# HealthLynked Corp. OTCQB: HLYK

# Healthcare in your hands

Connecting Patients, Doctors and Healthcare Data Around the World



# **Safe Harbor Statement**

Any statements contained in this Investor Presentation that do not describe historical facts may constitute forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995. Any forward-looking statements contained herein are based on current expectations but are subject to a number of risks and uncertainties. The factors that could cause actual future results to differ materially from current expectations include, but are not limited to, risks and uncertainties relating to the Company's ability to develop, market and sell products based on its technology; the expected benefits and efficacy of the Company's products and technology; the availability of substantial additional funding for the Company to continue its operations and to conduct research and development, clinical studies and future product commercialization; and, the Company's business, research, product development, regulatory approval, marketing and distribution plans and strategies. These and other factors are identified and described in more detail in our filings with the SEC, including, our current reports on Form 8-K. We do not undertake to update these forward-looking statements made by us.

# **Risk Factors**

Investing in our securities stock involves a high degree of risk. You should carefully consider the risks described below, as well as other information included in our Annual 10-K and Quarterly 10-Q reports along with our financial statements and the related notes any of which may be relevant to decisions regarding an investment in or ownership of our securities. The occurrence of any of these risks could have a significant adverse effect on our reputation, business, financial condition, results of operations, growth and ability to accomplish our strategic objectives. We have organized the description of these risks into groupings in an effort to enhance readability, but many of the risks interrelate or could be grouped or ordered in other ways, so no special significance should be attributed to the groupings or order below.

- We may never be able to implement our proposed online personal medical information and archiving system and as such, an investment in us at this stage of our business is extremely risky.
- We have substantial future capital needs and our ability to continue as a going concern depends upon our ability to raise additional capital and achieve profitable operations.
- Federal and state laws that protect the privacy and security of protected health information may increase our costs and limit our ability to collect and use that information and subject us to penalties if we are unable to fully comply with such laws.
- The market for Internet-based personal medical information and record archiving systems may not develop substantially further or develop more slowly than we expect, harming the growth of our business.
- We may not be able to properly safeguard the information on the HealthLynked Network.
- Stockholders' ability to influence corporate decisions may be limited because Michael Dent, our Chief Executive Officer and Chairman of the Board, currently owns a controlling percentage of our common stock.
- The public market for our common stock is limited. Failure to develop or maintain a trading market could negatively affect its value and make it difficult or impossible for you to sell your shares.

# Digital Healthcare

Cloud-based patient information network and record archiving system ("HealthLynked Network") benefitting patients, healthcare practitioners and facilities **Health Services** 

OB/GYN and General Medical Practice Functional Medicine practice Physical Therapy

# HealthLynked offers a proprietary cloud-based patient information network and record archiving system

HealthLynked®

### **Dr. Michael Dent** Founder, Chairman and CEO



# George O'Leary Director and CFO



# **Executive Leadership**

- Founder and former Chairman and CEO of NeoGenomics, Inc. (NASDAQ:NEO), a \$5.0 billion market cap company composed of a network of cancer-focused testing laboratories
- Co-Founder and Managing Partner of Inlight Capital Partners LLC, an investment firm focused on healthcare, information technology and life science investments



- Founder of the Naples Women's Center, a multi-specialty medical group
- M.D. degree from the University of South Carolina in Charleston, South Carolina in and a B.S. degree from Davidson College
- CPA with Peat Marwick and Mitchell, now KPMG
- Former VP of Cablevision Industries where he ran \$125M business until being sold to Time Warner
- Served as CEO and President of Communication Resources Inc. where he grew annual revenues from \$5M to \$40M
- Vice Chairman of Timios Holdings Corp. where during his 6-year tenure as VC, company grew from \$25M revenue to \$80M (TTM) with \$11.5M (TTM) EBITDA, recently sold to Ideanomics (Nasdaq: IDEX) for \$45M.
- Co-Founder and Managing Director of Inlight Capital Partners LLC
- B.B.A from Siena College

