
UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): July 14, 2022

SALONA GLOBAL MEDICAL DEVICE CORP.

(Exact name of registrant as specified in its charter)

British Columbia
(State or other jurisdiction
of incorporation)

333-255642
(Commission
File Number)

Not Applicable
(IRS Employer
Identification No.)

3330 Caminito Daniella
Del Mar, California, United States 92014
(Address of principal executive offices) (ZIP Code)

Registrant's telephone number, including area code: **(800) 760-6826**

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act: None

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company ☒

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Item 2.02 RESULTS OF OPERATIONS AND FINANCIAL CONDITION

On July 14, 2022, Salona Global Medical Device Corporation (the "Company") issued a press release setting forth its financial results for the quarter ended May 31, 2022. A copy of the press release is attached hereto as Exhibit 99.1.

Item 7.01 REGULATION FD DISCLOSURE

The Company has posted a Corporate Presentation dated July 2022 to its website at www.salonaglobal.com/downloads. A copy of the Corporate Presentation is being furnished herewith as Exhibit 99.2. The Company may use the Corporate Presentation, in whole or in part, and possibly with modifications in connection with presentations to investors, analysts and others during July and August 2022.

The Corporate Presentation includes financial information not prepared in accordance with generally accepted accounting principles ("Non-GAAP Financial Measures"). A reconciliation of the Non-GAAP Financial Measures to financial information prepared in accordance with generally accepted accounting principles ("GAAP") appears in the Company's SEC Filings. The Company believes that the Non-GAAP Financial Measures provide investors additional ways to view its operations, and when considered with its GAAP results, provides a more complete understanding of the Company's business than could be obtained absent this disclosure.

By filing this Current Report on Form 8-K and furnishing the information contained herein, the Company makes no admission as to the materiality of any information in this report that is required to be disclosed solely by reason of Regulation FD.

The information furnished in this Item 7.01 and Exhibit 99.2 shall not be deemed "filed" for purposes of Section 18 of the Exchange Act, or otherwise subject to the liabilities of that section, nor shall it be incorporated by reference in the Company's SEC Filings, except as expressly set forth by specific reference in such a filing.

The information contained in Exhibits 99.1 and 99.2 is summary information that is intended to be considered in the context of the Company's filings with the SEC. The Company undertakes no duty or obligation to publicly update or revise the information contained in this report, although it may do so from time to time as its management believes is warranted. Any such updating may be made through the filing of other reports or documents with the SEC, through press releases or through other public disclosure.

Item 9.01. FINANCIAL STATEMENTS AND EXHIBITS

(d) Exhibits

99.1 [Press Release of Salona Global Medical Device Corporation dated July 14, 2022.](#)

99.2 [Salona global Medical Device Corporation Corporate Presentation dated July 2022.](#)

104 Cover Page Interactive Data File (embedded within the Inline XBRL document)

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

SALONA GLOBAL MEDICAL DEVICE CORPORATION

By: /s/ Les Cross

Date: July 14, 2022

Name: Les Cross

Title: Interim Chief Executive Officer

EXHIBIT 99.1

Salona Global Releases First Fiscal Quarter 2022 Financials; Posts 152% Revenue Growth and 202% Gross Profit Growth Since Listing, Lifts Gross Margins to 36%; Appoints Permanent Chief Executive Officer

SAN DIEGO, July 14, 2022 (GLOBE NEWSWIRE) -- Salona Global Medical Device Corporation ("Salona Global," "SGMD," or the "Company") (TSXV:SGMD) today announced financial results for the first fiscal quarter of 2022, ending May 31, 2022. The Company grew its annual and quarterly revenue and gross profit. The Company also lifted its gross margins for the quarter to 36%. This represents the fifth consecutive quarter of record revenue and gross profits under the leadership team led by Les Cross and Luke Faulstick.

The Company also announced that Les Cross will continue as a full-time Executive Chairman turning his focus more to capital markets communication and deal sourcing. As of July 18, 2022, Luke Faulstick will assume the role of Chief Executive Officer with the responsibility of acquisition integration, execution of product development, and driving organic growth. Mr. Faulstick had most recently served as Chief Operating and Integration Officer of Salona Global, and since Salona Global's public listing last year has been President of Salona Global's wholly owned subsidiary and manufacturing unit, South Dakota Partners, Inc. ("SDP"). He was previously the Chief Operations Officer and Operations Vice President for DJO Global from 2000-2012.

The Company also provided highlights for the quarter.

