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# **Alternate Health Today**

Alternate Health is a multi-faceted healthcare investment and holding company headquartered in Toronto, Ontario with operations in both Canada and the United States and set to be listed on the Canadian Securities Exchange, having received conditional approval to list. Alternate Health Corp., the British Columbia parent company, has filed a non-offering prospectus with the Ontario Securities Commission, which was receipted on December 5, 2016. The company was founded on the belief that innovation and technology combined with traditional medical services can provide both sustainable economic returns and meaningful contributions to improved patient care. The company is well positioned for future growth with a solid foundation of operating businesses combined with other complementary healthcare-related assets. Currently, the primary business of Alternate Health includes:

- Alternate Labs, a fully operational toxicology lab in San Antonio, Texas.
- VIP Software, a proprietary medical practice management software system.
- CanaCard, a proprietary controlled substance management software system.
- Venture Assets, a Continuing Medical Education and Medical Research & Patents divisions

The goal of Alternate Health is to become a leader in the traditional medical and medical cannabis industry by combing business **execution** (toxicology lab), **innovation** (medical research & patents), **technology** (proprietary software) and **integration** (software platform) within the company's network of companies, patients, doctors and healthcare workers.

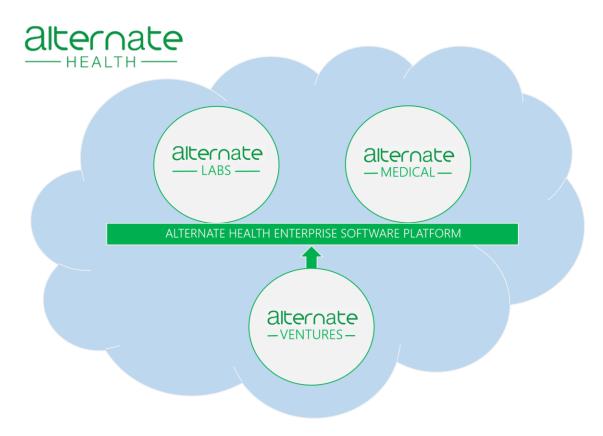
Alternate Health will continue to expand the company's network with continued organic growth, product & strategy innovation, dedicated operational execution and strategic investments & acquisitions.

# **Current Success**

Alternate Health has assembled a group of companies and assets that are now ready to be executed within the strategic plan of the company. Per the plan, Alternate Heath Labs was launched in June 2016 with a managed ramp-up in delivery of existing revenue-generating agreements. As of the end of October 2016 (first 5 months of operations), Alternate Health Labs has generated over \$4.4 million CAD in revenue with EBITDA earnings over \$1.1 million CAD. The Lab company has averaged over 6,900 samples processed each month over the first 5 months. The current Lab agreements could produce up to 70,000 samples per month and the company already has the equipment and infrastructure to manage the volumes. The 70,000 samples could translate into over \$135 million in annual revenue. At the end of October 2016, Alternate Health Corp. had approximately \$1,275,055 CAD in operating funds of which, \$439,000 will be available upon closing the lab transaction in December.

# **Alternate Health Tomorrow**

Alternate Health has developed & implemented a strategic plan to use our software platform as the future foundation of the company. This foundation will allow Alternate Health to deliver a wide range of products, services, and technologies to our network stakeholders. Through integration, Alternate Health has identified a strategy that will leverage a shared proprietary platform to increase the efficiency & performance of traditional medical services as well providing an exclusive & privately-owned distribution channel within the Alternate Health Network. Our future model is:



The diagram above illustrates the long-term plan of Alternate Health with the company's propriety software platform acting as the foundation. The traditional medical division sits on top of the platform while the Ventures division continues to provide products & services that will deliver added value, better patient outcomes and overall greater patient satisfaction.

# Alternate Labs

This company (top left on the diagram above) will become a wholly owned subsidiary of Alternate Health by year end that is an operational toxicology lab in San Antonio, Texas. The medical community, employers and law enforcement are major users of this industry's service. There are approximately 8,000 medical and diagnostic laboratories in the United States generating \$55 billion in annual revenues. The industry is highly fragmented consisting mainly of independent labs, physician office labs, and hospital-based labs. Alternate Health will continue attract new clients through independent brokers, direct business development and identifying strategic acquisition targets.

