

The Future of Real-Time Outpatient Monitoring

December 2021

● NASDAQ:BTCY ●



IMPORTANT CAUTIONS REGARDING FORWARD-LOOKING STATEMENTS

Certain information contained in this presentation includes “forward-looking statements.” Statements which are not historical reflect our current expectations and projections about our future results, performance, liquidity, financial condition and results of operations, prospects and opportunities and are based upon information currently available to us and our management and their interpretation of what is believed to be significant factors affecting our existing and proposed business, including many assumptions regarding future events. Actual results, performance, liquidity, financial condition and results of operations, prospects and opportunities could differ materially and perhaps substantially from those expressed in, or implied by, these forward-looking statements as a result of various risks, uncertainties and other factors, including those risks described in detail in the section entitled “Risk Factors” in the June 22, 2021 Form 10-K, as well as elsewhere herein.

Forward-looking statements, which involve assumptions and describe our future plans, strategies, and expectations, are generally identifiable by use of the words “may,” “should,” “would,” “will,” “could,” “scheduled,” “expect,” “anticipate,” “estimate,” “believe,” “intend,” “seek,” or “project” or the negative of these words or other variations on these words or comparable terminology.

In light of these risks and uncertainties, and especially given the nature of our existing and proposed business, there can be no assurance that the forward-looking statements contained in this presentation and elsewhere will in fact occur. Potential investors should not place undue reliance on any forward-looking statements. Except as expressly required by the federal securities laws, there is no undertaking to publicly update or revise any forward-looking statements, whether as a result of new information, future events, changed circumstances or any other reason.



BIOTRICITY – CORPORATE SUMMARY

- Selling proprietary FDA approved Cardiac monitoring solution today across 23 states utilizing it daily with new sites/cardiologists added every month.
- Current product is insurance reimbursable (US) with a global cellular IoT platform
- Recurring revenue business model across existing and future products Technology-as-a-Service (TaaS)
- Triple digit growth YoY, even with COVID ²
- Proven “go to market” sales and operations models and **with a global cellular IoT platform (global FCC ID)**
- New FDA submission in the pipeline: 510k for Biotres has been submitted
- 25%+ growth QoQ, triple digit growth on an annual basis ²
- Improving quality of care and saving lives with a proven product, proven business model, with a billion-dollar opportunity ^{3,4}

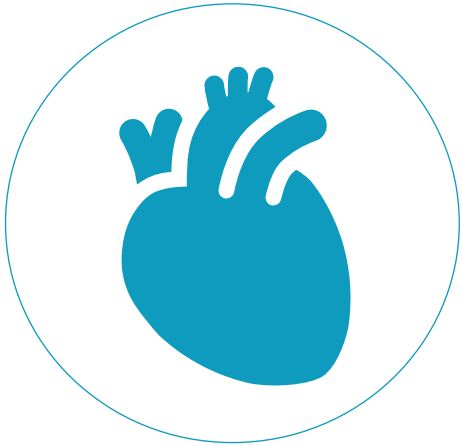


² <https://www.biotricity.com/biotricity-reports-record-quarter-earns-1-0-million-in-quarterly-revenue-for-the-first-time/>

³ <https://www.grandviewresearch.com/industry-analysis/cardiovascular-devices-market>

⁴ <https://www.medgadget.com/2021/01/remote-cardiac-monitoring-services-market-foreseen-to-accrue-usd-1-39-billion-global-industry-research-size-share-major-segments-leading-companies-and-competitive-analysis-through-2027.html>

≡ CARDIAC MARKET OPPORTUNITY



- As of 2018, approximately 30M Americans have received a diagnosis ¹
- Remote cardiac monitoring: total addressable market of \$0.57B in 2019, trending towards \$1B+ by 2027 ²
- Physicians need an integrated approach, within their practice, that allows them to diagnose and prescribe monitoring equipment to patients with multiple comorbidities
- Physicians need to actively monitor data from compromised patients to trigger real-time intervention, reduce patient risk and physician liability through faster diagnosis