Financial Headlines

Revenues

- Gross revenue growth of 152% in less than a year, building revenues from \$3,973,773 in fiscal Q2 2021-2022, the first reported quarter since listing, to \$10,048,548 in fiscal Q1 2022-2023
- Increased quarterly revenues by 19%, from \$8,461,354 in fiscal Q4 2021-2022 to \$10,048,548 in fiscal Q1 2022-2023
- Revenue growth continued through fiscal Q1 2022 with \$3,993,509 of revenue for the month of May 2022 or annualized run-rate of \$47,900,000

Profits

- Generated 202% gross profit growth in less than a year rising from \$1,204,171 in fiscal Q2 2021-2022, the first reported quarter since listing, to \$3,642,265 in fiscal Q1 2022-2023
- Increased quarterly gross profits by 26%, from \$2,888,285 in fiscal Q4 2021-2022 to \$3,642,265 in fiscal Q1 2022-2023
- Lifted gross margins to 36% in Q1 2022, the highest gross margin since listing.

Salona Global Quarterly Highlights

- Announced closing the acquisition of Mio-Guard LLC, a medical device sales and marketing business serving the Midwest United States on March 18, 2022
- Hired senior sales executive as Vice-President of Sales and Marketing with over 30 years of experience in the recovery science industry, previously an executive at DJO Global
- Acquired a portfolio of medical device intellectual property, expanding product lines under Mio-Guard® brand with first premium grade electrode
- Executed U.S distribution agreement with K-Laser, further expanding the higher range of priced products in the product line

- Added seasoned communications leader to improve shareholder communications and digital strategies
- Executed two additional non-binding letters of intent to acquire:
 - a US\$5M in annual revenue plastics business with 40% gross margins
 - a US\$14M in annual revenue physical therapy medical and equipment business with 35% gross margins

"We had another solid quarter of growth with several notable highlights," said Executive Chairman Les Cross. "Our annual revenue and profit growth exceeded our expectations, especially our organic growth figures. Our annual run rate is nearly \$48,000,000 and we generated strong gross margins this quarter. As an example of our rapid growth, our gross profit this quarter was nearly double our revenue from the same quarter last year."

"We have a strong balance sheet and operational cashflow and look forward to using it to close the deals we recently announced, further expanding our sales channels and product offerings," continued Mr. Cross. "We have five strong engines of growth, as this quarter proved. Our growth strategy includes: (1) M&A; (2) product development; (3) product IP acquisitions; (4) product distribution agreements; and (5) organic growth."

"I am pleased to promote Luke Faulstick to the role of Chief Executive," finished Mr. Cross. "Luke and I have worked closely together for over 20 years, and he is a proven leader. He has again proven his operational capabilities by integrating our new acquisitions while successfully managing SDP. Luke can extend his efforts across the entire company in his role as CEO, integrating new acquisitions and pursuing new market opportunities. I will continue as a full-time Executive Chairman, sharpening my focus on acquisition sourcing and capital markets while keeping us on the cutting edge of this large and growing global recovery science market."

"We had an excellent quarter in terms of gross margins coming closer to our long-term target of over 40%" said Luke Faulstick, Chief Executive Officer of Salona Global. "I do expect as we move into our next phase of growth, we might see that moderate, but I am pleased we can see top line and gross profit growth in the same quarter which means our business plan is working well."

The latest investor presentation has been posted on the Company's website in advance of institutional investor presentations. The updated presentation will be available at: www.salonaglobal.com/downloads.

Sign up at <http://tinyurl.com/salonaglobalnewsletter> for updates on Salona Global delivered directly to your inbox.

The financial statements for the first quarter ending May 31, 2022 and related management discussion and analysis (in the form of a quarterly report on Form 10-Q) will be filed on SEDAR and with the United States Securities and Exchange Commission (the "SEC").

On Monday, July 18, 2022, at 4:00pm (ET), Executive Chairman Les Cross and CEO Luke Faulstick will hold an earnings call (see details below) to discuss the results, including details on organic growth for the quarter, deal flow and acquisition status and details about revenues and profits in the current quarter.

Fiscal First Quarter Earnings Call Dial In: **+1 (800) 225-9448**
 Passcode: **203-518-9708**

For more information please contact:

Melissa Polesky-Meyrowitz
Chief Financial Officer
Tel: 1 (800) 760-6826
Email: Info@Salonaglobal.com

Additional Information

There can be no assurance that any acquisition (including with the targets Salona Global is currently negotiating within its pipeline) will be completed or the timing of any acquisitions. Completion of any transaction will be subject to, amongst other things, negotiation and execution of definitive agreements, applicable director, shareholder and regulatory approvals.