The Lab company is poised for rapid growth by already **securing agreements** with independent aggregators and medical practices that could provide up to **70,000 samples per month**, which could translate into over **\$135 million CAD in annual revenue**. Alternate Labs is already operational with existing toxicology equipment in place

to meet this level of demand. The management team is stable, experienced and talented. As a core business to Alternate Health, the Lab company will be a future priority for capital investments for continued growth & strategic acquisitions.

## Alternate Medical

The Alternate Medical division (top right in the diagram above) will be launched in the 4<sup>th</sup> quarter of 2016 or the 1<sup>st</sup> quarter of 2017. The strategic plan calls for the acquisition and growth of traditional medical clinics that utilize disruptive business strategies & technologies to provide an alternate to the traditional medical clinic model. The company is in **final negotiations to acquire two companies** that operate medical practice clinics and will provide Alternate Health with a seasoned and talented management team in the operation of medical clinics. With these potential acquisitions, Alternate Health will be able to help pioneer new and innovating strategies in the traditional medical clinic industry to expand the footprint and distribution channel of Alternate Health and its complementary products and services.

## Alternate Ventures

The Alternate Ventures division (bottom middle of the diagram above) was created to provide a source of innovation, product & service development and future growth that can be integrated or distributed through the company's proprietary platform into the Alternate Health Network. It is important that Alternate Health continue to identify future growth opportunities through acquisitions and internal product & service development to maintain a leadership position in the ever-changing healthcare industry. Additionally, the use of medical cannabis is becoming an increasingly important medicine/therapy to treat a variety of diseases and has long been used for pain relief. As it becomes a mainstream treatment, Alternate Health will be positioned as a leader in the research, development of products and medical education in the advancement of medical cannabis.

Alternate Health executed two agreements with Dr. Michele Reillo, an expert and authority on the efficacy of medical cannabis for the treatment of a variety of illnesses. The company obtained the **exclusive rights to commercialize** her provisional **US Patent** (#231127373, US PTO APP # 62201433 Quantitative Means of Positive Effectiveness of CBD and Cannabis Medicinals Pertaining to Patient Condition and Recommended Therapies). This provisional patent **describes a means of testing individual Cannabis patients as to the effectiveness of the CBD and cannabis medicinals entering the patient's system**. The company will explore future sales, marketing and distribution strategies to commercialize the value of the patent as the Alternate Health Network grows and stabilizes.

Additionally, Alternate Health entered into an exclusive profit sharing agreement with Dr Reillo to commercialize her **industry leading** and **American Medical Association approved Continuing Medical Education** certification programs demonstrating the use and benefits of **prescribing medical cannabis** in the treatment of a variety of illness. The letter of Intent grants the company the exclusive rights to the courses and has created a multi-media series called the Cannabidiol CBD and THC Certification Program for Health Care Practitioners. Both are now complete and market ready, having achieved their accreditation in September 2016 are expected to become valuable educational courses regarding the use and effectiveness of CBD and THC based medicines for doctors, nurses and others who want to further their understanding of these treatment forms. These courses will be sold on the internet and directly through the Alternate Health Software platform. As the medical cannabis industry matures, the company has the opportunity to be a leader within this dynamic and emerging market.

# Alternate Health Proprietary Software Platform

Alternate Health operates **proprietary software systems** that facilitate the management of health care practices using a HIPAA and PIPEDA compliant, safe, and secure technology architecture. The **systems have been beta-tested and are ready to deploy**. Currently, the strategy of Alternate Health is to use the software platform as a

complementary product and service to all healthcare providers within the Alternate Health Network. The sales and marketing efforts will continue to be on supporting and augmenting the offering of other Alternate Health companies as well as enterprise level business development with healthcare groups with multiple locations and established businesses. Alternate Health will continue to invest in software platforms to expand the potential client base with additional features and functions. The software systems include:

The **VIP-Patient** Electronic **Medical Records Management System and Physician Practice Management Platform** with a unique billing interface for the Canadian market. VIP Patient provides a series of practice management features that go beyond a private and secure platform for HIPAA/PIPEDA disclosure, to include compliant interactions and monitoring between the physician, the patient and the pharmacy.