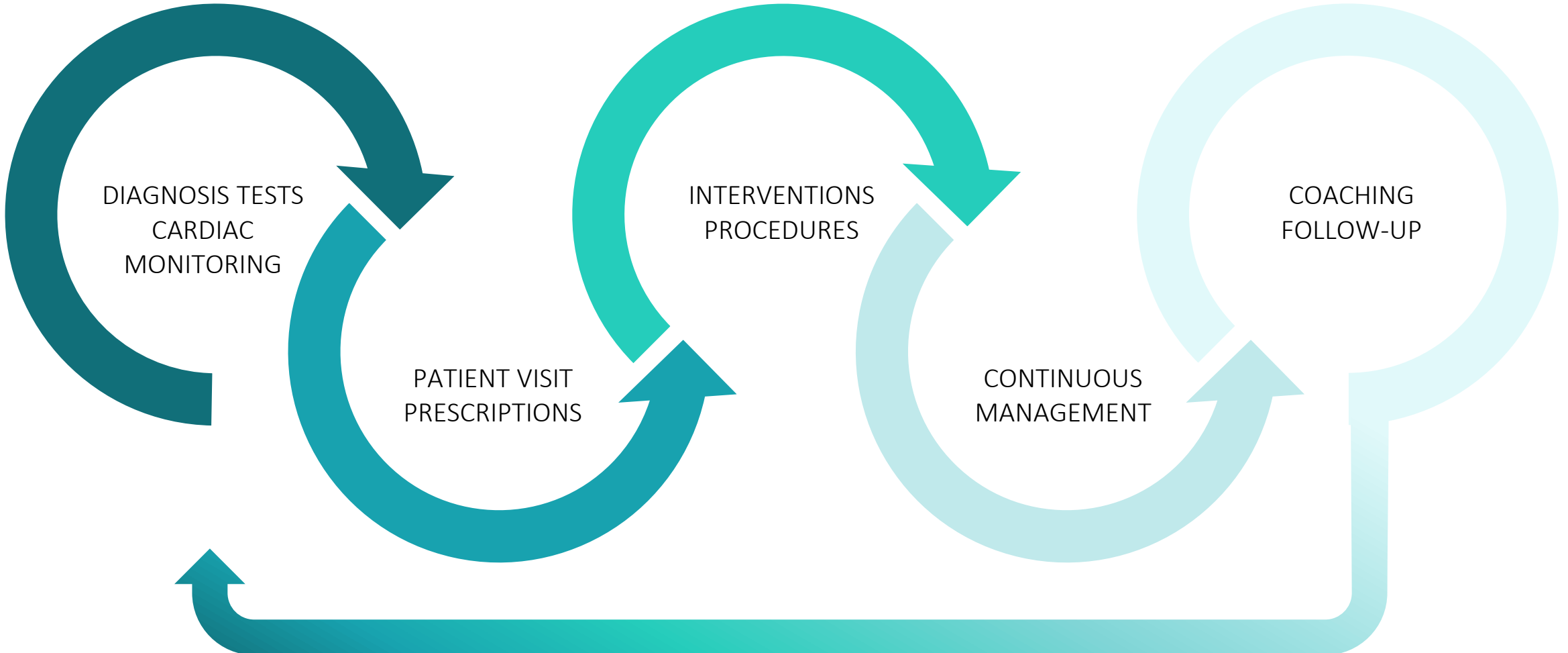


¹<https://www.healthline.com/health/heart-disease/statistics>

²<https://www.medgadget.com/2021/01/remote-cardiac-monitoring-services-market-foreseen-to-accrue-usd-1-39-billion-global-industry-research-size-share-major-segments-leading-companies-and-competitive-analysis-through-2027.html>