Neither the TSXV nor its Regulation Services Provider (as that term is defined in the policies of the TSXV) accepts responsibility for the adequacy or accuracy of this release.

Unless otherwise specified, all dollar amounts in this press release are expressed in Canadian dollars.

Certain statements contained in this press release constitute "forward-looking information" within the meaning of the Private Securities Litigation Reform Act of 1995 and applicable Canadian securities laws. These statements can be identified by the use of forward-looking terminology such as "expects" "believes", "estimates", "may", "would", "could", "should", "potential", "will", "seek", "intend", "plan", and "anticipate", and similar expressions as they relate to the Company, including: the Company closing additional acquisitions and the Company's long-term gross margin target of over 40%. All statements other than statements of historical fact may be forward-looking information. Such statements reflect the Company's current views and intentions with respect to future events, and current information available to the Company, and are subject to certain risks, uncertainties and assumptions. Salona cautions that the forward-looking statements contained herein are qualified by important factors that could cause actual results to differ materially from those reflected by such statements. Such factors include but are not limited to the general business and economic conditions in the regions in which Salona operates; the ability of Salona to execute on key priorities, including the successful completion of acquisitions, business retention, and strategic plans and to attract, develop and retain key executives; difficulty integrating newly acquired businesses; the ability to implement business strategies and pursue business opportunities; disruptions in or attacks (including cyber-attacks) on Salona's information technology, internet, network access or other voice or data communications systems or services; the evolution of various types of fraud or other criminal behavior to which Salona is exposed; the failure of third parties to comply with their obligations to Salona or its affiliates; the impact of new and changes to, or application of, current laws and regulations; granting of permits and licenses in a highly regulated business; the overall difficult litigation environment, including in the United States; increased competition; changes in foreign currency rates; increased funding costs and market volatility due to market illiquidity and competition for funding; the availability of funds and resources to pursue operations; critical accounting estimates and changes to accounting standards, policies, and methods used by Salona; the occurrence of natural and unnatural catastrophic events and claims resulting from such events; 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; as well as those risk factors discussed or referred to in Salona's disclosure documents filed with United States Securities and Exchange Commission and available at www.sec.gov, and with the securities regulatory authorities in certain provinces of Canada and available at www.sedar.com. Should any factor affect Salona in an unexpected manner, or should assumptions underlying the forward-looking information prove incorrect, the actual results or events may differ materially from the results or events predicted. Any such forward-looking information is expressly qualified in its entirety by this cautionary statement. Moreover, Salona does not assume responsibility for the accuracy or completeness of such forward-looking information. The forward-looking information included in this press release is made as of the date of the hereof and Salona undertakes no obligation to publicly update or revise any forward-looking information, other than as required by applicable law.

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CORPORATE PRESENTATION
JULY, 2022

TSXV: SGMD

SALONA GLOBAL MEDICAL DEVICE CORPORATION



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IMPORTANT

YOU MUST READ BEFORE CONTINUING

DISCLAIMER: This presentation (the "Presentation") about Salona Medical Device Corporation ("Salona" or the "Company") is dated as of July 14, 2022. It is information in a summary form and does not purport to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor.

No representation or warranty, express or implied, is made or given by or on behalf of the Company or any of its affiliates, directors, officers or employees as to the accuracy, completeness or fairness of the information or opinions contained in this Presentation and no responsibility or liability is accepted by any person for such information or opinions. The Company does not undertake or agree to update this Presentation or to correct any inaccuracies in, or omissions from, this Presentation that may become apparent. No person has been authorized to give any information or make any representations other than those contained in this Presentation and, if given and/or made, such information or representations must not be relied upon as having been so authorized. The contents of this Presentation are not to be construed as legal, financial or tax advice. The information contained herein is considered current as of the date of this Presentation but will not be updated at any time thereafter. This Presentation does not contain all of the information that would normally appear in a prospectus or offering memorandum under applicable Canadian securities laws or registration statement under applicable U.S. securities laws. This Presentation contains information obtained by the Company from third parties, including but not limited to market data. The Company believes such information to be accurate but has not independently verified such information. To the extent such information obtained from third party sources, there is a risk that the assumptions made and conclusions drawn by the Company based on such representations are not accurate. By your acceptance of this presentation you and any person reviewing this Presentation agrees not to distribute, copy; reproduce; transmit; make available; or condone any of the foregoing, without the prior written consent of the Company. Any unauthorized use of this Presentation is strictly prohibited. On your rights, you are encouraged to review this disclosure and are advised to consult independent legal counsel, tax, accounting and other advisors.

