

2017 AGM PRESENTATION

# Caution: Forward-Looking Statements

Information in this presentation, including statements which may contain words such as "could", "expect", "believe", "plan", "may", "will" and similar expressions and statements relating to matters that are not historical facts, are forward-looking statements. Actual results, performances or achievements may be materially different from results, performances or achievements expressed or implied by such forward-looking statements. Forward-looking statements include those regarding the future performance of Premier Diversified Holdings Inc, Premier Diagnostic Center, Premier Investment Hong Kong, Premier Diagnostic Hong Kong, Sequant Re Holdings, Kingswood Asset Management, MyCare Medtech Inc and GOeVisit.com. Past performance is not indicative of future performance. This presentation is provided as a service to you and is not a solicitation, or offer, to buy or sell any security.

# 2014 Survival

- Company was essentially bankrupt.
- Only operation running was the China MRI Clinic.
- Board was in transition.
- Employees confused, morale low.
- If we knew the depths of the problems not visible in the financials, we would have walked!
- It was too late, so we had to increase our involvement and that meant raising just over \$8M in less than 2 months.
- This was going to be a long-term recovery...not short-term!

# 2015 Transition

- Changed management & board.
- Implemented fiscal controls and policies.
- Cut expenses, perks & redundancies.
- Tackled active and inactive payables.
- Overhauled accounting and internal controls.
- Restarted Burnaby Clinic and ramped up scans.
- Comprehensive company-wide documentation.
- Completed audits and tax filings from the past.
- Settled litigation.
- Launched Sequant Re, invested in Russell Breweries, Kingswood and plan was to grow China.

## 2016

## **Continued Transition & Growth**

- Raised over \$1M in a private placement, at little cost to shareholders and no finder's fees.
- Invested in Kingswood's Arcola Project.
- Invested in MyCare Medtech & GOeVisit.com.
- Added Dr. Sutcliffe and Cynthia Hamilton as consultants to the Burnaby Clinic.
- Increased Clinical Trial Scans at Burnaby Clinic.
- Increased equity investment in Sequant Re Holding Company as it continues to build out its ILS portfolio.
- Cut operating expenses within China operations as government mandate affected the China MRI Clinic.
- Completed sale of Russell Breweries.

# 2017 Growth

- Made key team changes...Alnesh Mohan as CFO and Marta Davidson as in-house Legal Counsel.
- Reduced board size to make it more efficient.
- Cut operating expenses within China operations as government mandate affected the China MRI Clinic.
- Expected distribution of Russell Breweries asset sale.
- Increased Clinical Trial Scans at Burnaby Clinic.
- Increased equity investment in Sequant Re.
- Increased equity investment in MyCare Medtech.
- Seeking other investments or acquisitions in cashflow generating businesses...in part or whole.

# **Some Financial Perspective**

	30-Jun-14	31-Dec-14	30-Sep-15	30-Sep-16
Cash & Cash Equivalents	\$78,630	\$6,442,252	\$3,793,345	\$1,300,325
<b>Total Current Assets</b>	\$192,886	\$6,573,973	\$5,024,837	\$1,846,008
<b>Total Assets</b>	\$1,402,075	\$9,356,237	\$8,190,881	\$6,739,579
Accounts Payable	\$1,092,563	\$721,533	\$674,503	\$504,919
<b>Total Current Liabilities</b>	\$2,084,395	\$1,338,523	\$1,081,321	\$504,919
<b>Total Liabilities</b>	\$2,477,269	\$2,018,498	\$1,648,427	\$843,891
Shareholders Equity	-\$1,075,194	\$7,337,739	\$6,542,454	\$5,895,688

## **How to Value PDH?**

- Long-term, follow growth in per share book value...will give a simplistic view, but not truly accurate.
- True value of our businesses aren't necessarily indicated in IFRS accounting.
- For example, Burnaby Clinic's accounting value is the same now as it was when it was shut-down.
- Yet Burnaby Clinic's operating cash flow is increasing year after year.
- Burnaby Clinic's economic value is far, far higher than its accounting value on PDH's balance sheet.
- Similarly, economic value of Sequant Re and our other investments in associates, including GOeVisit.com, may be understated according to GAAP.

### China

- China MRI business has reported declining revenue numbers through 2016 and into 2017.
- Throughout 2016, the Chinese government has been re-examining all state-run military hospitals, which impacted Premier since our joint venture in China is with such a hospital.
- Expect that the Chinese government may close some hospitals and consolidate others...Third-party joint ventures may be terminated as a result.
- Marketing and referral budgets were eliminated, which lead to decreasing revenues.
- Operating in China is very challenging, especially so for a small management team such as Premier.
- More opportunities closer to home in North America, which are not hindered by some of the operational challenges we faced in China
- Difficulty enforcing property rights, legal contracts, and currency risk.

For now, our management team will shut down operations in China!



