

# Forward-Looking Statements & Disclaimers

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This presentation does not constitute an offer to sell any securities or the solicitation of an offer to buy any securities.



### **Key Messages**

- We are an emerging medical device technology and Software-as-a-Service (SaaS) company that enables independent medical practitioners with digital, value-based tools to proactively address chronic disease and provide preventive care.
- Our business model **generates a consistent degree of recurring revenue** for the Company and its medical practitioner clients a large, growing, addressable market.
- QHSLab, Inc. **favorably aligns with industry growth drivers,** including the heightened need and acceptance of digital health and virtual care, particularly following the COVID-19 pandemic.
- We have a **pipeline of organic growth opportunities,** including expanding our product portfolio and distribution channels with significant long-term potential to leverage QHSLab's cost structure.
- We continue our **acquisition strategy** to seek out and grow complementary businesses and products addressing our strategic goals to **expand our physician audience, grow income per customer metric** and deliver **enhanced shareholder value.**

### QHSLab, Inc. - At A Glance

**QHSLab, Inc. (USAQ: OTCQB)** is a medical device company providing digital healthcare solutions and point-of-care diagnostic tests to primary care physicians.

- Digital healthcare allows doctors to quickly and effectively assess patients' responses to healthcare screening using advanced artificial intelligence algorithms.
- Digital healthcare can also remotely monitor patients' vital signs and evaluate the effects of newly prescribed medicines and treatments on their patients' health through real-time data transferred from patient to doctor.
- QHSLab, Inc. also markets and sells point-of-care, rapid response diagnostic tests used in the primary care practice.
- QHSLab's products and services are designed to help physicians improve patient monitoring and medical care while also improving the reimbursement revenues of their practice.

Symbol: **USAQ**Stock Price: **\$0.20** 

Shares Outstanding: 9.0M

Market Cap: \$1.8M

Float: \$1.6M

Research Coverage: Litchfield Hills Research

As of August 28, 2022

Revenue Mix - 2021

#### Acquired Medical Practice Income, Inc. for 2.2M Dec 2019 USAQ shares Introduced QHSLab software platform to 159 Jun 2020 medical practices on a *Freemium* use basis Nov 2020 Commercial launch of AllergiEnd® Amended distribution agreement with MedScience Mar 2021 Research Group; Reduction in cost for USAQ Asset Purchase of the **Allergi**End® method patent. Jun 2021 trademark, and website for \$1.6M in stock and promissory note Capital infusion of \$750,000 to grow sales and Aug 2021 marketing and product development pipeline. The Company reincorporated from Delaware to Oct 2021 Nevada. Company generated \$1.4M revenue (52% gross Mar 2022 margins) in 2021, its first full year of operations. FINRA approved the Company name change to Apr 2022 QHSLab. Inc.

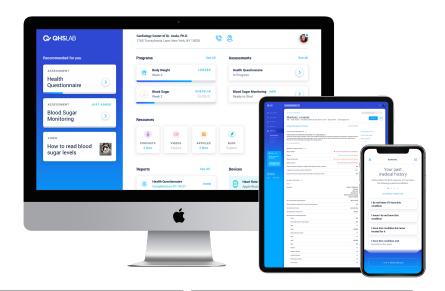
**Company Milestones** 

# **Our Operating Model**

Our mission is to enhance the quality of life of individuals and populations through physician-directed digital medicine, point of care, and innovative, Al-enhanced preventive health technologies.

#### **Our Goals:**

- Improve patient outcomes;
- 2. Improve clinical efficiency and productivity; and
- 3. Increase practice income.





#### Value-Based

QHSLab provides the tools that enhance patient health care while lowering costs to insurance providers and corporate America and allowing physicians to increase their practice revenues.



### **Patient-Centered**

Our products streamline the relationship between physicians and their patients, providing a high-quality experience for patients, and increasing the value provided to them during care.



### Time-Saving

Physicians can maximize face-toface office visits and non-face-toface patient education while generating additional revenue through reimbursable preventative services.



#### **Prevention-Focused**

Our products promote the prevention, early detection, management, and reversal of chronic diseases.

# **Executing On Our Growth Strategy**

# Growing Recurring Revenue Base

- Increasing the number of medical practitioners utilizing our point-of-care and digital medicine services, growing our revenue per client metric
- Future distribution channels include management service organization (MSO) partnerships such as Privia Health, licensed nurse practitioners in private practices, and workplace health clinics.

### **Expanding Product Portfolio**

 Additional point-of-care diagnostic, digital medicine, and treatments that PCPs can use, prescribe, and be reimbursed for under existing government and private insurance programs

### **Strategic Acquisitions**

 Acquire revenue-generating, complementary physician networks and strategic products or intellectual properties leveraging the Company's existing business and growth strategy.