This Presentation is not, and under no circumstances is to be construed as, a prospectus, offering memorandum, or an advertisement or a public offering of securities, and does not constitute an offer for the sale of securities.

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CAUTIONARY NOTE REGARDING FORWARD-LOOKING INFORMATION AND FORWARD-LOOKING STATEMENTS: Certain statements contained in this corporate presentation constitute "forward-looking statements" and "forward-looking information" within the meaning of the Private Securities Litigation Reform Act of 1995 and applicable Canadian securities laws, respectively. 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All statements other than statements of historical fact may be forward-looking information. Such statements reflect the Company's current views and intentions with respect to future events, and current information available to the Company, and are subject to certain risks, uncertainties and assumptions, including: the successful development of new products, registration of new products with appropriate regulatory body, completing currently contemplated IP acquisition transactions, developing more IP acquisition opportunities, successful integration of existing businesses, the Company successfully identifying, negotiating and completing additional acquisitions, including accretive acquisitions and successfully executing on current growth plans. Salona cautions that the forward-looking statements contained herein are qualified by important factors that could cause actual results to differ materially from those reflected by such statements. Such factors include but are not limited to the general business and economic conditions in the regions in which Salona operates; the ability of Salona to execute on key priorities, including the successful completion of acquisitions, business retention, and strategic plans and to attract, develop and retain key executives; difficulty integrating newly acquired businesses; the ability to implement business strategies and pursue business opportunities; disruptions in or attacks (including cyber-attacks) on Salona's information technology, internet, network access or other voice or data communications systems or services; the evolution of various types of fraud or other criminal behavior to which Salona is exposed; the failure of third parties to comply with their obligations to Salona or its affiliates; the impact of new and changes to, or application of, current laws and regulations; granting of permits and licenses in a highly regulated business; the overall difficult litigation environment, including in the United States; increased competition; changes in foreign currency rates; increased funding costs and market volatility due to market illiquidity and competition for funding; the availability of funds and resources to pursue operations; critical accounting estimates and changes to accounting standards, policies, and methods used by Salona; the occurrence of natural and unnatural catastrophic events and claims resulting from such events; 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; as well as those risk factors discussed or referred to in Salona's disclosure documents filed with United States Securities and Exchange Commission and available at www.sec.gov, and with the securities regulatory authorities in certain provinces of Canada and available at www.sedar.com. 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TRADEMARKS AND TRADE NAMES

This Presentation includes references to trademarks and tradenames of the Company and its subsidiaries, as applicable, which are protected under applicable intellectual property laws and are their property. The trademarks and trade names of the Company and its subsidiaries, as applicable, referred to in this Presentation may appear without the ® or ™ symbol, but references to their trademarks and trade names in the absence of such symbols are not intended to indicate, in any way, that they will not assert, to the fullest extent under applicable law, their rights to these trademarks and trade names. All other trademarks and trade names used in this Presentation are the property of their respective owners. The Company does not intend for its use or display of other companies' trademarks and trade names to imply a relationship with, or endorsement or sponsorship of it by, those other companies.

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THE RECOVERY SCIENCE MARKET

THE \$30B+ AND GROWING RECOVERY SCIENCE & MEDICAL DEVICE INDUSTRY HAS CONSISTENTLY OUTPERFORMED THE MARKET AVERAGE (1)



- 1.6 MILLION REGISTERED PHYSICAL THERAPISTS (PT) WORLDWIDE; 35 MILLION UNIQUE PATIENTS PER WEEK OR ABOUT 15% OF THE US ADULT POPULATION SEE A PT(2).
- GROWING MARKET AS THE GLOBAL AGING POPULATION WANTS TO REMAIN ACTIVE INTO OLD AGE.
- PHYSICAL THERAPISTS & ATHLETIC TRAINERS ENTERING THE MARKET IS EXPECTED TO GROW BY 20-30% OVER THE NEXT 5 YEARS(2,3).

