



RELA:CN

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**RELAY
INVESTMENTS**

RELAY MEDICAL CORP

- DRIVING HEALTHTECH AND IOT INNOVATION

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**DRIVING
HEALTHTECH'S
NEXT STAGE
OF INNOVATION**

Relay Medical Corp is a Canadian-listed Healthcare technology company, with product lines in the IoT (internet of things)

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RELAY MEDICAL CORPORATION AND THE COVID PANDEMIC



1.

While infectious diseases have affected millions in less developed countries more recently, the COVID-19 pandemic has triggered the biggest health crisis in the western world since the 1918 Spanish Flu pandemic.

2.

Relay Medical Corp is a HealthTech innovation company with a portfolio of investments developing breakthrough technology in the medical technology sector.

3.

Relay has launched a testing platform that allows for the efficient broadscale COVID-19 testing, and in addition, owns an interest in a COVID-19 treatment with successful phase 2 clinical trial results.

4.

The Fionet Pandemic Platform, is a diagnostic testing support system that allows front-line workers to rapidly process COVID-19 tests.

5.

Fionet can then automatically upload data securely for real-time responses, which could include increasing testing in certain community settings (airports, workplaces, schools, etc.), ensuring appropriate medical resources (PPE and hospital beds, for example) as needed, or helping control disease spread with case tracking.

6.

While vaccine development and rollout have many feeling more hopeful for the future, testing and screening will be a major component in supporting the safe and effective travel and reopening of countries around the world.

7.

This technology could be a game-changer for major travel hubs and other large locations, such as airports, train stations, arenas, etc. Relay recently announced the Fionet COVID-19 is now being deployed at Toronto Pearson Airport, Canada's largest and busiest international airport.

8.

The Fionet technology has already been validated after being used in 12 countries by more than 1 million people.

9.

Partnerships are in place and funding has been provided by many world-class organizations with vested interests, such as the WHO and Bill and Melinda Gates Foundation.

10.

For investors in Relay, a C\$100 million market cap company with such an abundance of near-term news-flow and longer-term technologies likely to ensure steady revenue generation, the future could look very bright indeed.

DRIVING HEALTHTECH'S NEXT STAGE OF INNOVATION

Relay Medical Corp is a Canadian-listed Healthcare technology company, with product lines in the IoT (internet of things) addressing large global markets in the medication adherence and pandemic testing markets.

The leadership team is using their combined 100+ years of experiences in the MedTech

space to commercialize and scale disruptive technologies in the rapidly growing IoT industry.

The company's Fionet platform has had engagements with leading global healthcare bodies including the World Health Organisation (WHO), US Centers for Disease Control (CDC) and the Bill and Melinda Gates Foundation.

It also appears to have hit the sweet spot for working with product lines at the forefront of technological change and where demand is ready to take off. Via its investments and strategic partnerships, Relay has exposure to:

The fight to manage pandemics from COVID-19 and beyond, as novel viruses are likely to be a feature of the world going forward (Fionet);

The necessity of healthcare systems to save money and improve patient care through improved medication adherence and more rapid diagnostic testing (Pharmatrac);

The cutting edge research shows many potential benefits of alternative medicines and supplements such as cannabis and other plant-based products (Glow Lifetech).

The global cybersecurity market with the IoT market is growing in an unprecedented way. This creates a huge challenge for cybersecurity experts as they review the growing number of cybersecurity alerts. Cybeats' solution not only allows the expert to focus on real and immediate threats, but it can also eliminate malicious code within seconds.

Management appears to strike an incredible balance between investments likely to have a longer-term payback (such as Pharmatrac) and those where short-term news-flow could drive significant returns shortly (Glow Lifetech and the Fionet COVID-19 program). Highlight benefit of COVID-19 to the webmedicine business of Pharmatrac. Plus, the success of their product lines in addressing COVID-19 could draw significant attention and interest to their web medicine business of Pharmatrac.

The company already has a revenue base expected to pick up rapidly over the next 2 to 3 years, with some of the assets entering large potential global markets.

