

# Salona Global Medical Device (TSXV) Seeks Acquisitions

Salona Global Medical Device (the "Company" or "Salona") is looking to acquire accretive, revenue generating (\$5m-\$25m) medical device enterprises

# **Upside Participation**

The Company's acquisition model is equity heavy, allowing additional post-acquisition upside for the selling party.

# **Private to Public Arbitrage**

Re-listing on TSXV upon closing of acquisition of private medical device company, Salona is designed to increase EPS with each acquisition, creating an environment for rising liquidity and upward trending stock price.

# **Capitalization in Uncertain Market Conditions**

Management/Advisors have deep connections on Bay and Wall Street allow the Company to connect private businesses to the hypercapitalized public markets.

#### **Proven Leadership and Corporate Governance**

Salona's Board and Advisors includes the former CEO and Chairman of DJO (NYSE:DJO), the former Chairman and Vice Chairman of PHM (TSX:PTQ, NASDAQ:VMD), and senior executives from Salter Labs (CEO), American Hospital Supply and Baxter Healthcare.

#### **Asset Diversification**

Focus on acquisitions across industry verticals to provide selling parties with de-risk of their specific assets.

# **Organic Growth Engine**

Salona's first acquisition maintains offices worldwide with offices and distribution on 4 continents providing long-term organic revenue growth potential.

# **Capital Market Catalysts**

Management has a dedicated investment banking team to assist with capital market communication and improve share price and trading volume.

Significant news flow from frequent, accretive acquisitions of revenue generating private device companies as well as organic growth strategies post acquisition, tends to generate stock price appreciation and increased liquidity.

# **Previous Success - Up Listing**

The combined management team and advisors of Salona Global has two successful companies that followed this model (DJO and PHM). This is the third such enterprise and management anticipates listing on a US exchange once critical mass is achieved.

### **Acquisition Profile**

Appropriate Acquisition Targets should have existing annual revenues of at least \$5M, operational cash flow and a clear path to sale. All deals are subject to due diligence and all necessary third party approvals



#### **Disclosures:**

Completion of the Company's first acquisition (the "Transaction") of South Dakota Partners, Inc. ("SDP"), is subject to a number of conditions, including but not limited to, TSXV acceptance and shareholder approval. There can be no assurance that the Transaction will be completed as proposed or at all. The certain financial data contained herein is unaudited and may be subject to refinement or modification during the audit process. Investors are cautioned that, except as disclosed in the management information circular to be prepared in connection with the Transaction, any information released or received with respect to the Transaction may not be accurate or complete and should not be relied upon. Trading in the securities of the Company should be considered highly speculative.

The securities referred to herein have not been, nor will they be, registered under the United States Securities Act of 1933, as amended, and may not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons absent U.S. registration or an applicable exemption from the U.S. registration requirements. This document does not constitute an offer for sale of securities for sale, nor a solicitation for offers to buy any securities. Any public offering of securities in the United States must be made by means of a prospectus containing detailed information about the company and management, as well as financial statements.

#### **Forward-Looking Information**

Although the Company believes, in light of the experience of its officers and directors, current conditions and expected future developments and other factors that have been considered appropriate that the expectations reflected in this forward-looking information are reasonable, undue reliance should not be placed on them because the Company can give no assurance that they will prove to be correct. When used herein, the words "estimate", "project", "belief", "anticipate", "intend", "expect", "plan", "predict", "may" or "should" and the negative of these words or such variations thereon or comparable terminology are intended to identify forward-looking statements and information. Such statements and information reflect the current view of the Company. Risks and uncertainties that may cause actual results to differ materially from those contemplated in those forward-looking statements and information. By their nature, forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements, or other future events, to be materially different from any future results, performance or achievements expressed or implied by such forwardlooking statements. Such factors include, among others, the following risks: (i) there is no assurance that the Company and SDP will obtain all requisite approvals for the Transaction, including the approval of the TSXV for the Transaction (which may be conditional upon amendments to the terms of the Transaction); (ii) there is no assurance that the concurrent financing will be completed as contemplated or at all; (iii) following completion of the Transaction, the Company may require additional financing from time to time in order to continue its operations and financing may not be available when needed or on terms and conditions acceptable to the Company; (iv) new laws or regulations could adversely affect the Company's business and results of operations; and (v) the stock markets have experienced volatility that often has been unrelated to the performance of companies. These fluctuations may adversely affect the price of the Company's securities, regardless of its operating performance. There are a number of important factors that could cause the Company's and SDP's actual results to differ materially from those indicated or implied by forward-looking statements and information. Such factors include, among others: currency fluctuations; disruptions or changes in the credit or security markets; results of operation activities and development of projects; project cost overruns or unanticipated costs and expenses, and general market and industry conditions and risks related to COVID-19 including various recommendations, orders and measures of governmental authorities to try to limit the pandemic, including travel restrictions, border closures, non-essential business closures, quarantines, self-isolations, shelters-in-place and social distancing, disruptions to markets, economic activity, financing, supply chains and sales channels, and a deterioration of general economic conditions including a possible national or global recession. The terms and conditions of the Transaction may be based on the Company's due diligence and the receipt of tax, corporate and securities law advice for both the Company and SDP. The Company undertakes no obligation to comment on analyses, expectations or statements made by third parties in respect of the Company, SDP, their securities, or their respective financial or operating results (as applicable). The Company cautions that the foregoing list of material factors is not exhaustive. When relying on the Company's forward-looking statements and information to make decisions, investors and others should carefully consider the foregoing factors and other uncertainties and potential events. The Company has assumed that the material factors referred to in the previous paragraph will not cause such forward-looking statements and information to differ materially from actual results or events. However, the list of these factors is not exhaustive and is subject to change and there can be no assurance that such assumptions will reflect the actual outcome of such items or factors. The forward-looking information contained herein represents the expectations of the Company as of the date hereof and, accordingly, is subject to change after such date. Readers should not place undue importance on forward-looking information and should not rely upon this information as of any other date. The Company does not undertake to update this information at any particular time except as required in accordance with applicable laws.

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