PRIVATE &

acquiring and advancing

Artificial Intelligence/Machine Learning
technologies addressing urgent societal needs

**INVESTOR PRESENTATION** 



CSE: AIML OTCQB: AIMLF FWB: 42FB

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# Why AI/ML Matters in Healthcare:

AI/ML technologies serve to positively impact healthcare delivery, putting data to work for improved outcomes.

- + For Organizations (healthcare providers, employers, benefits providers, insurance companies, etc.), tech benefits extend into workflows that improve performance and impact process, healthcare delivery and reputation (greater accuracy, innovation, cost-effectiveness, speed and/or volume of delivery).
- + For Individuals (employees, patients, consumers) tech benefits typically deliver superior information, better access to care, more personalized experience, and greater overall control over one's own health decisions.

# Who is AM/AL Innovations Inc?



### WHAT WE ARE BUILDING:

+ a portfolio of transformative AI/ML-powered, health-tech companies addressing urgent societal needs.

### **HOW WE DO THIS:**

+ through synergistic acquisition of emerging B2B-focused companies with proprietary processes and SaaS subscription-based revenue models.

### **OUR OPPORTUNITY:**

+ to drive transformative healthcare management solutions and precision support delivery across the health continuum - from wellness and prevention to treatment, monitoring and recovery.

Investing in Tomorrow's Technology - Today



# **Company Highlights**

- + Focused on AI-driven solutions in the digital wellness marketplace
- + 2 completed acquisitions in digital health monitoring and digital mental health
- + Experienced team with 100+ years combined relevant experience
- + B2B and B2B2C SaaS business models with multiple revenue streams

# Six Reasons to Invest in AI/ML Innovations Inc. Now:

- + Contracts in place with significant revenue run rate
- + Substantial market cap discount to industry peers
- + Robust M&A pipeline
- + Reoccurring revenue model (SaaS subscriptions)
- + Diversified across several synergistic product lines
- + A global operating footprint











# AI/ML's Investments – focus chronic disease monitoring and mental health

Health Gauge is transforming the \$245 billion global digital health monitoring market via its *proprietary* combination of digital wearable health monitoring devices, Al-based software, and a cloud computing platform which combine to help care-givers, patients and healthcare professionals access and utilize relevant health data effortlessly.

**Tech2Heal** is a digital healthcare innovator with a basket of wellness and health-tech products and services designed to improve an individual's mental well-being by utilizing a unique blend of *proprietary digital assets, remote live counselling, and a physical wellness center.* 



# Our Investment in Digital Health Monitoring



"Our patent-pending solution is a bespoke personal health monitoring & management system, combining the best-in-class wearable health monitors with Al-driven software tools"



acquired 70% of Health Gauge, with an option on the remaining 30%.



# CORE PROBLEM – health services costs outstripping ability to serve



#### **BP DEVICES ARE INADEQUATE:**

- Current state: Blood Pressure cuff
- Problem: Uncomfortable, not mobile, captures limited information, not wearable, inconvenient
- Resulting in: Injury and death due to inadequate handling of hypertension

#### LIMITED TRACKING AND ANALYSIS:

- Current state: Blood Pressure applications
- **Problem:** No personal analysis, no ability to track and analyze personal experience
- Resulting in: Poor understanding response to address health conditions. Significant personal and health system costs formation, not wearable, inconvenient

### Case study - rising costs of heart disease



100 MILLION

PEOPLE AFFECTED IN NORTH AMERICA



1.5 BILLION

PEOPLE AFFECTED WORLDWIDE



400,000

RELATED DEATHS ANNUALLY IN USA



**\$50** BILLION / YR \$

COST TO THE HEALTH SYSTEM



## What We Do & How We Do It

By leveraging the power of leading artificial intelligence and machine-learning tools, we provide for a secure and trusted means for clients to engage clinical resources and health coaching as a regular part of their care process and ongoing health management. Our robust, real-time data capture and analysis capability provides fast feedback, resulting in better recovery outcomes and healthy living objectives through the ability to make immediate and better health choices.

Health Gauge Is A Revolutionary New Way To Measure And Track Health Biometrics

Global Digital Health Monitoring Market

\$245B by 2024 with 39% CAGR





## The Seven "Ps" of the Health Gauge Solution

**Personalized:** Our technology allows both patients and doctors better understand the patient's health by accumulating data combinations that are unique to them (BP, ECG, PPG, HR, HRV, activity, behaviors, sleep, etc) over time.