### Bob Gasparini Director

- Served as Director, Chief Scientific Officer and President at NeoGenomics currently retired
- Former Director of the Genetics Division for US Pathology Labs, Inc. (acq. for \$155M by LabCorp)
- Grew the annual revenues of this division to \$30M over a 30-month period
- Former Adjunct Professor at Harvard University

### Dan Hall

### Director

- VP at Arthrex, Inc. an orthopedics medical device company with an est. \$2.6 billion in annual revenue
- Responsible for global enterprise's treasury, investment, financial audit, tax strategy/compliance and corporate structuring activities
- VP of Krisdan Management, Inc., a high-net worth single-family office

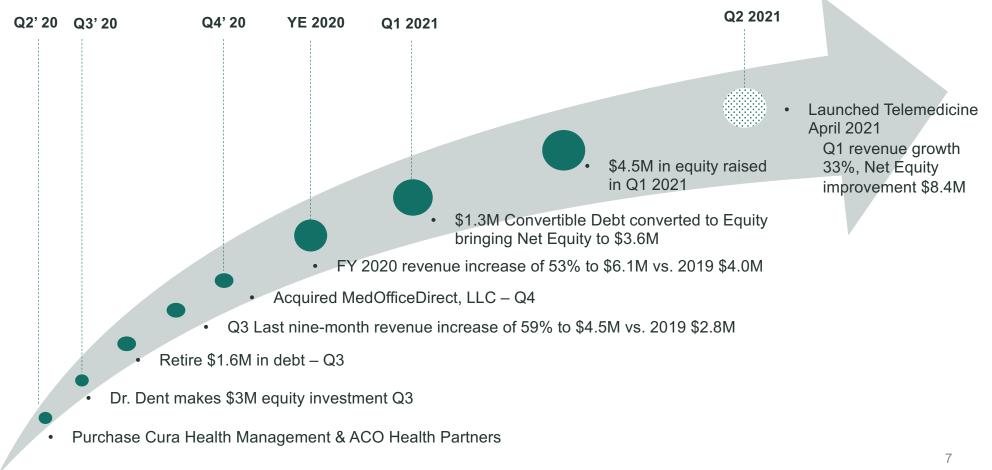
### Robert Mino Director

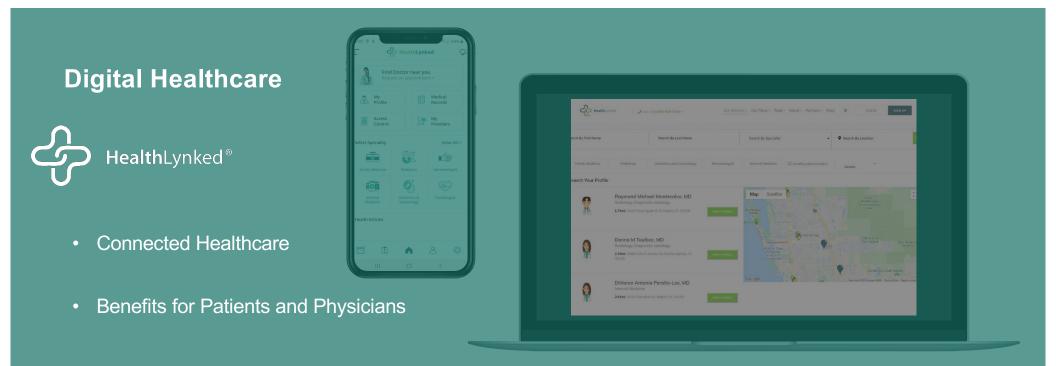
- VP, Life Sciences for the Business Development Board of Palm Beach County
- Served as General Counsel of Applied Food Technologies (a testing laboratory),
- Former General Manager at Somahlution (a medical device company)
- Former Corporate Counsel and VP, Business Development at Sancilio Pharmaceuticals