The Fionet COVID-19 system alone has announced several engagements including a deployment with USAID and Canada's Pearson International Airport

Relay's current product lines and affiliates address a potential combined market that could easily reach hundreds of billions of dollars.

The company estimates that a 5% share of the North American target market for Fionet's COVID-19 integrated system (airports, care homes, cruise ships, universities, etc.) could produce revenues of C\$100 million alone.

Glow Lifetech's plant-based nutraceutical products will enter a market worth around USD\$300 billion globally and growing rapidly.

Glow Lifetech's plant-based nutraceutical products will enter a market worth around USD\$300 billion globally and growing rapidly.

And Cybeats is pioneering exciting new breakthroughs in the booming cybersecurity industry, which is projected to reach USD\$248 billion by 2023.



With a current market capitalisation of around C\$100 million, Relay has incredible upside given the exciting developments their partners are working on at the moment

Relay has 4 principal holdings, with novel products that could fill huge gaps in the market and have significant opportunities for rapid commercialisation.

Fio Corporation (33% ownership) is delivering the smarter way to scale rapid testing through their breakthrough device/software asset (Fionet).

It provides everything you need to manage rapid testing at a massive scale. With point of care (POC) collection of rapid diagnostic tests (RDT), their technology helps provide more accurate testing rapidly.

Glow Lifetech (20% ownership) is tackling the pandemic through another angle.

With their in-licensed proprietary formulation technology (MyCell), they're developing a solution that helps make poorly soluble plant-based medicines more easily available to the human body when ingested.

Recent excitement has been generated with the results of a mid-stage (phase 2) human clinical trial with its ArtemiC product, which appears to vastly improve the outcome for COVID-19 patients.

Using the MyCell Technology, they're also addressing the growing cannabis and nutraceuticals markets more broadly.

Glow publicly listed on the Canadian Securities Exchange (CSE) in March 2021 under the ticker GLOW.

Pharmatrac (100% ownership) has developed technology to address one of the biggest problems in terms of patient outcomes and the associated costs to society – non-compliance with medication.

Whether due to forgetfulness or complicated medication schedules (e.g. multiple different medications at different times throughout the day), Pharmatrac's prototype is designed to help provide real-time insight to physicians on whether patients are following the treatment protocol correctly.

It does this by pooling and distributing medicines, which is particularly valuable for patients with known poor compliance (for example those in assisted living).

Cybeats (100% ownership) is an IoT cybersecurity solution designed to secure and protect high-valued connected devices. Cybeats' unique approach eliminates device downtime due to cyber-attacks and allows device manufacturers to develop and maintain secure and protected devices in a timely and cost-efficient manner (Cybeats);

Companies that manufacture, integrate or deploy IoT devices in enterprise, industrial, critical infrastructure or medical environments have good reason to be concerned about device security. Until now, IoT devices have been easy targets for attackers and are vulnerable to many cyberthreats. Cybeats protects IoT devices throughout their lifecycle by taking a unique "inside out" approach to cybersecurity

The Cybeats solution is embedded into devices as a non-intrusive micro-agent to provide continuous protection, allowing devices to instantly detect even the most sophisticated threats, block them to prevent harm, and gather intelligence to help neutralize threats. The micro-agent is supported by intelligent cloud-based hybrid computing, relieving the IoT device of the heavy workload of security. Then when the manufacturer updates the firmware to eliminate vulnerabilities, Cybeats automates firmware distribution to all devices in the field to restore a secure posture.

RELAY'S INVESTMENTS

FIONET PANDEMIC PLATFORM:

While the vaccine rollout for COVID-19 is an important step to bringing life back to normal again, we're still missing a key piece of the equation.

While the vaccine rollout for COVID-19 is an important step to bringing life back to normal again, we're still missing a key piece of the equation.

As the world opens up and people begin to travel, attend live events, and gather in large public places again, we need to have a way to ensure we can do it safely.

But perhaps more importantly, this will be required for all workplaces, schools, mobile testing, and other community settings to open up safely.