≡ PATIENT JOURNEY

← DIAGNOSIS → ← FOLLOW UP → ← MANAGEMENT →



BIOTRICITY TOTAL ADDRESSABLE MARKET

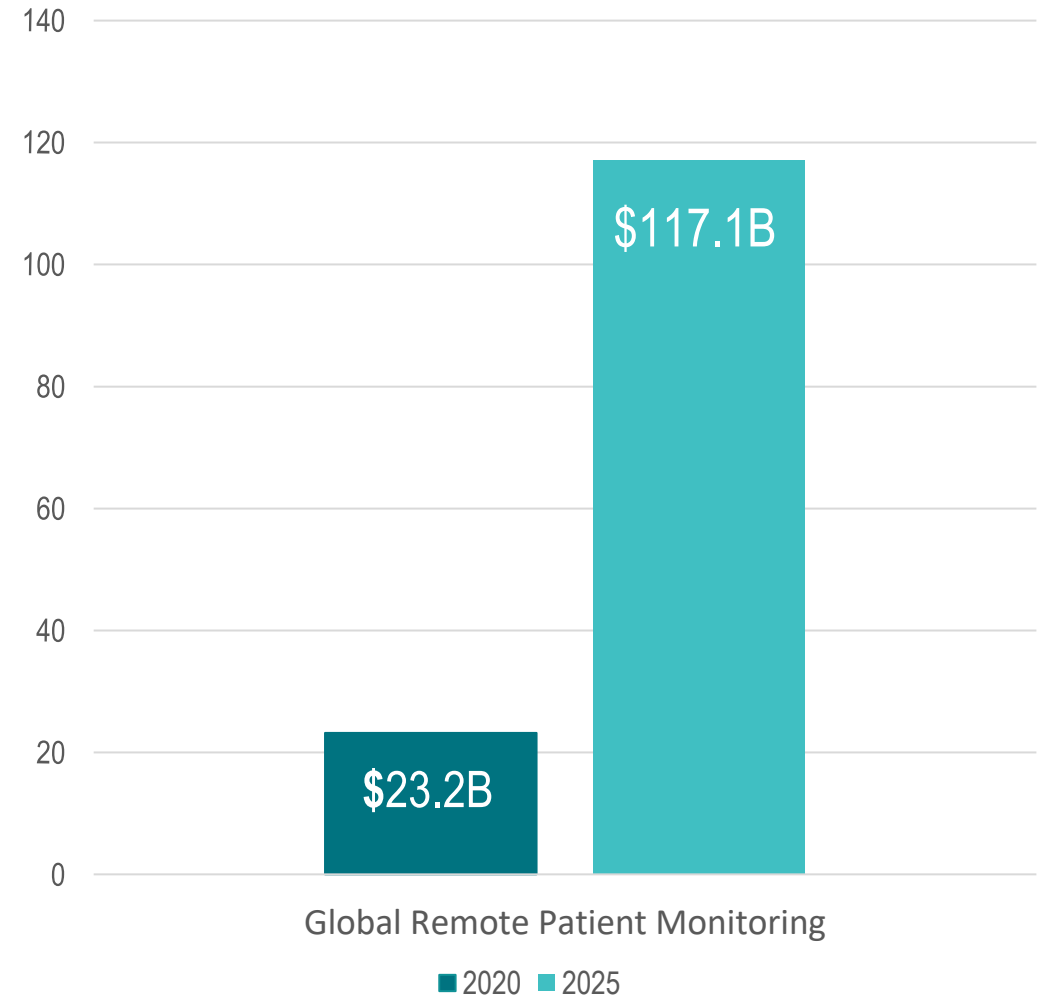


¹ <https://www.grandviewresearch.com/industry-analysis/mobile-cardiac-telemetry-systems-market>
² <https://www.marketresearch.com/Global-Industry-Analysts-v1039/Cardiac-Monitoring-Devices-14373104/>,
<https://www.grandviewresearch.com/industry-analysis/ecg-patch-holter-monitor-market>
³ <https://www.grandviewresearch.com/industry-analysis/telemedicine-industry>
⁴ <https://www.researchreportsworld.com/global-heart-rate-monitor-market-18099714>
⁵ https://www.cdc.gov/pcd/issues/2013/12_0137.htm



≡ PROBLEM: REMOTE PATIENT MONITORING(RPM)

- Post procedure patients and high-risk patients should remain under observation with real-time RPM
- Most solutions are passive, i.e. not real time recording devices
- Lack cross compatibility with other devices/solutions
- Long-term, continuous monitoring results in better detection of early warning signs in an illness, decreasing hospital admission rates ¹
- Effective use of RPM allows physicians to see more patients, perform more procedures, and identify which patients need more time and attention ²