### Heather Monohan Director

- Former Director, Executive Vice President and Chief Revenue Officer at Beasley Broadcasting Group (NASDAQ:BBGI)
- While Chief Revenue Officer, Heather oversaw the entire sales organization and led the group through multiple acquisitions and product additions yielding a successful merger doubling the top line revenue
- Ms. Monahan is a best-selling author, keynote speaker, Ted-X speaker, Executive Coach and founder of Boss In Heels, a coaching and personal development organization geared to helping women

# Milestones





# **Digital Healthcare Overview**



How HealthLynked Addresses the Major Challenges in Healthcare





Patients input their past medical and surgical history, allergies, medications and family medical history



HealthLynked Network offers authorized access and up-to-date patient data compatible with electronic medical record systems

	Patients	Physicians	Healthcare Facilities	Schools			
# of Users							
Market Size	20.2 patient visits/day per physician <sup>1</sup>	860,917 <sup>2</sup>	6,146 (hospitals) <sup>3</sup>	13,598 (districts) <sup>4</sup>			
Pricing	• Basic (Free)	• Basic (Free)	• TBD	• TBD			
	<ul> <li>Lynked (\$10/year)</li> </ul>	<ul> <li>In-Network (\$60/month)</li> <li>Preferred (\$300/month)</li> </ul>					
Benefits	<ul> <li>Up to date medical records readily available</li> </ul>	<ul> <li>More accurate and up-to-date patient health profile</li> </ul>	<ul> <li>Medical information available for unconscious</li> </ul>	<ul> <li>Linked access to student's primary care physicians</li> </ul>			
•	<ul><li>healthcare providers</li><li>Schedule</li></ul>	<ul> <li>Offers patient / practice analytics</li> <li>Marketing services to patients</li> <li>Patient Access Hub Free Wi-Fi &amp; QWIK Check for Patients</li> </ul>	<ul> <li>Medical information available on</li> </ul>	<ul><li>Allergy and medication tracking</li><li>Vaccine records</li></ul>			
	<ul><li>appointments</li><li>Discounted medical supplies</li></ul>						
Compatible with electronic medical record systems							
1 2018 Survey of AMERICA'S PHYSICIANS Practice Patterns & Perspectives - the Deverians Foundation							

1. 2018 Survey of AMERICA'S PHYSICIANS Practice Patterns & Perspectives - the Physicians Foundation

2. "Active Physicians with a U.S. MD Degree by Specialty, 2015"; Association of American Medical Colleges

3. "Fast Facts on U.S. Hospitals, 2020"; American Hospital Association

4. National Center for Education Statistics 2016-2017



## Why Use HealthLynked?

HealthLynked provides a central point to archive and share medical records compatible with EHR platforms and utilize data analytics to make healthcare recommendations

#### Healthcare connectivity

- Connect to all your doctors no matter what EHR they are on.
- Control access and record sharing at the click of a button through our medical record access control.

#### **Care management**

 HealthLynked Ai system looks at your personal medical history to make recommendations based on age, gender and past medical history.

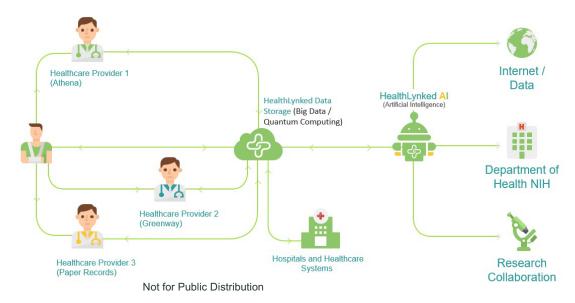
### HealthLynked Network Diagram

### Patient Provider Connector (ARi)

• Dial one number to reach all your healthcare providers of find a new medical provider with the expertise you are looking for.

### **Healthcare Algorithms**

• Collectively we look at the healthcare of our members to make recommendations that benefits everyone. As our network grows so does our ability to provide more comprehensive recommendations.