That's why so many have placed a huge emphasis on doing rapid

testing, being able to test large numbers of people and get instant results.

Fionet is providing the tools to help run mass testing programs effectively.

It's perfect for the processing of the data produced by rapid testing and could be instrumental in providing the data to help manage an effective response to spikes in cases.

Fionet is believed to eliminate 23% of processing errors that are common with manual data input techniques and gives test results with 99.5% accuracy with central lab technicians.

Through their connected, rapid diagnostics platform, it helps bring together everything you need to administer widespread rapid testing and real-time tracking, for a smarter, scalable pandemic response.

This platform covers every step of the testing process – helping speed up and coordinate scheduling, providing results on the spot, delivering results securely to the cloud, and allowing healthcare providers to scale up resources if they identify hotspots.

Fionet's technology has already been proven effective in managing a number of different epidemics across 12 countries.

It has been deployed widely in the “developing” world in outbreaks of diseases such as Ebola, malaria and HIV, amongst others.

And they've developed partnerships with world-renowned organisations such as the WHO, CDC and Bill and Melinda Gates Foundation.

Now, with Fionet being used to help slow the spread of COVID-19, it's set to make the transition back to normal much safer and much faster.



There are several key benefits that they bring to the table, including:

Compatible with any type or brand of rapid diagnostics test – Unlike many diagnostic devices, which can only operate on the testing platform of the company making them, Fionet is compatible with any type of rapid diagnostic test.

One system, many applications – Fionet is flexible enough to be used in a variety of applications, whether that's rapid testing at airports or arenas, ongoing screen in schools or businesses, or outbreak response at local or national hotspots.

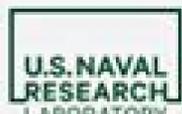
Get accurate results in just minutes – With Fionet, you don't have to wait days or weeks for test results anymore. Since it's able to deliver lab-quality test results in just minutes, this is ideal for throughput rapid testing locations everywhere, able to perform up to 60 tests per hour with a single device.

Proven on pandemics worldwide – With years of experience in the field testing several infectious diseases like HIV, Ebola, malaria, and dengue in millions of patients, Fionet has partnered with some of the most well-known health organizations on the planet.

World-Class Partners:

World-class Partners

BILL & MELINDA
GATES foundation



The World Bank has estimated that the economic impact of the pandemic will have cost around USD\$10 trillion of lost GDP across 2020/21.

With that sort of economic impact, the demand for rolling out Fionet far and wide could make this opportunity very financially lucrative.

Moreover, even once widespread vaccination has been achieved, this sort of technology will be essential for building confidence in the public.

And since Fionet can be used with any rapid diagnostic device, it can easily be updated to process a new test for future viruses as well. This will play a crucial role in getting people travelling, socialising and spending money

once more, all of which are key to start the global economic recovery. It is likely that widespread testing with rapid turnaround of results will enable authorities to identify and control future outbreaks of COVID-19 or any other disease. Knowing that this is the case will in turn likely to give people more confidence to return to a normal life.

Relay has identified a number of commercial opportunities for the rollout of Fionet.

For North America alone,
they could have an estimated
audience of over 1 billion
people each year.



That includes targeting areas where there are congregations of people with the likelihood of multiple interactions, including airports, long term care facilities and sporting events/concerts. In fact, Relay recently announced they've reached an agreement with the Toronto Pearson Airport to utilize Fionet's technology for rapid testing of passengers and employees.

This is a massive opportunity as Toronto Pearson Airport is the largest airport in all of Canada, with over 50 million passengers passing through in 2019. With this engagement, it creates a model for other airports, transportation hubs, or other high-volume locations to replicate moving forward.

Plus, Toronto Pearson Airport is one of only four airports accepting international flights into the country.

And because the Government of Canada is now requiring all international passengers coming into Canada to complete mandatory testing...



This could provide rapid, accurate testing for millions of passengers in the coming year.

This is in addition to the announcement from the US CDC (Centers for Disease Control) that all air passengers coming into the United States (from Canada or any other country) are required to have a negative COVID-19 test result.