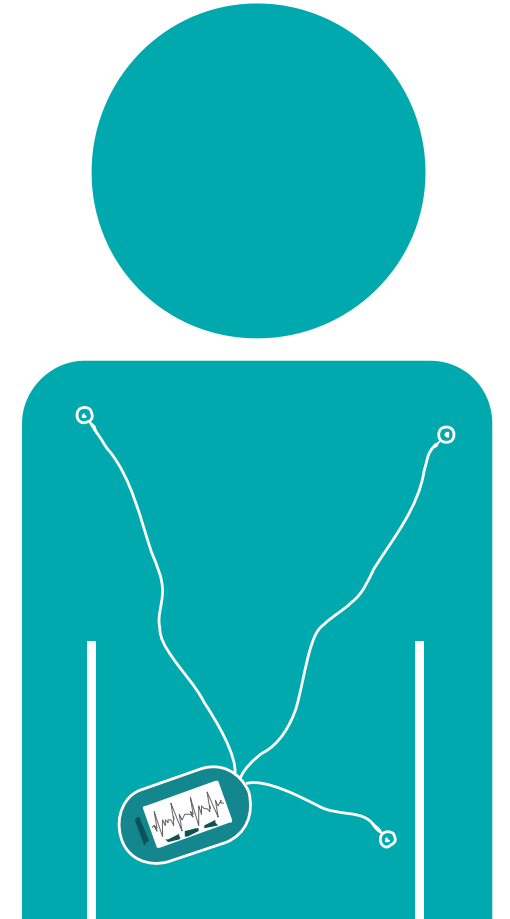
¹<https://www.ahajournals.org/doi/full/10.1161/CIRCULATIONAHA.111.081971>

²<https://news.careinnovations.com/blog/how-rpm-empowers-clinicians-to-treat-more-patients-via-exception-based-management>

³<https://www.marketsandmarkets.com/Market-Reports/remote->

≡ SOLUTION: REAL-TIME CARDIAC MONITORING

- Entry Point: Real-Time Mobile Cardiac Telemetry (MCT)
 - Large and growing industry¹
 - Approved for Centers for Medicare and Medicaid Services (CMS) reimbursement
 - Few players: Biotelemetry, Preventice, Scottcare, Infobionic, Biotricity
- Outsourced Business Model: Currently physicians and systems refer patients to a service provider, earning minimal reimbursement
- Market: Ambulatory Surgery Centers (ASCs), Office Based Labs (OBL), independent physician groups, and multi-care groups/health systems
- Business Model: physicians can earn up to 10x the revenue with minimal upfront cost
- Convenience: physicians can provide MCT through their own practice as opposed to sending the patient to a service provider.
- Cardiac Monitoring as a service, **“Technology as a Service Model”**



¹<https://www.medgadget.com/2021/01/remote-cardiac-monitoring-services-market-foreseen-to-accrue-usd-1-39-billion-global-industry-research-size-share-major-segments-leading-companies-and-competitive-analysis-through-2027.html>

≡ BIOFLUX® MCT SOLUTION



Discover why physicians have embraced this technology



Bioflux® MCT Device

Cellular & GPS enabled complete with Bioflux Software



Monitoring Center

Third party ECG monitoring center allows for 24/7 real-time monitoring



Clinically Accurate

Digital report to inform diagnosis & management.

Reads are insurance-reimbursable using existing CPT billing codes

DISRUPTIVE BUSINESS MODEL

- **Inourced** business model, enabling physicians to bill directly
- Minimal upfront cost for physician, physician pays only when device is used – top line profit
- Turn-key solution for physicians
- **Recurring revenue** with high margin for Biotricity
- Reads are insurance reimbursable using existing CPT billing codes