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### A Connected Healthcare Network

We provide our In Network physicians a robust portfolio of complementary products





Point of care centers and patient engagement

We provide our In Network physicians a robust portfolio of complementary products



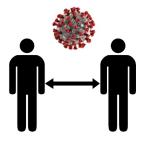
- Check in for appointments and maintain social distancing.
- Surf the web securely.
- SMS notification when the doctor is ready for the appointment.
- Healthcare reminders.
- Monitor Patient Flow.



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- Check in via mobile device.
  - Patient can wait outside until they receive a SMS text message that the provider is ready to see them.
  - Secure notification offer the highest-level HIPAA compliance.





- Practices can gain key insights into their practice performance identifying which times and days of the week are the busiest.
- Provider productivity and wait times can be determined accurately.
- Patients can be engaged via surveys to identify key areas of improvement.





HealthLynked Omni-Care is a complete healthcare eco system for the patient

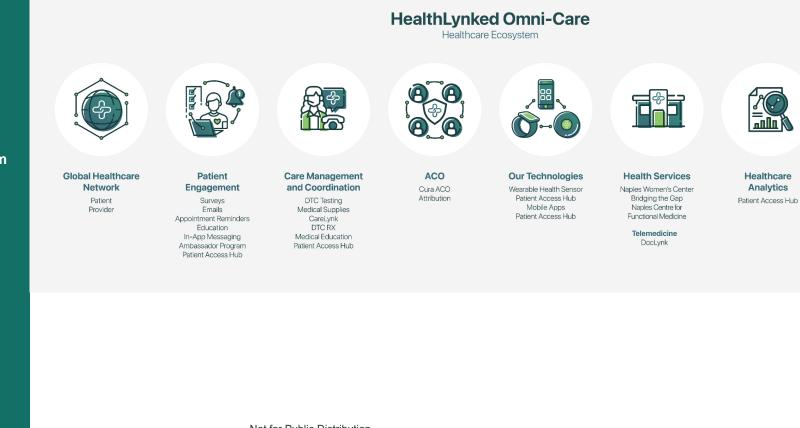




Monetization of the HealthLynked Network

There are multiple Streams of Revenue from a variety of valuable patient and provider services.

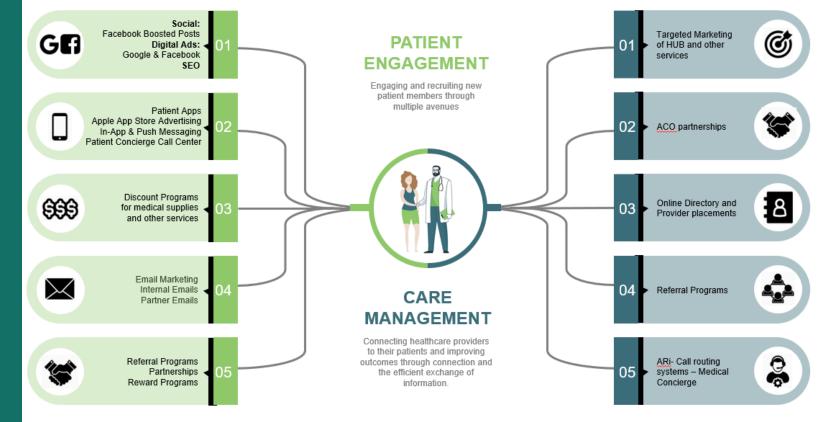
HealthLynked Oohvie MedOfficeDirect DocLynk CareLynk





# Sales and Marketing

HealthLynked marketing initiatives span across multiple touch points utilizing popular digital advertising and promotion avenues and social media.



### How is the Company marketing its service and products?



# **DocLynk** New! Virtual appointments now available right in the **HealthLynked** app.

### Connected Healthcare Nationwide

HealthLynked's Custom Built Telemedicine Platform launched May 2021

Fully Integrated with the HealthLynked Network.