### **Continuing Acquisition Strategy for Growth**

# ✓ QHSLab, Inc. acquired Medical Practice Income in December 2019 and the AllergiEnd® intangible assets in June 2021.

The Company is continuing its organic growth strategy in innovative product development and deepening its reach into the independent primary care physician market. QHSLab, Inc. sees significant opportunities to add to this organic growth strategy by continuing to evaluate and acquire complementary private companies, products, assets, and IP.



- Targets with the strategic goal of expanding our primary care physician client base;
- 2. Products and technology targeting chronic conditions with an allergy, asthma, respiratory and inflammatory focus and revenue upwards of \$2 million per transaction; and
- 3. Targeting substantially larger opportunities in terms of revenue, EBITDA, and active primary care physician customer base whereby the public markets can leverage the earnings potential for further shareholder growth.

#### ✓ Post-Acquisition Integration Strategy

- Leverage current and merged customer base, geographical footprint, and sales personnel.
- Overlay QHSLab technology platform.
- Expand product portfolio across entire customer base, increasing income per customer per year metric.
- Decrease where appropriate costs such as payroll, COGS, and general and administrative.







### **QHSLab Overview**

**QHSLab** is a **clinical decision support system** that combines Al-enhanced health risk assessments with medical **guideline-based care recommendations** for providers in **non-face-to-face** and point-of-care settings.

- Utilizes **AI technology** to engage individuals directly to assess current conditions and identify high-risk lifestyle behaviors resulting in improved clinical outcomes.
- Generates additional revenue for medical practitioners through reimbursable preventative services.
- Provided **QHSLab** to approximately 160 general practice physicians on a pilot basis in 2021; assessed allergic conditions in 1,771 patients and provided over 1,000 of these patients with allergen immunotherapy treatment.

#### **Current Tests Include:**

- Respiratory Prediction Test
- Sino-Nasal Severity Test
- Asthma Control Test
- Health Behaviors
- Mental Health Screen
- Obstructive Sleep Apnea
- Pain Assessment



### **QHSLab System Highlights**

- **Develops a comprehensive and interactive program** for patients that tracks their progress through their medical provider's software and guidance.
- Integrates into existing physician and healthcare interventions.
- Requires relatively **low-skilled IT involvement** in assessment or patient program development; complete training and customer support available.
- USAQ has successfully launched QHSLab in South Florida. QHSLab is a cloud-based, scalable interactive portal that allows patients to respond to a customized questionnaire directed by their primary care provider to assess the existence and risk of medical conditions such as allergies, heart disease, diabetes, and others. These South Florida medical practices using QHSLab experienced more than of \$600,000 in new reimbursements in less than six months.

### Allergi*End*® Overview

Proprietary skin allergy testing platform for physicians to properly diagnose what patients are allergic to. This allows physicians to assess the most appropriate treatment protocols that could include symptomatics (like antihistamines and steroids) or allergy immunotherapy which fights the underlying cause of allergies.

- Enables the non-allergy specialist physician to broaden their practices and increase their revenues.
- **Reimbursed** by Medicare, Medicaid, and private insurance companies.



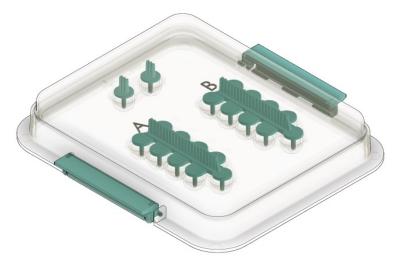


#### AllergiEnd® System Highlights

- System includes disposable, one-time, patented skin test applicators and a unique, patented test tray for use with the test applicators.
- Safe, easy to administer, needle-free skin test designed for use in primary care settings.
- Results are available in 15-20 minutes.
- AllergiEnd® allergen immunotherapies are pharmacy compounded preparations provided by a
  contract specialty pharmacy in response to prescriptions given by the treating physicians.
- Gradual exposure of allergens to patients in small doses via subcutaneous injections in the doctor's office or through convenient at-home sublingual oral drops.
- Patient's reaction to allergens reduced over time.

# AllergiQT™ Overview

- The AllergiQT™ Quick Test is an FDA-cleared, time-efficient, and easily administered skin test for environmental and food allergens.
- The test is designed to be conducted in a **primary care provider's office** and focuses on **twenty of the most common allergic** and **asthmatic allergen triggers** and symptoms.
- Once an offending allergen is identified, the physician can prescribe subcutaneous injections, administered during subsequent office visits, or sublingual immunotherapy drops for home-based treatment.