The **CanaCard Patient Management System**, a **patent pending software** solution for the Medical Cannabis industry. CanaCard was developed as a medicament prescription and dispensing management system to allow for the management and tracking of controlled medicaments.

# **Capital Formation & Strategy**

The company is seeking \$500 thousand CAD to \$3 million CAD in equity financing at \$1.50 per share for revenue generating business investment, executive recruitment, company infrastructure improvements and growth & acquisition capital. The Alternate Health leadership team believe this round of capital will enable the company to complete the network foundation while providing time to ramp up operations and revenue in the Lab business. It is expected the company will attempt to raise an additional round of capital in 3 to 6 months, at a higher valuation, to continue to invest and acquire targeted companies that fit within the strategic plan. The use of funds include:

- Continue to attract & retain the corporate management team.
- Invest in the company's infrastructure and operating systems & procedures.
- Complete the acquisition of a company that operates traditional medical clinics.
- Complete the acquisition of cloud-based storage and security company.
- Allocate growth capital to Lab business for increased capacity.

The following table illustrates

Description	Amount	Outstanding on	Outstanding after	Outstanding after
	Authorized	Completion of	completion of minimum	completion of maximum
		reverse takeover	capital raise (333,334	capital raise (2,000,000
		Share Exchange	shares at \$1.50/sh)	shares at \$1.50/sh)
Common Shares	Unlimited	37,036,591 *	37,369,925	39,036,591

\*Includes 1,920,000 shares issued on the acquisition of Alternate Health Labs Inc. and 2,200,355 shares issuable under contractual commitments disclosed in the prospectus

# <u>Alternate Health Pro Forma – Year 1 Summary</u>

The executive team anticipate reaching break-even within the first 6 months of 2017 based on the performance of the core lab business and corresponding service contracts already executed. The Media line item represents the roll-out of the Continuing Medical Education products and services but is unproven at this time. Finally, the Technology line item represents the expected license fees earned through an agreement between the Lab and

Software divisions. This pro forma does not take into account future acquisitions, investments or other Alternate Health products & services. The executive team believes the business & operational risks are reasonable but the company will still have to perform and execute to achieve these associated revenues and results (in USD/CAD).

#### PRO FORMA - YEAR 1 Revenue

Revenue					
	Q1	Q2	Q3	Q4	TOTAL
AH Consolidated Revenue					
Alternate Health Labs	1,668,480	9,200,000	24,600,000	38,000,000	73,468,480
Alternate Health Media	13,455	53,820	94,185	134,550	296,010
Alternate Health Technology	13,904	80,000	225,000	350,000	668,904
Alternate Health Products	-	-	-	-	-
Alternate Health Medical	-	-	-	-	-
	-	-	-	-	-
Total AH Consolidated Revenue	1,695,839	9,333,820	24,919,185	38,484,550	74,433,394
Expenses					
AH Consolidated Expenses					
Alternate Health Labs	1,101,197	5,936,000	15,420,000	23,720,000	46,177,197
Alternate Health Media	80,853	101,035	121,218	141,400	444,505
Alternate Health Technology	154,225	148,125	152,475	168,975	623,800
Alternate Health Products	-	-	-	-	-
Alternate Health Medical	-	-	-	-	-
	-	-	-	-	-
Total AH Consolidated Expenses	1,336,274	6,185,160	15,693,693	24,030,375	47,245,502
Total Net AH Consolidated Revenue	359,565	3,148,660	9,225,493	14,454,175	27,187,892
Holding Company Expenses					
Corporate Expenses					
Personnel Expenses	532,560	508,560	508,110	508,110	2.057.340
Occupancy Expenses	101,875	101,875	101,875	101,875	407,500
MIS/Network Expenses	16,000	16,000	16,000	16,000	64,000
Outside Services Expenses	60,925	60,925	60,925	60,925	243,700
Business Development Expenses	16,500	16,500	16,500	16,500	66,000
Marketing & Advertising Expenses	53,500	53,500	53,500	53,500	214,000
Total Corporate Expenses	781,360	757,360	756,910	756,910	3,052,540
	-	-	-	-	-
EBITDA	(421,795)	2,391,300	8,468,583	13,697,265	24,135,352
Less: Interest	-	-	-	-	-
Less: Taxes 33%	-	-	-	-	7,959,228
Less: Depreciation	4,120	4,120	4,120	4,120	16,480
Less: Amortization	-	-	-	-	-
PRO FORMA NET INCOME	(425,915)	2,387,180	8,464,463	13,693,145	16,159,644
PRO FORMA NET INCOME - in Canadian Dollars	(553,690)	3,103,334	11,003,801	17,801,089	21,007,538