**Precise:** Our devices are in the same accuracy range as many monitoring devices used by healthcare providers, in part because of our applied AI and ML.

**Predictive:** When a patient aggregates hundreds of health metric readings over time on our platform, it's much easier for them and their healthcare team to reach informed conclusions about potential longer term health outcomes, while at the same time micromanaging ongoing therapies daily, hourly or as often as needed.

**Preventive:** The immediate and actionable feedback provided by our solution to an imminent health problem, coupled with our ability to collect and store years of data about a patient's long-term health or chronic condition is a powerful combination. An informed view of what could happen in the future may lead patients to make changes today.



**Participation:** Patients can be involved in their health in a way that has not existed before because of the real-time feedback at their fingertips afforded by our technology. Our wearables, apps and platforms allow patients to participate much more in their own healthcare. The model of healthcare fundamentally shifts from "my doctor tells me what to do once a year" to a model where each patient is a stakeholder in their daily care.

**Platform:** Our wearables help people get directly involved in their own healthcare in a convenient manner. However, the key is combining our robust data aggregation with our cloud-based platform via phone apps, thus enabling instant, global-scale data integration with clinical patient management protocols and workflows.

**Pertinent:** The first six "Ps" of the Health Gauge solution collectively have a positive, immediate and relevant influence on patient outcomes, cost of healthcare, and patient-doctor relationships. Patients may now contribute to, and be directly involved in, their healthcare in a way that hasn't existed before, becoming a key contributing member of their healthcare team.

Ultimately, our end-to-end bespoke solution allows patients to participate in their health management with an immediacy and to an extent that was never possible before now.

### What do we sell? **HEALTH GAUGE VALUE CHAIN:** The value proposition





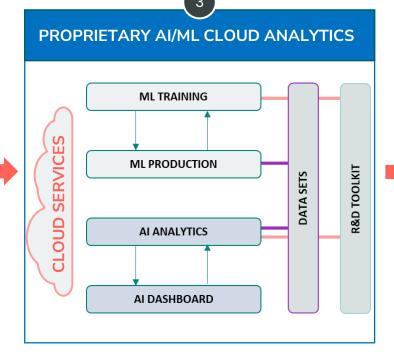
- Digital ECG+PPG+O2
- Bluetooth BLE 4.0
- 3D Accelerometer
- 200 mha polymer 15 day battery
- US-based design partner
- CAD\$150 retail price



- HR and HRV
- **Blood Pressure**

- Temperature
- Weight & BMI

- Steps
- Sleep
- ECG & Digital Pulse 02
  - Activity
  - Behaviour



- ML-based Neural-Net BP analysis
- AI-based analytics software
- Android & Apple Apps
- HL7 & Virtual Clinic (option)



- Secure
- Data accessible to your care team
- Configurable
- 24/7 global accessibility
- Subscription-based service

### **HEALTH GAUGE - PROOF OF CONCEPT STUDY**



## **Bill and Melinda Gates Foundation Funded Study**

## **Study Purpose:**

to reduce pregnancy complications and mortality, by making healthcare more accessible using Health Gauge's wearable solution

# Conclusion: Health Gauge can help solve important community health problems, affordably

- ✓ HG's Al-driven software for blood pressure estimation helped women better monitor their heart health
- ✓ validated the applicability of the use of HG's technology for helping better identify women at risk of developing eclampsia
- ✓ demonstrated the configurability of the HG Solution, and its ability to be seamlessly integrated into a defined health care plan



#### **HOW WE GET PAID:**



HG

Provides technical infrastructure to RTTC

# **Our Current Licensing Contracts**

License Partner

# Rapid Test \*\*Trace

- **√\$7.5M** projected annual revenue
- √ HG to receive \$2.50 per test + costs
- ✓ RTTC granted exclusive rights to 5 countries
- ✓ RTTC must maintain 50,000 tests per country per month
- ✓ Revenue expected to begin 12.1.2021



**End-users** 

Hundreds of RTTC's
B2B customers

#### **RTTC**

Provides a self-administered, rapid, verified COVID test



### **HOW WE GET PAID:**

# **Our Current Channel Partnerships**

**Channel Partners** 



#### HG provides package:

\$150 HG-36 Band + \$25 / subscription for 12 months



a leader in the development of innovative, evidence-based tools to improve brain function and enhance athletic performance.



a digital health program that uses Cognitive Behavioral Therapy (CBT) techniques to engage users in self-care.