### Additional Benefits for Patients

HealthLynked's products and services feed data in real-time into the HealthLynked network, keeping records up to date and the patient and physician informed HealthLynked offers additional products and services beyond just being a cloud-based medical record archiving system

#### **Direct to Consumer Lab Testing**

- Order Directly from our website or pick up at retail locations.
- Lab test results are reviewed by a physician and then delivered to your HealthLynked profile.



What is Healthlynked Test Kit?



- Routine monitoring of key vitals can detect early signs of health problems.
- Blood pressure
- Temperature
- Heart rate
- O2 Sat



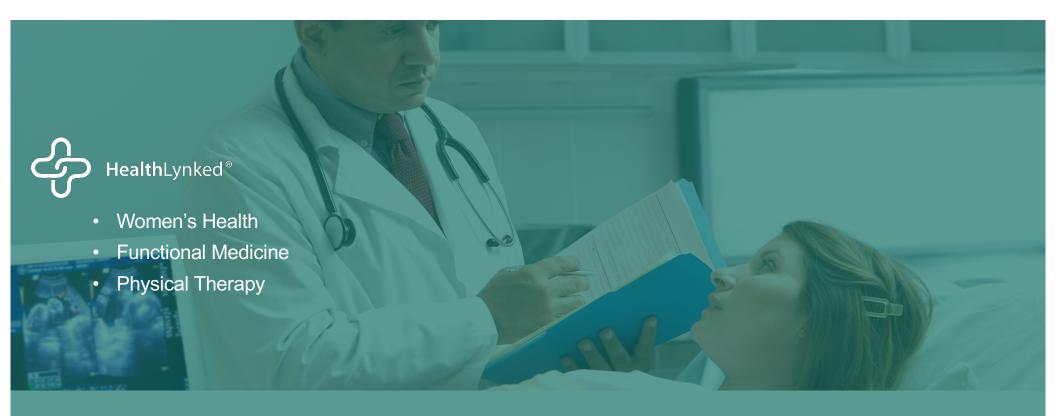
Remote patient Monitoring with billable CPT codes.



The Company has a global COVID-19 tracker app available for download COVID-19 tracker #1 app in the entire apple medical app store for the month of March with over 4M downloads in 8 weeks

- Global tracking of covid-19
- Updated every 30 mins
- Allows users to report symptoms
- Real time chat
- News updates on COVID-19
- Reports State and County level cases of COVID-19 in USA





# **Health Services**



### Health Services

The Company is also compromised of revenue generating medical practice operations

# 20% Growth in Health Services – During COVID-19 pandemic thru use of Telemedicine services

### Naples Women's Center

 A multi-specialty medical group including OB/GYN and general practice

### **Naples Center for Functional Medicine**

• Engaged in improving health of its patients through individualized and integrated healthcare

#### **Bridging the Gap Physical Therapy**

 Physical therapy practice opened in January 2020 Last twelve-month net revenue of \$4.8M<sup>1</sup> vs. \$4.0M<sup>2</sup> 20% growth