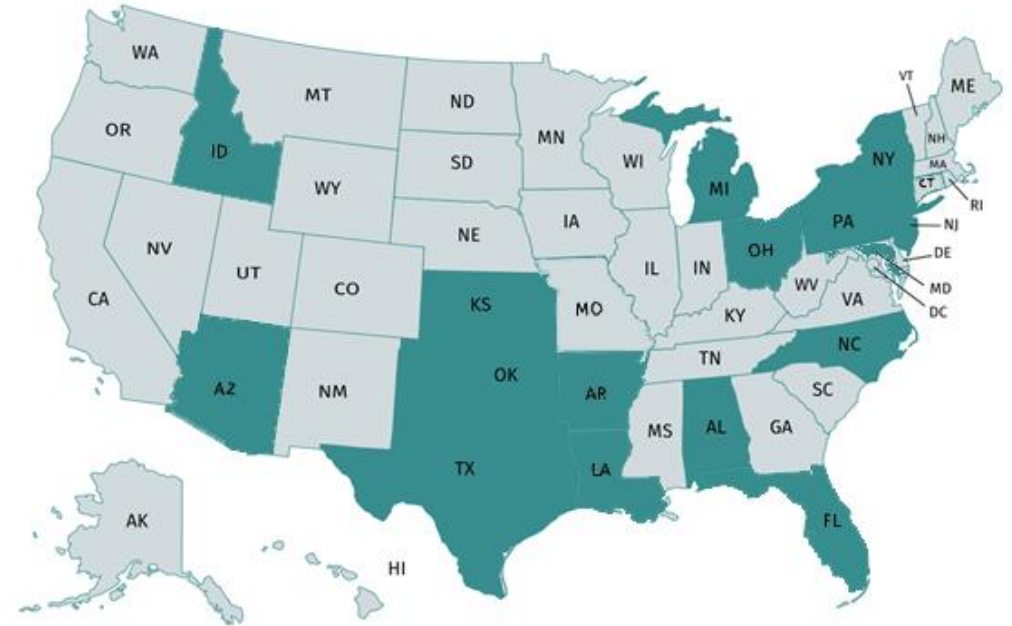
DISRUPTIVE TECHNOLOGY

- Turn-key solution: device, software, and monitoring center
- One piece device that is the smallest in the market
- Built-in global GPS and GSM platform



≡ CURRENT FOOTPRINT

- FDA Approved with a pipeline of complementary technologies
 - Biotres[®] - filed with FDA
 - Bioheart[®] - consumer product currently in initial production
 - Biocare[®] App – about to go through field testing
 - Bioflux[®] 2 – in alpha prototyping
- Large Scale production in place
- Medicare Reimbursement in Place
- **Cardiologists across 23 states use the Bioflux daily.**
- **Currently have over 300 centers across 23 states:** focused on expanding salesforce to expand footprint
- Our sales force is comprised of **seasoned professionals**, each with a proven track record of introducing disruptive cardiovascular technologies to the marketplace
- Use a proprietary data tool to identify target markets within the US, based on CMS reimbursement data