Given the number of people affected by these policies, Fionet will play a key role in ensuring that the tens of millions of passengers and employees are able to travel again safely with confidence.

In addition, it will surely show a proof of concept for other airports and large venues if results are positive as this technology is rolled out at Toronto Pearson Airport. Fionet will drive most of its revenue from the ongoing provision of reagents and accessories and/or licensing fees for each test done.

For revenue potential, the products are provided on a per test basis, varying from a dollar to several dollars, depending on application and desired functionality. With a market penetration of just 5%, it gives a near-term target of \$100 million.

Clearly this 5% could be a conservative target, and if more deals are struck with aviation authorities and/or airport operators with mandated testing, it would open up a market of C\$1.4 billion

GLOW LIFETECH:

Glow Lifetech is also hoping to take on the battle against COVID-19, but they're planning to do it by addressing the virus directly.

Recently, there's been a surge in consumer interest in the use of alternative medicines.

Science has already shown us that many natural ingredients have therapeutic properties, with many being featured in popular prescribed medications.

Products ranging from the anti-cancer drug Taxotere (yew trees), Botox (from the Clostridium botulinum bacteria found in soil) and Digoxin (foxglove plants) are all examples of hugely successful pharmaceutical products coming from naturally occurring sources.

And, of course, the first formal approval of a cannabidiol (CBD) product as prescribed medicine has brought this industry significant attention as well.



Just recently, Jazz Pharmaceutical announced they've agreed to acquire GW Pharmaceutical and their cannabidiol-based medication, Epidiolex, for a massive USD\$7.2 billion.

But there is a growing parallel industry dedicated to providing natural products with therapeutic properties direct to consumers.

This is where Glow's innovative technology comes in, helping produce quality natural products that are both highly effective and

According to a report released in 2020 by Grand View Research, the value of the complementary and alternative medicine market is expected to reach an incredible USD\$296.3 billion by

Within this alternative medicine segment, botanicals (plant-based products, make up about two-thirds of the total market.

However, there's one major problem with these plant-derived compounds. Many are difficult for the body to absorb when taken orally.

This means that when they are taken, even if the dose of the active ingredient in the product is high, the amount the body can actually use is minuscule.

Glow Lifetech could have a solution though, and it may open the door for customers to leverage these natural compounds to their full potential.

They've in-licensed a patented delivery system technology called MyCell(™) Technology from Swiss Pharmacan AG (developed with MiVital AG) which makes these easier for the body to absorb by making them water-soluble.

Inspired by nature, their groundbreaking technology mimics the body's natural process for absorbing fat-soluble compounds, using a process called micellization.

Using only plant-based ingredients, they transform these valuable compounds into clear, water-compatible concentrates. These concentrates are then ready for immediate absorption in the body with game-changing benefits that set a new standard for natural ingredients.



**Easy-to-Administer/
Distribute**
Oral administration
at home/hospital



**Affordable,
Accessible Price**
90% lower price vs
alternatives.



**All-natural
Formulation**
Plant-based, clean/
simple ingredients

The technology is extremely highly regarded and won the prize for *“Excellence in Pharma: Formulation”* at the 2018 CPhI Pharma awards, considered to be the “Oscars” of the Pharmaceutical Industry by some.

Swiss Pharmacan already distributes its products in Europe, either via white label or private brands to wholesale customers, something that Glow plans to repeat in the US market.

Glow's strategy is to supply these ingredients to other brands, so MyCell(™) Technology will be powering the next generation of natural health products.

Clearly this is very much a consumer-focused strategy and to support that, the company has management with widespread experience in establishing and

building consumer brands. One particularly exciting product which could cause heightened shareholder interest in the near-term is the news-flow concerning Glow's ArtemiC product.



An oral spray comprised of 4 Natural Active Ingredients:

1. Artemisinin*
2. Curcumin
3. Vitamin C
4. Boswellia Serrata (Frankincense)

ArtemiC contains a proprietary blend of curcumin, artemisinin, vitamin C and frankincense, developed using MyCell technology.