## **Geoff Waters**

## Premier Diagnostic Center Status Report – 1<sup>st</sup> Quarter 2017

#### **Scans performed**

	Q1 2016	Invoiced	Q1 2017	Invoiced	\$ Change
PET/CT	59	\$201,590.00	58	\$251,840.00	
Alzheimer's	1	\$4,096.00	15	\$81,920.00	
CT	0	\$0.00	1	\$1,100.00	
Diagnostic CT	1	\$750.00	3	\$2,250.00	
Totals	61	\$206,436.00	77	\$337,110.00	+ 63%

#### **Tracer cost**

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	2016	Paid	2017	Paid	
Scans	61	\$77,594.00	77	\$63,105.50	-18%
\$/scan		\$1,272.03		\$819.55	-36%
Gross net	2016	\$128,842.00	2017	\$274,004.50	213%

## **Geoff Waters**

- Ongoing
- 2 new Alzheimer's clinical trial. 6 referring sites.
- New Brain injury study has commenced.
- Cardiac imaging planned.
- Prostate imaging planned.
- New isotope access means additional protocols.
- New partnerships being discussed.
- Therapy potential at PDC.



# Sequant Re – Since 2015

- Signed, funded and completed launch of Sequant Re with Guy Cloutier as CEO.
- Setup office in Bermuda, built team and Board of Directors.
- Introduced industry to new Insurance-Linked Securities "ILS" product offering.
- Guy, Vic & Lola began a broad and professional campaign for Sequant Re focusing on Canada, U.S., Europe and part of Asia-Pacific.
- Met and continues to meet with numerous high-level institutions, endowments, pension funds, private-equity & hedge funds.
- Completed first joint venture with Zurich-based asset manager Plenum.
- Expect more partnerships and service agreements going forward.
- Seeking an institutional partner to give Sequant the clout and notoriety to close negotiations with institutions that have completed due diligence.
- Institutional partners want an institutional face at the helm!



# **Update**

- MyCare Medtech Inc. owns GOeVisit.com.
- A telemedicine business which facilitates 24/7 online calls between patients and physicians/nurse-practitioners across Canada.
- Premier bought just over 14% of the business in 2016 and just under 30% in 2017.
- Jim Viccars and Liz Bryant run GOeVisit.com, and they have set up a call-centre in downtown Vancouver.
- The online portal's protocols were designed by the Mayo Clinic and the service is free to the user
- Can treat and diagnose well over 40 conditions, including common ailments such as rashes, flu, etc.
- Physicians and nurse practitioners can also provide prescriptions to the patient, who has the option of using our online pharmacy to receive their medication by courier the next day.
- Team has been meeting with some of the most prominent insurers/administrators of health insurance in Canada...rapidly forming agreements.
- Beginning provincial billing for all provinces, and are adding several other revenue generating services alongside their online pharmacy.



# **Update**

- Kingswood has executed over \$50M in projects historically
- Solid-team that fits in well with Premier's goals...leasing office space from PDH.
- Supply remains at historic lows, especially in attached townhouse market.
- First project (Bentley) with Kingswood was for 4 townhouses near the trendy Main street corridor...converted to a bi-duplex development.
- In 2016, PDH invested in Kingswood Arcola project...22 townhouse project in South Burnaby/Edmonds.
- Both projects are in final stages of city approval and should break ground in June/July.
- Sale price per square foot presently is significantly higher than original projections when we initially looked at the investment's potential.
- Future projects will continue to be very selective to minimize down-side risk.
- Premier is not a financial guarantor on any project.



# **Update**

- Acquired enough Russell Brewery shares to become the largest shareholder.
- Following Premier's takeover bid for Russell in 2015, two directors nominated by Premier joined Russell's board.
- Russell had two breweries: Russell Brewery in Surrey, British Columbia and Fort Garry Brewery in Winnipeg, Manitoba.
- Russell board determined to sell its assets.
- Several offers appeared after an extensive search, and the board settled on the ones that made the best offers.
- Russell's board closed the asset sales of Fort Garry and Russell Brewery in December 2016.
- The distributions of the sale will be paid out in installments...the first in April 2017.

## **Marketable Securities**

- In accordance with the Company's "Investment Policy", a portion of the Company's assets are in a portfolio of marketable securities.
- In late 2015 and early 2016, I allocated approximately \$1.9 million into several public equity positions.
- By the end of 2016, we had sold a good portion of the marketable securities and maintain only \$452,000 at September 30, 2016.
- Fortunately, the deployment of capital was fruitful and during 2016 we realized \$64,000 of gains and had another \$300,000 in unrealized gains, for a return of about 19% on the invested capital.

## The Future

- Premier has made considerable progress.
- Just at the beginning of what Premier will become over time.
- Fully behind our existing businesses, but Company complexion will constantly change as we grow and acquire other businesses.
- Management will always have a large vested interested in PDH.
- We will always be shareholder friendly with a company culture of accountability!

# Finally...

Thank you to our staff, executives, managers, directors, partners, service providers and shareholders!

Question & Answer