### **Execution Strategy**

As an investment & holding company, Alternate Health will continue to balance growth, performance and innovation. The keys to operating a successful holding company are:

- Define & Execute the Corporate Strategy
- Attract & Retain Top Talent
- Build a Culture of Teamwork, Innovation & Ethics
- Assess & Manage Internal & External Risks
- Allocate Capital for Growth & Investments
- Subsidiary Strategic Planning & Budget Approval
- Executive Development & Succession Planning

### Acquisition and Investment Target List

Alternate Health is in various stages of negotiation to acquire strategic companies and assets that will complete

the base Alternate Health Network model. The executive team anticipates closing one or all the pending transactions through additional capital raises and cash flow from operations. The targets include:

- Chain of Medical Clinics in the Midwest
- Chain of Medical Clinics in the West
- Proprietary Cloud-based Security and Storage Company in the West
- A Toxicology Lab in Texas
- Patents that provide delivery systems for the use of medical cannabis

Additionally, Alternate Health has allocated future capital for internal growth initiates, including:

- Additional toxicology equipment to support growth and capacity
- Complete production of additional Continuing Medical Education videos

Alternate Health's strategic plan will incorporate these acquisitions and investments to increase the footprint of Alternate Health's Network with clinics and new products and services.

# **Board of Directors & Management Team**

## Marjorie Sanderson - Director and Chief Executive Officer

Ms. Sanderson graduated from the Hospital for Sick Children as a Registered Nurse, and was team leader in 1970 with a specialty in the treatment of burns in children with learning disabilities. Ms. Sanderson worked in the medical sector as a registered nurse until 1997. Since 1976, Ms. Sanderson has worked as a Canadian Tax Consultant working with trusts, corporate and personal taxes; and is owner of the accounting firm, Partners Income Tax Services, a wholly owned division of Templus Inc. Ms. Sanderson taught stress management at the University of Toronto, and from 1972 to 1984, also taught tax accounting for the CGA. Since 2011 Ms. Sanderson has served as a member of the Women's International Leadership Association.

### Jim Griffiths - Director and Chief Financial Officer

Mr. Jim Griffiths is a former member of the Board of Trustees of the Center for Addiction and Mental Health ("CAMH") in Toronto. Jim has a Masters in Business Administration, is a chartered accountant, and has over 30 years of experience in the real estate development/financing industries. He was the Vice President Finance of Genstar Property Corporation and the President of First City Development Corp. He was also President and director of RealFund, Canada's first public Real Estate Investment Trust.

During his career, he has had responsibility for real estate asset acquisitions and sales of over \$2 billion. In addition he is very experienced in financing real estate and has negotiated and placed real estate loans in an amount exceeding \$2.5 billion. Jim was a past director of Pinetree Capital Inc., the Canadian Institute of Public Real Estate Companies and was the Founding Chairman of the Association of Foreign Investors in U.S. Real Estate. He is currently a director of Allied Properties Real Estate Investment Trust, Enssolutions Group Inc., and Champion Partners and is President of KLC Capital Investment Corporation, which provides financial advisory services.

# Marcelin O'Neill - Director and Corporate Secretary

Ms. O'Neill served as a director of Jagercor Energy Corp. from December 2011 to May 2014, and as Chief Financial Officer and Corporate Secretary of Jagercor, from July 2013 to May 2014. She served as a director of Brandenburg Energy Corp. from February 2008 to February 2013. Ms. O'Neill was appointed as the Vice President of Corporate Affairs of Mandalay Resources Corporation from April 2009 to March 2010, and from April 2007 until May 2008, she served as a director of Mandalay. Since 1994 Ms. O'Neill has worked with such companies as Augusta Resource Corporation, Westcoast Energy Inc., and the Lundin Group.