And after a phase 2 clinical study showed impressive results for COVID-19 patients. In these results the ArtemiC-treated patients:

- Saw full recovery within 15 days.
- Needed no additional oxygen, mechanical ventilation or intensive care versus 23.4% in the placebo group.

Now, after seeing such incredible results in the phase 2 study, they plan to focus on commercializing as a natural health product in North America.

RELAY'S PRODUCT LINES:

PHARMATRAC:

The second asset in Relay's stable is 100% ownership of Pharmatrac, a connected medical device designed to track the delivery of medications and provide feedback to prescribing physicians about patient compliance.

A study in 2004 from the journal Health Psychology estimated that 40% of patients fail to comply with the instructions they are given for their drug regimen.

And according to a paper by Chesney et al in 2000, that number could rise to 70% when there are more medications, at different dosages, all on a different schedule.



There are a number of reasons for that non-compliance, including:

As noted above, a complex regimen (multiple tablets multiple times per day at different times).

Patient inconvenience, such as when a dietary change is required for certain medications (some drugs, such as warfarin and some anti-depressants, interact with some foods and/or alcohol to increase or decrease the uptake of the drug by the body).

Cost of therapy in countries where healthcare is not fully funded by the state.

Use of the internet together paired with comprehensive product labels in most countries, leading some patients to go against medical guidance and stop taking the product.

Forgetfulness due to memory issues or age-related cognitive decline.

Non-compliance to a prescribed regimen can have profound medical and economic impacts.

Many are associating the rise of antimicrobial resistance with patients stopping antibacterial or antibiotic treatments early.

And the efficacy of many medications (like antidepressants) drops precipitously when doses are wrong or skipped, leading to faster disease progression, greater complications and frequently increased mortality.

A 2015 study by Hay et al reported that in the US alone, the total annual cost of non-compliance with prescribed drug regimens was over USD\$100 billion.

With this being such a massive problem, there is significant demand for a device that improves patient compliance.

While there are many products designed to help (like pill counters) already on the market, no others have the ability to visually recognise the specific tablets that the patient is taking and provide real-time information to physicians to address any issues before significant problems arise.

Pharmatrac's current prototype consists of a countertop device comprising a detachable bowl on top of a unit containing sensors and a camera.



With this device, the patient would simply place the medicines they are taking in the bowl as they normally set out their medications, and the camera and sensors:

Take pictures of the medications which then identify what is being taken using AI and Machine vision technology.

- Record times that the medication is taken.
- Provide real-time insight behavior to physicians, pharmacists, or family members. Based on all this data, Pharmatrac uses data science to provide predictive insights onto future behavior so the team can plan interventions.

Pharmatrac has detailed projections for the roll-out of its systems. The initial targets are for locations such as pharmacies, regional healthcare providers, and assisted living facilities.

However, it would not be surprising to see large Pharmaceutical companies and government healthcare agencies take an interest as well, as clearly the higher compliance in a clinical trial, the greater likelihood of a positive outcome in the study.



RELAY'S PRODUCT LINES:

CYBEATS:

Cybeats delivers an integrated security platform to secure and protect high-valued connected devices from cyber-attacks.

Cybeats unique approach to device security eliminates device downtime due to attacks and allows device manufacturers to develop and maintain secure and protected devices in a timely and cost-efficient manner.

Secure devices from the inside:

Cybeats μ -Agent (micro agent) technology is a non-intrusive sentinel providing visibility inside the device.

Monitor for vulnerabilities:

Cybeats automatically discovers vulnerabilities in software dependencies and alerts the manufacturer and users of the device.

Behavioral profile learning:

Using swarm-based machine learning, Cybeats builds a complete profile of the behavior of a healthy device.

Behavioral profile enforcement to detect and block threats:

Utilizing the healthy device profile, Cybeats detects unknown threats and unauthorized activities on the device and blocks them.

Continuous firmware maintenance:

Cybeats securely distributes updates to the device firmware with flexible distribution strategies and workflow.

Visualize developing and on-going risks:

Cybeats ensures maximum visibility with an information-rich dashboard.