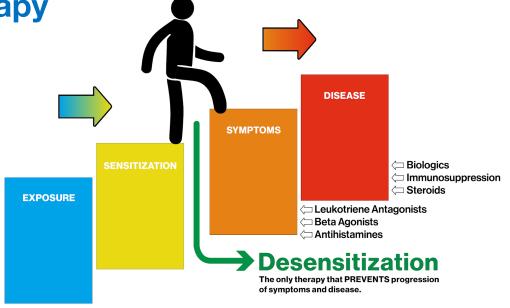
Skin test for 20 of the most common offending allergen triggers in the US

### Key aspects of the AllergiQT™- Quick Test product include:

- Targeting non-allergy specialists in primary care settings.
- The Allergi $QT^{\text{\tiny IM}}$  test is **minimally-invasive** and can be easily administered during an office visit. Two multiple head applicators without needles are placed on the forearms of a patient **during a routine physical examination**.
- The twenty-allergen allergy skin test kit includes **environmental and food** plus environmental **options**.
- Within 15 minutes, if the patient has any reactions, the physician can quickly identify the allergen and offer a prescription remedy to begin treatment during the same office visit; no waiting for lab test results.
- Allergi $QT^{\mathbb{M}}$  quick test results offer physicians the ability to **employ evidence-based plans that treat the cause of allergies** instead of the symptoms by providing prescription medicines formulated through its associated, accredited specialty pharmacy.

Allergi*End*® Immunotherapy

- 100% of people are exposed to house dust mites (300+ million).
- At least half (150 million) are allergic, showing that their immune system is actively fighting the exposure.
- In many, this leads to allergy symptoms (70-80 million), and in a few, this directly causes disease (~30 million).
- Those with symptoms spend ~\$16B per year on OTC medications and miss many days of work or school.
- Those that develop allergic disease require prescriptions for steroids or biologics (which cost \$40,000 to \$80,000 per year.)
- Despite this enormous burden on quality of life caused by this domestic parasite, only one intervention can PREVENT symptoms and disease, not just MASK the symptoms or control the disease. That is desensitization or immunotherapy with house dust mite antigens.





Immunotherapy by the subcutaneous or sublingual route has been proven to effectively manage and treat patients with allergic conditions such as:

Allergic Asthma • Rhinitis • Rhino Conjunctivitis • Atopic Dermatitis



### Medical Practice Income, Inc. Overview



**Medical Practice Income** provides comprehensive solutions for independent medical practices and physician entrepreneurs, allowing physicians to do what they do best - reduce administrative burdens and treat their patients. Our individualized solutions keep practices running smoothly, streamlining the business and clinical aspects of independently-owned and operated medical practices.

#### **Our Services:**

- Medical Licensing & Credentialing
- Foreign medical graduate licensing and education services
- Medical recruitment and placement
- Medical billing
- Physician-owned laboratory consulting services
- Remote Practice Administration

# **Product Portfolio Favorably Aligned For Growth**

- ✓ Approximately 60 million Americans are affected by allergic disorders, with fewer than 3,000 practicing allergists in the U.S.
  - It is estimated that the number of full-time-equivalent allergists/immunologists will decline by about 7%.
  - Demand for these physicians' services is projected to increase by 35%.
  - · Reimbursements to primary care physicians are on the decline.
- ✓ Increasing Acceptance of Telemedicine by Physicians, Insurance Providers, Medicare, Medicaid, and Patients.
  - COVID-19 has accelerated the recognition of virtual care and remote patient monitoring services.
  - AMA February 2020 survey indicated approximately 22% of physician respondents said they are already using virtual care or remote patient monitoring, up from 12% in 2016. Nearly 31% of doctors say they intend to begin using virtual care or remote patient monitoring.
- ✓ Aging Population with Rising Health Needs.
  - **Digital medicine tools** support nutrition, fitness, physical activity, and issues about a patient's **quality of life**, such as sleep, worry, stress, and depression.







### QHSLab, Inc. Team











Troy J. Grogan President, Chairman & CEO

**Cindy Cole** Controller

- Over 25 years of corporate Previously appointed by the Minister of Health to one of Australia's largest health systems in Sydney small domestic companies to
- Experience as a medical device manufacturer and founder of a workplace wellness company
- Co-developed numerous Universityaffiliated continuing medical education programs for physicians and healthcare providers
- finance experience ranging from multinational corporations
- · Previous experience as an auditor with Deloitte & Touche as well as a public company controller

#### Jesus Davila

#### **Head. Business** Development

- · Over 20 years of experience specializing in medical insurance and physician network development
- Coordinated the national development of a medical device manufacturer from start-up to over 500 family medicine recurring-revenue physician customers
- · Led business development for WellCare Health Plans, a Medicare sales organization