1. As of December 31, 2020

2. As of December 31, 2019



# HealthLynked®

- Capitalization
- Revenue
- Cash from Operations
- Comps

# **Financial Overview**

George O'Leary CFO

# Capitalization & Ownership Table

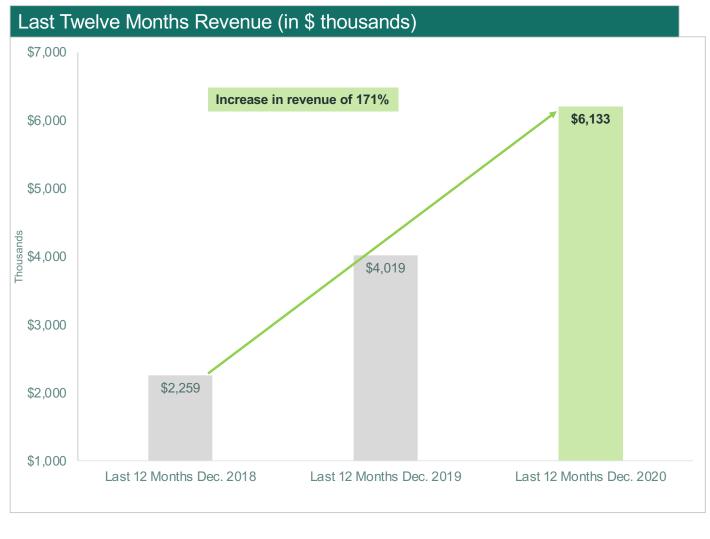
Capitalization as of July 12, 2021	Common Stock Equivalents	
Common Stock Outstanding	230,126,097	
Warrants (weighted avg. exercise price \$0.20)	56,829,122	
Series B Convertible Preferred (2,750,000 shares) <sup>1</sup>	13,750,000	
Options (weighted avg. exercise price \$0.20)	3,013,750	
RSUs	165,000	

Total Fully Diluted	303,883,969
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1. Each preferred share is convertible into 5 common shares after December 31, 2022. Each preferred share also has voting rates equivalent to 100 common shares on an as converted basis. Dr. Michael Dent and affiliated trusts are the sole preferred shareholders. Equates to 70% voting rights.

Ownership	# common shares	% of common outstanding
Dr. Michael Dent	84,955,112	36.9%
George O'Leary	3,757,328	1.6%

Last Twelve Months Revenue



### Q1 – 3/31/21 Financial Snapshot \*\*

### Balance Sheet 3/31/21

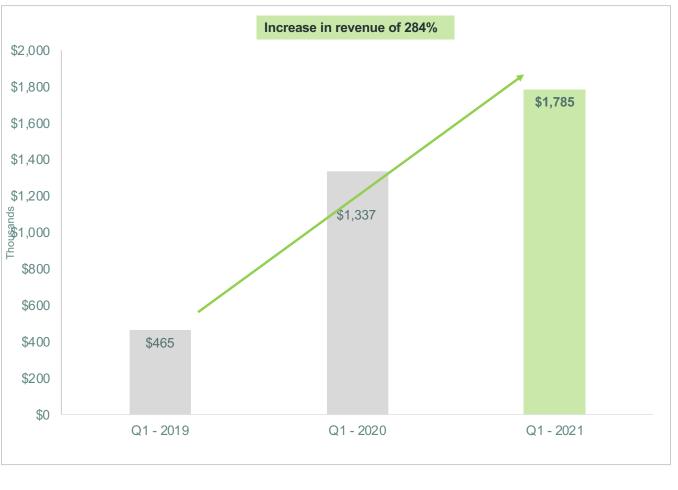
- Cash balance \$3.3M
- Debt \$450k \*\*

Debt		
Balance	Term	
\$450k	SBA 30 year	

 Net Equity \$6.2M

\*\* PPP Debt of \$645k expected to be waived by SBA in Q2 2021 not reflected in debt

### Q1 Revenue (in \$ thousands)





# **Health**Lynked<sup>®</sup>

- Cura Health Management
- ACO Health Partners
- MedOfficeDirect, LLC

# **Recent Acquisitions**



### Acquisitions ACO

The Company's acquisitions provide an opportunity to drive shareholder value



### Acquired May 2020 (\$1.75M)

- \$0.2M shares equaling 2.24M restricted shares of HLYK
- \$0.2M cash at closing
- \$0.1M cash + \$0.25M of shares equaling 1.84M restricted shares of HLYK at assessment for 2019 in Sept 2020
- \$0.4M restricted shares and \$0.4M cash contingent on 4-year earnout

#### **Financials at Acquisition**

- FY2019 revenue of \$2.1M
- FY2019 net income \$0.6M

### Overview

- Assists physician practices in providing coordinated and more efficient care to patients via the Medicare Shared Savings Program
- Two owners signed 4-year employment agreements with black out periods for senior managers in the company to further restrict the selling of shares during this period.