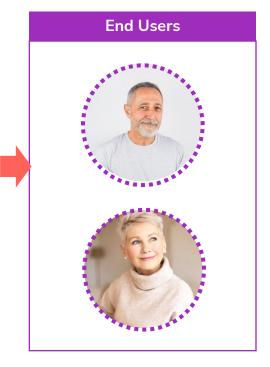
a 12month pilot project to validate the HG solution for athletic performance, with a goal to capitalize on opportunities within the lucrative highperformance athletic market.

## AI On-Call

a partnership to deliver the HG solution for the early prediction, diagnosis, and prevention of sepsis and acute illness in seniors.



provides HG solution
 to Payers / Benefits providers
 Clients (employer programs)



End-users:

access via

Benefits programs OR

through their Health

Benefit Providers



# Our Investment in Digital Mental Health and Wellness



"a digital healthcare innovator with a portfolio of wellness and health-tech products and services designed to improve an individual's mental well-being"



acquired 22% of Tech2Heal plus 70% of North American rights to Tech2Heal products



# The Case for Digital Mental Healthcare

"The global digital mental health software market is expected to reach *US\$* 21.9 billion by 2027, with the global digital mental health market expected to ascend at a *CAGR of 28.6%* from 2021-2027" (QuantAlign Research)

"The economic case for investment in mental health is strong: for every \$1 invested in scaled-up treatment for depression and anxiety, there is a \$4 return in better health and productivity" (WHO)

"Since the start of the COVID-19 pandemic, some 42 percent of employees globally have reported a decline in mental health" (McKinsey & Company)

"Almost 1 billion people worldwide suffer from a mental disorder. Lost productivity resulting from anxiety and depression costs the global economy US\$1 trillion each year" (WHO)

"Poor mental health is projected to cost the world economy *US\$6 trillion* by 2030 in poor health and reduced productivity" (The Lancet)











## **Qookka Live**

B2B subscription model secure and easy access to personalized programs that include teleconsultations with psychologists and live wellness sessions with certified coaches, with a focus on employee mental health services for corporate clientele.

## Qookka DTx

B2C and B2B2C model a secure digital mental health therapy platform for high chronic anxiety and depressive patients, administered by a psychiatrist.

## **Qookka Center**

B2C and B2B2C model a 230m<sup>2</sup> space dedicated to mental health with a team of 8 therapists led by a psychiatrist. Located in Europe's largest technology park, home to 2,000 companies and 30,000+ engineers.

## **RPM Platform**

B2B subscription model a full stack SaaS digital therapy and remote patient monitoring platform that allows hospitals and clinics to easily commence a "no code" value-based care program with their patients.



## booked contracts/projected revenue

- √ 3, multi-year digital mental health services contracts
  signed in the first month of operation
- ✓ US\$5M projected revenue from these first contracts
- √ access to 300,000 potential users





## **Current contracts with:**

leading French multinational manufacturer to provide mental wellness support to their 170,000 employees globally in five languages



MAPA Assurance, the 110-year-old French insurer, to provide for mental health consultations coverage to its 85,000 members



**Elixir Santé**, is a French web-based health insurance market with an emphasis on health coaching care and support for their members



### historical track record/proof of business model –user footprint













# AI/ML's growth strategy







growth plan

- Initial focus on North American markets
- Pilot programs with B2B channel partners being readied
- Product use/sales discussions with Primary Care facilities, academic facilities, diagnostic companies, insurers
- Class 2 FDA 510k medical device clearance in works
- Additional resources to be deployed on business development
- Additional capacity for supply chain & inventory
- Al validation in works
- Possibility to leverage Tech2Health client base needs



growth plan

- Organic growth in EU through historical network
- Leverage existing sales network in South America
- Robust marketing plan in place
- Pilot projects for its RPM Platform being readied with several interested parties
- Market opportunity in USA, in discussion with large healthcare provider



## OUR TEAM – management and board of directors



### Tim Daniels, B. Comm. (Finance) Executive Chairman, AI/ML Innovations Inc.

Over the past 25 years, Tim has held the positions of Chairman, Director, CEO and CFO for several Canadian and US-based, private and publicly traded technology, biomedical and strategic hi-tech mineral companies. Tim's extensive management experience includes a focus on corporate finance, strategic planning, project development and corporate governance matters. Tim has led in the raising of many tens of millions of dollars for various projects and companies over the course of his career.

### Randy Duguay, P.Eng, M.Eng CEO & Director, AI/ML Innovations Inc and Health Gauge

Randy was a Senior Business leader at Canada's most significant digital health services company – TELUS Health where he led on several multi-million dollar commercialized products and ventures reviews.