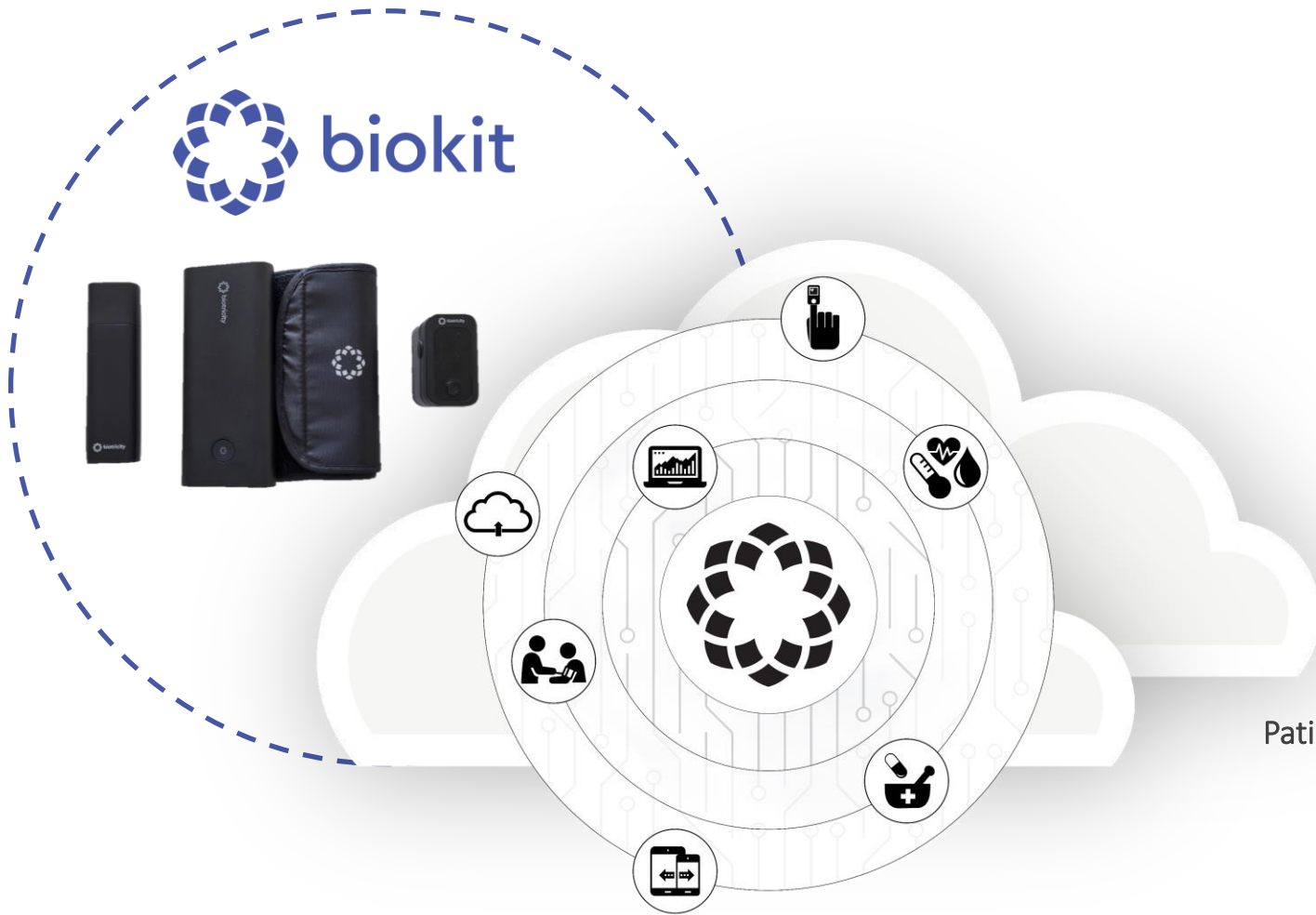


≡ FUTURE PRODUCTS

- Biotres is a 3-lead patch **solution for real-time and passive arrhythmia monitoring** designed for patients who are at risk for or diagnosed with certain cardiac issues
- Biotres can operate as a Holter, Event Loop, and potentially as a wireless patch in conjunction with Bioflux® for MCT
- Once cleared, Biotres will ensure **advanced diagnostic capability** while focusing on **ease of use** for the patient
- Biotres was filed with the FDA, and we are awaiting clearance



≡ BIOCARE + BIOKIT



Biocare is a HPAA compliant virtual clinic platform and disease management platform designed to meet cardiologists' needs for patient management.

Ensures a seamless integration into any clinic's current workflow, saving time, and reducing costs

Key features Include:

Book & Manage
Appointments

Connect Diagnostic Tools

Telemedicine

Connected Personal Medical
Devices (Biokit)