### Lilia Wildero President, MPI

- Served as CEO of ArpeSystem (a company dedicated to helping more than 1,500 refugees in Scandinavia integrate into society)
- · Specialist in integrating foreign medical graduates and is a project leader for practicing and licensing physicians from several countries

### Jeremy Jacob **Chief Technology Officer**

- 20+ years of experience in designing software focused on globally scalable cloud solutions
- Designed software products, including personal finance management mobile apps, a cloud-based asset management system, and several apps and web-based solutions for internal enterprise use

# **Medical & Scientific Advisory Board**



Syed A.A. Rizvi, PhD, MBA, MS

- Asst. Professor of Pharmaceutical Sciences, Hampton University
- Author of 167 peer-reviewed articles, including 105 journal publications, 2 books, 1 US patent; serves on the editorial/ expert boards of 77 different journals



Alex Mirakian, MD

- 18 years of experience and Board Certified in Radiation Oncology; previously served as a Fellow with the MD Anderson Cancer Center in Houston. TX.
- Specializes in breast, genitourinary, lung, head and neck, skin, and GI cancers



Reza Yavari, MD

- Board-certified in Endocrinology, Diabetes, and Metabolism
  - Recognized leader in the lifestyle management and wellness field as the founder of Beyond Care®, pioneering preventive care, and Yale-affiliated diabetes & obesity center



Frederic W. Pullen, II, MD

- Professor, Otolaryngology, at the University of Miami, Miller School of Medicine
- Founder of American
   Educational Designers (first use
   of Videotape teaching in
   medicine), and Allertemp,
   providing allergy services to
   physicians' offices throughout
   South Florida



Marcos Sanchez-Gonzalez, MD. PhD

- 15 years' experience in exercise and cardiovascular physiology
- Contributed as a physiologist to the development of biomedical devices for both scientific research and medical use; Junior Investigator with the National Institutes of Health (NIH) Minority Programs



Frank Lichtenberger, MD, PhD

- Board Certified Internist and Allergy Immunologist; ranked #1 in North Carolina among Allergy/Immunology practitioners for care complexity
- Expertise in the conditions of Primary Immunodeficiency, Hereditary Angioedema, and Mast Cell Disorders



#### Björn Herman, MD, FACS

- Assistant Professor of Otolaryngology at the University of Miami. Miller School of Medicine
- Helped develop Department of Otolaryngology's allergy program and University's satellite clinics in Palm Beach County, FL



#### Lauren Fine, MD

- Board Certified Allergist and Immunologist practicing at the VA Center in Miami, Florida
- Assistant Professor of Medical Education at the Kiran C. Patel School of Allopathic Medicine at Nova Southeastern University



#### Juan Escobar, MD

- 25+ years practicing internal medicine in a clinical setting with strong interest in anti-aging medicine
- Medical Director at NeuroTechnology focused on a technology used to help improve memory, capacity for achievement, and more balanced lifestyle

### **2021 Operational Highlights**

- In 2021, **163 medical practices** provided **11,235 patients** with our allergy diagnostic tests generating approximately **\$3.8 million in new reimbursements** for these practices.
- Physician customers at these 163 practices provided our allergen immunotherapy treatments to 1,019 patients generating approximately \$1.2 million in new reimbursements to these practices.
- Traditionally, general practice physicians would have elected not to treat these conditions or referred the patients to an allergy specialist.
- It is estimated that practices utilizing **Allergi***End*® and **QHSLab** enjoyed an **additional 5-10% income** for their practices with the addition of the Company's products and treatments.
- Few of these 163 practices were utilizing the Company's products at the beginning of 2021 as many became customers during the calendar year, so in many cases, on a rolling 12 months basis, the Company's products and services may be enabling these practices to achieve increased income levels well above 10% compared to not using the Company's platform, products, and services.

# Leveraging Our Strengths & Competitive Advantages

**Product Profile** 

Robust Technology
Platform

**Attractive Business Model** 

Deep Applications and Industry Expertise

Seasoned Leadership and Advisory Team

- Proprietary product line and FDA-cleared diagnostic equipment
- Reimbursed by Medicare, Medicaid, and private insurance companies
- QHSLab Expert System is capable of handling large quantities of data without compromising accuracy or precision; highly scalable for an unlimited number of user sessions that can be activated at the same time
- Enabling medical practitioners to keep patients under their care instead of referring them to specialists
- Expanding patient access, improving care, and generating additional revenue without significant changes to their existing practices.
- New product development is driven by deep knowledge of customer requirements
- Synergistic mix of industry experience: comprehensive medical manufacturing and business development backgrounds