### Acquisitions Medical Distribution

The Company's acquisitions provide an opportunity to drive shareholder value



### Acquired October 2020 (\$6.0M)

- \$2.7M shares equaling 19.0M restricted shares of HLYK
- \$2.6M shares equaling 10.0M restricted shares of HLYK subject to significant revenue milestones over 4 years to \$2.9M
- \$0.7M cash

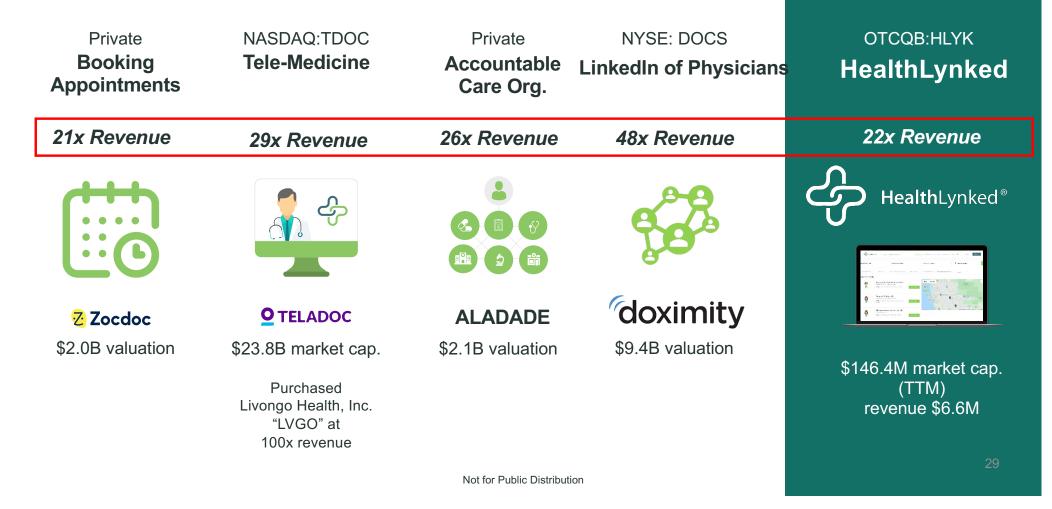
### Financials at Acquisition

- Revenue of \$1.2M (TTM)
- EBITDA of \$40k (TTM)

#### **Overview**

- Offers discounted medical supplies direct to its patient members and healthcare providers
- Access name brand medical supplies at 35% discounts to other retailers
- 62% are held by HLYK Insiders, and an additional 14% are held by existing HLYK shareholders totaling 76% of restricted shares. The same proportion 76% of the earn-out shares exist.

# **HLYK vs. Peers**



# Conclusion

**Strong management team** with background in taking an OTC company to Nasdaq with a current market cap of \$5.5B NeoGenomics Laboratories NASDAQ: NEO.

**Aggressive Acquisition Strategy** in health services, digital health, MSO/ACOs, and virtual medical supplies (3 acquisitions in 18 months) expected to uplist to Nasdaq in H2 2021.

**Patient Access Hub** (provisional patent pending) connecting patients at physician practices providing free Wi-Fi as patients opt into the HLYK network driving thousands of new physicians and millions of new patients over the next 5 years.

**COVID19 Tracker** with 6 million downloads in 12 weeks as the number one trending medical app in the Apple Store during the month of March 2020.

**Telemedicine DocLynk**, HealthLynked's custom built and fully integrated Telemedicine platform launched end of April 2021.

**Digital Healthcare Space is a great space to be in today -** with 10 to 30 times revenue multiples and \$75B in US market opportunity. Come join us as shareholders in HealthLynked and participate in our growth through DIGITAL HEALTH!!