

**Average P/S Multiple of the Peer Group**

● SAAS BASED BIO TECH FIRM

● BIO TECH FIRM

\*Note: Trading table is as of 9/12/23

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# MANAGEMENT TEAM & BOARD OF DIRECTORS

## Shane Madden Director & CEO

- 20 years of entrepreneurial experience
- Successful exits from multiple ventures in various industries
- Expertise in scaling and growing software businesses
- Based in Las Vegas, where company headquarters are located

## Dr. Lindsay Urbatchka Pharmacist

- 10+ years of experience as a compounding pharmacist
- Specializes in hormone therapy, infectious diseases, and diverse medical fields
- Provides elite care and passion in specialty pharmacy at WPC

## Carey Dillen Director

- Over 20 years of diverse experience across health, wellness, and sports sectors
- President & CEO at Afterglow Physician Directed Medical Aesthetics, achieving 200% growth and a medical spa exit in 2022.
- Direct involvement in financing and M&A transactions

## Dr. Jeremy Roebuck Advisor

- 20+ years as a ENT specialist and a board-certified otolaryngologist, with 15 years in private practice
- Highly trained otologist, recognized for his academic achievements and a recipient of multiple professional awards

## Dr. Joseph Palumbo Director & Medical Director

- Experienced in the Global Pharma Industry as a scientist, inventor, clinician, and drug developer
- Guided multiple new drug programs through to regulatory approval in the United States, Asia, and Europe

## Vahid Shababi Advisor

- 20+ years of entrepreneurship and expertise in marketing and growth
- Proven track record in strategic sales, marketing, M&A, and revenue generation
- Specializes in strategic partner acquisitions and M&A activities
- Multiple career exits, showcasing a history of successful ventures
- Recognized in Business in Vancouver's 40 Under 40 (2021)



# WHY INVEST NOW?

## Untapped Growth Potential

- The home healthcare market is projected to reach \$340B USD <sup>1</sup> by 2027 in the US alone

## Patients Served

- 3,000 nurses on platform
- +100,000 patient visits
- +650 cities present
- 90 white label locations

## Significant Revenue Growth

- On track for \$16M <sup>2</sup> CAD in Topline Revenue in 2023

## Upcoming Catalysts

- M&A, new services (i.e. lab tests, weight loss platform, patient specific medication), additional partnerships and white label clients

## Runway for Multiple Expansion

- Hydreight is trading at ~1X Revenue (Industry avg. is ~4.5X)

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**DOWNLOAD THE APP!**



**CONTACT**  
[ir@hydreight.com](mailto:ir@hydreight.com)

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