### Bruce Matichuk, B.Sc, M.Sc. CTO & Director, AI/ML Innovations Inc and Health Gauge

Bruce has been CTO of several AI Tech companies, where he led multiple teams in new AI/ML innovations and raised millions privately.

### Nick Watters Independent Director, AI/ML Innovations Inc

Nick is and has been a Director of several public companies and brings an extensive record of Corporate Governance experience. Nick is a cofounder of several successful early stage start up enterprises. He has been an integral part of raising nearly \$260 million for start-up and development opportunities in his career in a wide variety of sectors including mining, high-tech and the biotech industries. Nick is currently Business Development for East Africa Metals Inc.

### Dave Cross, CPA Chief Financial Officer, AI/ML Innovations Inc.

Dave is a Chartered Professional Accountant, Certified General Accountant, and is a co-founder of Cross Davis & Company, a CPA firm that has focused on providing accounting and management services to publicly listed companies since 2010. In total, Dave has over 23 years of accounting experience, starting in 1997 with a Vancouver-based CPA firm.

## **OUR TEAM – strategic advisors**



### Fabrice Pakin, Masters Marketing & International Business Founder and CEO of Tech2Health

Fabrice founded Ignilife, a web and mobile SaaS health prevention platform made to empower and engage people to make healthier lifestyle choices. Prior to that, he served as Business Unit Director/Manager for several technology companies.

### Dr. Pierre Boulanger, P.Eng, PhD Advisor to Health Gauge

Dr. Boulanger is a Professor and Cisco Chair in Healthcare, at the University of Alberta. He holds a double appointment of Professor at the University of Alberta's Department of Computing Science and the Department of Radiology and Diagnostic Imaging. He is also on the editorial board of two major academic journals and sits on several international academic committees. His scientific research topics include new techniques for tele-medicine; patient specific modeling using sensor fusion; the application of tele-presence technologies applied to aged care facilities and remote regions; the application of AR/VR technologies to medical training, simulation, and collaborative diagnostics; and patient-specific modeling in surgery. Dr. Boulanger has accumulated 38 years of experience in 3D computer vision, rapid product development, and the applications of virtual reality systems in medical and industrial manufacturing.

### Dr. Jacques Kpodonu, MD, FACC Advisor to Health Gauge

Dr. Kpodonu is a triple US boarded cardiac and endovascular surgeon based at the Beth Israel Deaconess Medical Center and surgical faculty at Harvard Medical School. Additionally, he is a visionary clinician, medical scientist, and the lead author and editor of four medical textbooks as well as having regularly published work on topics including digital health, biomedical innovation, design of hybrid operating rooms. Dr. Kpodonu holds leadership roles with the Society of Thoracic Surgery, American College of Cardiology, REACH program and is frequently quoted in national and international journals and media. Dr. Kpodonu's areas of professional expertise and interest include digital health technology, biomedical innovation, innovations in cardiac surgery, global health innovation, and precision medicine.



## Cap Table (CDN \$)

Shares outstanding: 30,718,472

12-month high/low price: \$0.175 - \$1.59

Current price: \$0.53

Warrants (ave. price 0.70): 10.4M

Options (ave. price 0.48): 1.85M

Shares fully diluted: 42.95M

Market Cap: \$16.3M

Insiders/control group: 28%

Proceeds from wts & options: \$8.17M

# Metrics 11.2021



## Public Company Comparables (Nov. 5, 2021 - Yahoo Finance)

Company (in CAD)	Market Cap	Share Price	Revenue (TTM)	EPS (TTM)
WELL Health Tech	1.39B	6.77	116.8M	-0.13
CloudMD	332.3M	1.45	33.6M	-0.119
Vitalhub	105.9M	2.90	19.4M	-0.078
Reliq Health	168M	0.97	1.46M	-0.075
Fobi Al	246.1M	1.89	10.0M	-0.089
VentriPoint Diag.	68.4M	0.475	36.0M	-0.03
Empower Clinics	123.4M	0.375	5.89M	-0.20

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## THANK YOU FOR YOUR TIME

SEPTEMBER 2021

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For detailed information please see AI/ML's website at https://aiml-innovations.com/ or the Company's filed documents at www.sedar.com. For further information: Blake Fallis at (778) 405-0882 or info@aiml-innovations.com.

#### Presentations:

Corporate video: https://www.youtube.com/watch?v=k2QSjo7clXc&feature=youtu.be Official YouTube Channel: https://www.youtube.com/channel/UCCfOj2P\_Fu3TOK6Jl1G9vEQ

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