Patient Adherence/Engagement

Real-Time Communication

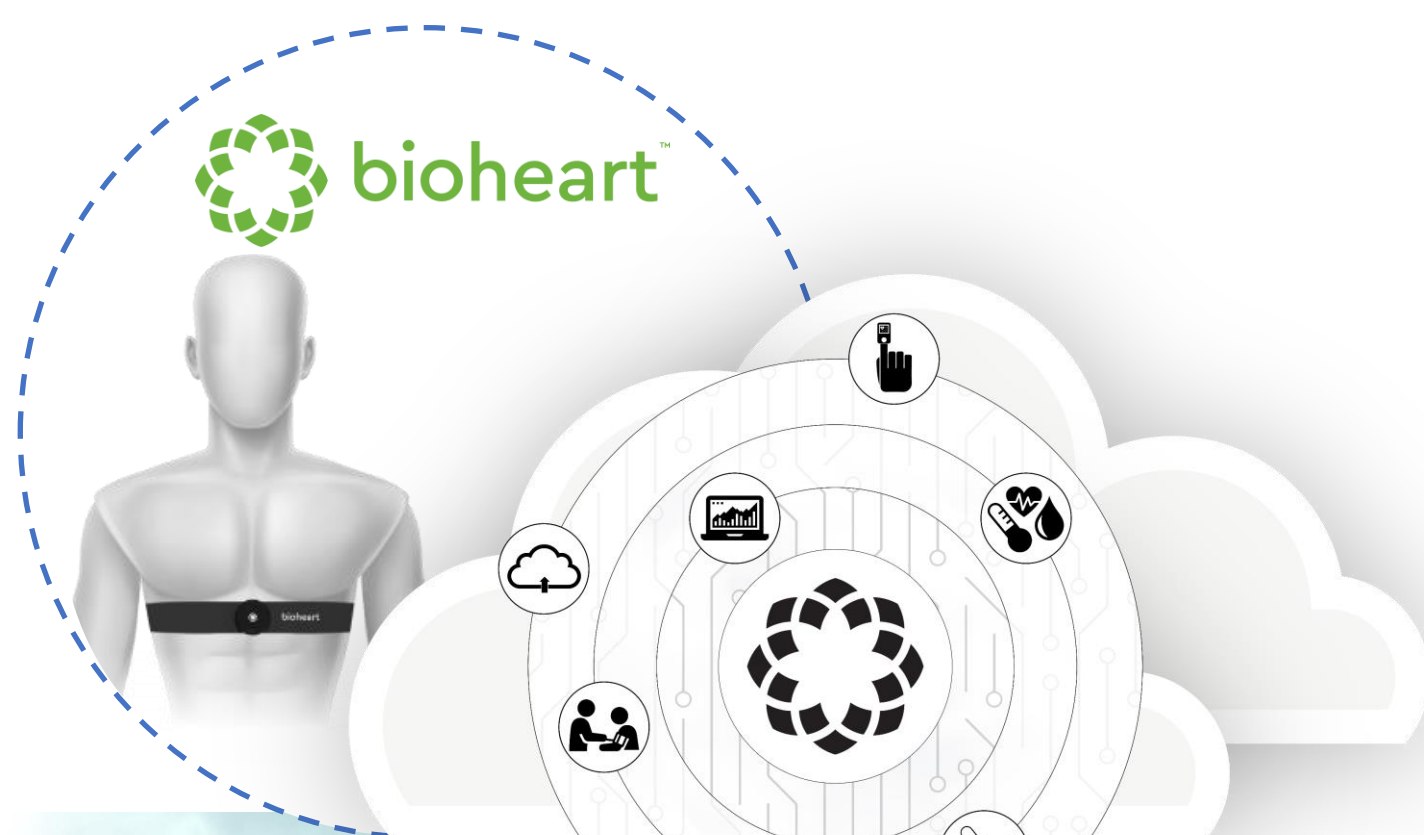
Monthly Reporting

Alert based Notifications

≡ BIOHEART + CCM

3 Lead ECG – no prescription

- **Continuous data collection** allows for unparalleled accuracy on par with prescription-grade devices
- Data syncs to **Bioheart's app** delivering **personalized insights** for lifestyle management
- Integrated with disease management platform for physician insights
- Can set normal heart rate range, and **receive alerts** when out of range
- Currently in pre-order stage. Sold 180 units and expected to be shipped Q3.
- www.bioheart.com



≡ COMPARABLE: REVOLUTIONIZING DIABETES MONITORING

- The best comparable to Biotricity's Biosphere Cardiac AI App is Livongo (LVGO) – better health with **AI driven Personalized Medicine**
- Livongo (228,000 patients / members) and Biotricity (500,000 patient access across current customer base)
- Livongo is worth **\$7.6 Billion**, (listed under LVGO on Nasdaq) on 170 million TTM sales or 44x EVS
- Biotricity is pursuing this personalized medicine application, which is a high growth and high value space that has historically been untouched by cardiac care companies
- Acquired for \$18.5 billion



<https://www.healthcarediver.com/news/teladocs-185b-livongo-acquisition-closes-in-just-under-3-months/588052/>

[Livongo doubled membership in 2019 - MedCity News](#)



PROVEN TEAM



MANAGEMENT

Over **100 years** of collective startup experience

Proven record of raising over **\$100m** capital across multiple companies & industries

Executive team has experience developing **70 products** that were successfully launched in over **30 countries**



SALES

Over **150 years** of collective experience launching new medical devices from over **15 startups**, all in the **cardiac space**

Highly skilled, **President's Club Award** sales personnel with a proven track record of being the best in the industry



OPERATIONS

Over **50 years** of collective experience with leading organizations

Operations Development in Organizations with revenue spanning **\$5M to \$250M**

Proven track record of driving organization growth & expansion



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Thank you



biotricity.com

investors@biotricity.com