In 1987, Ms. O'Neill graduated from the British Columbia Institute of Technology, where she studied Business Management, and has successfully completed the CSC and the CPH, both with honours. Ms. O'Neill is the managing director of Accrete Consulting Inc., a company which provides corporate governance and management services to publicly traded and private companies. With over 22 years of experience in public company management, Ms. O'Neill brings a varied scope of knowledge to the companies with which she works.

## James E. Tykoliz - Director

Building on his degrees in Finance & Economics from the University of Western Ontario, Mr. Tykoliz managed large accounts for pharmaceutical and packed goods companies for A.C. Nielsen Market Research before becoming an entrepreneur and building and managing dot.com operations. Mr. Tykoliz brings Alternate Health over 27 years of sales solutions and client oriented service experience in data driven, financial service environments.

## Rick Macartney - Director

Rick Macartney has over 25 years in both senior management and consulting roles, assisting a wide variety of businesses to profitability, develop strategic and financial plans, reorganize and streamline operations, and develop new businesses. With both Bachelor's and Master's degrees in Economics, Mr. Macartney has accomplished many assignments in a wide variety of both large and small businesses. For the past nine years, he has consulted with private clients in markets as diverse as entertainment, real estate, solar energy, and other sectors

# Howard W. Mann - Lead Consultant: Strategy and Mergers & Acquisitions

Howard brings to Alternate Health over 15 years' experience in various online and offline media enterprises, including direct experience with international licensing, as well as creating numerous domestic and international commercial sales and marketing programs, merchandising items, and electronic rights properties.

As a successful entrepreneur, Howard founded numerous online businesses and consulted on various annuity based membership platforms, online advertising and marketing platforms, streaming media and cloud storage platforms, social networking, television & video production, animation production,

# Bryan Korba – Consultant: Strategy & Organizational Development

Bryan Korba is a seasoned entrepreneur and investor and the Managing Partner of JDFIU Investments, a company he founded in 2000. The company manages the assets and private equity investments of the Korba Family investment office. Bryan co-founded Korba Family LP with his late father and mentor, Robert W. Korba, and Bryan continues to serve as the Managing Partner. Additionally, Bryan continues to provide strategic and management consulting services, with clients in the private equity, venture capital, software, healthcare, technology and real estate industries.

JDFIU has completed over \$100 million in investments in varied industries including real estate, software, franchising, hospitality, furniture and financial services. JDFIU primary business is 36 Power Equity, a company founded by Bryan in 2009 and operating in the commercial real estate development & investment industry. With assets approaching \$50 million, 36 Power continues to grow year after year.

Prior to JDFIU, Bryan served as a Venture Partner and Consultant with Cabrillo Advisors, a boutique investment banking firm and was Vice President of Operations for Transamerica Invest that operated casinos and other technology ventures in Toronto and the Caribbean.

Bryan currently serves on the board of Empower Heroes, a charity he co-founded that services veterans and their families as they re-enter civilian life. Bryan previously served on the boards of Verus Real Estate Advisors, Luxe Home, Dallas Challenge and the UNT Venture Fund. Bryan earned a MBA in finance from Texas Christian University and a BBA in economics from the University of North Texas and continues to guest lecture on real estate and entrepreneurial ventures.

# <u>Summary</u>

Alternate Health is poised for rapid growth based on the current operations and business assets while operating within the long-term strategic plan of building a large Alternate Health Network of integrated and complementary businesses in the healthcare industry. The executive team has carefully planned the execution and roll-out of the company with an emphasis on quality people, cost controls, prudent acquisitions, business ethics, innovative products & services and a dedication to improving the quality of healthcare.

Alternate Health Corp.'s public disclosure documents and related financial statements are available on the SEDAR website at www.sedar.com

For additional information or questions, please contact Jim Griffiths at jimgriffiths@rogers.com.