Support critical infrastructure:

Cybeats provides the highest level of control and a workflow-based firmware approval process for threat defense operations and secure firmware updates.

CYBEATS SOLVES A CRITICAL IOT SECURITY PROBLEM

Companies that manufacture, integrate or deploy IoT devices in enterprise, industrial, critical infrastructure or medical environments have good reason to be concerned about device security. Until now, IoT devices have been easy targets for attackers and are vulnerable to many cyber threats. Cybeats protects IoT devices throughout their lifecycle by taking a unique “inside out” approach to cybersecurity.

The Cybeats solution is embedded into devices as a non-intrusive micro-agent to provide continuous protection, allowing devices to instantly detect even the most sophisticated threats, block them to prevent harm, and gather intelligence to help neutralize threats. The micro-agent is supported by intelligent cloud-based hybrid computing, relieving the IoT device of the heavy workload of security. Then when the manufacturer updates the firmware to eliminate vulnerabilities, Cybeats automates firmware distribution to all devices in the field to restore a secure posture.

FEATURES AND FUNCTIONALITY

Unique Microagent approach - Cybeats uses a small footprint, low CPU-consumption μ -Agent inside the IoT device as a sentinel. It is a self-contained, independent process and the manufacturer need not make any changes to firmware code to incorporate this micro-agent. The μ -Agent can detect threats that are invisible to network-based protection – even the most advanced unknown threats – and remove them with surgical precision.

Monitor for vulnerabilities in software dependencies - Most vulnerabilities in IoT devices come from third-party software dependencies. Cybeats continuously monitors for new vulnerabilities and alerts both manufacturers and users who are affected.

Anomaly detection and intrusion prevention - Cybeats automatically learns which IPs and ports an IoT device normally communicates with any exceptions to normal device behavior or traffic are flagged, alerts are generated, and all pertinent details are recorded.

Hybrid cloud architecture - The Cybeats solution can be deployed either with our cloud infrastructure, or within an on-premise data center for critical infrastructure customers and air-gapped environments that do not allow connectivity to the public Internet.

Future proof - Rather than depending on databases of known threats and vulnerabilities to protect IoT devices, Cybeats automatically builds and maintains dynamic models of healthy device behaviors. This allows for any unusual behavior to be detected, making it ideal for identifying new and unknown threats.

Secure distribution of firmware updates - When a manufacturer updates its device's firmware, Cybeats notifies users and gives them choices for when and how to do the upgrade. The firmware is securely delivered through the Cybeats dashboard, thus keeping it out of the hands of hackers. Users

can track their update status by device and see if an update has failed, and why.

Easy dashboard visibility - Cybeats delivers an information-rich dashboard to both enterprises and device manufacturers, ensuring maximum visibility of developing and ongoing risks and vulnerabilities that may impact IoT devices. Both the manufacturer and the enterprise are alerted in real time as soon as threats are identified, or updates are deployed.

Visibility into software bill of materials - Get clear visibility into health data to enable easy detection of memory leaks or excessive CPU usage, and enable proactive response to improve stability and resource requirements of the software.

Winner of the 2018 IoT Global Awards in two categories: Securing IoT and Big Data, Cloud & Analytics

OVERVIEW OF RELAY MEDICAL CORP

Relay Medical Corp is putting their name behind some of the most exciting innovations in the HealthTech and IoT space. With their initial product lines of Fionet, Pharmatrac and Cybeat alone, they could have projected revenues running near C\$270 million.

Plus, their additional interests including Glow LifeTech could disrupt markets worth hundreds of billions of dollars.

With a current market cap of around C\$100 million, this offers incredible upside for investors in Relay.

And with the major announcement of Fionet rolling out to the largest airport in Canada, this could help drive major interest in this budding HealthTech company in the days ahead.

SHAREHOLDER BASE & SHARE STRUCTURE

Relay is listed on the Canadian Securities Exchange (RELA:CN)

Shares Outstanding
228,347,329

Warrants
51,911,760

Options
30,429,834

Fully Diluted Shares
30,429,834

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