(1) BASED ON A COMPARISON OF NYSE:SPY WITH NASDAQ:IHI OVER THE TWO-YEAR PERIOD FROM 1/1/2020 THROUGH 1/1/2022, DATA FROM YAHOO FINANCE.
(2) DATA COURTESY OF BEACON SECURITIES, MARCH 17 2022 COVERAGE INITIATION REPORT
(3) DATA COURTESY OF BLS.GOV: [HTTPS://WWW.BLS.GOV/OOH/HEALTHCARE/ATHLETIC-TRAINERS.HTM](https://www.bls.gov/ooH/HEALTHCARE/ATHLETIC-TRAINERS.HTM)



PRODUCTS

ON THE MARKET



PREVENTION

- Specialty Supports*
- Athletic Braces*
- Diabetic Shoes



TREATMENT

- Muscle Stimulation*
- Wound Care Devices
- Bone Growth Stimulators*
- DVT Devices*
- TENS & NMES*



REHABILITATION

- Pre-op Devices
- Compression
- Ergonomics *
- Hot/Cold Therapy*
- Post-op Braces
- Massage Therapy Devices*
- Constant Passive Motion (CPM)*
- Physical Medicine Modalities*
- Mobility & Training*
- Treatment Tables*

*PRODUCTS CURRENTLY BEING DEVELOPED, MANUFACTURED, OR SOLD BY SALONA GLOBAL

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Salona Global
High Quality Medical Devices

VERTICAL INTEGRATION

Capturing “Top-to-Bottom” Margins
Through its Subsidiaries



THE SALONA
GLOBAL WAY:
A PEOPLE
CENTERED
CULTURE OF
CONTINUOUS
IMPROVEMENT



MID-GUARD™
GUARD YOUR GAME
SALES & DISTRIBUTION

**South Dakota
Partners**
MANUFACTURING

Simbex
RESEARCH &
DEVELOPMENT





Salona Global
High Quality Medical Devices



Simbex

RESEARCH & DEVELOPMENT

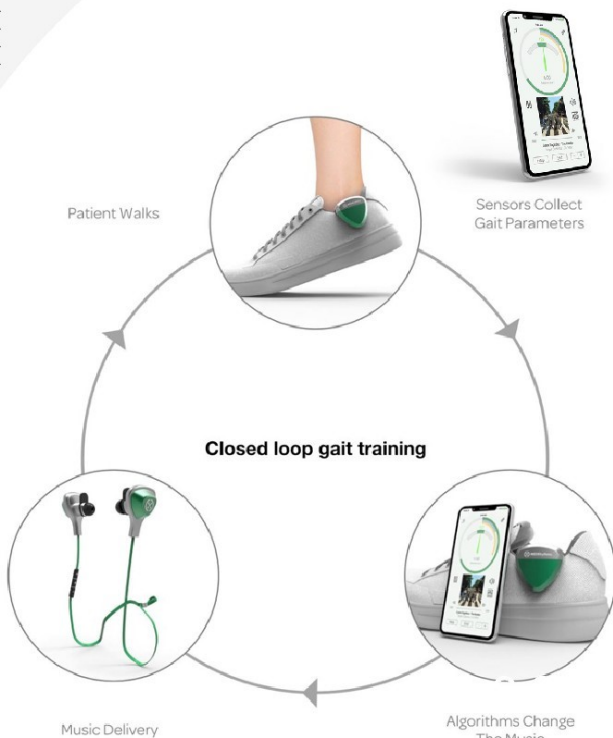
PRODUCT DEVELOPMENT EXAMPLE



A digital therapeutics device that uses sensors, music, and software to build evidence-based, neurologic interventions to measure and improve gait.



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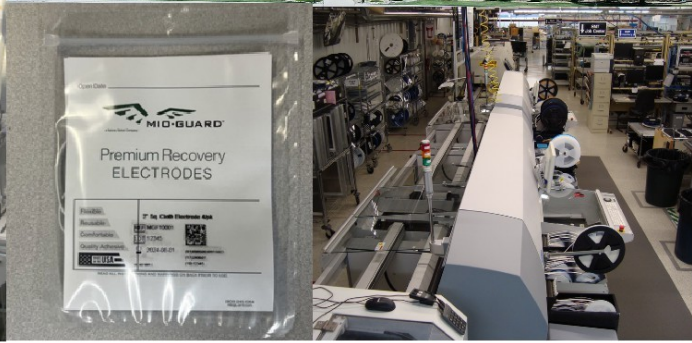




Salona Global
High Quality Medical Devices



MANUFACTURING FACILITY







SALES & DISTRIBUTION NETWORK

Robust distribution network to athletic trainers and physical therapists:

- ✓ 30+ reps
- ✓ 30+ states
- ✓ 400+ products

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MANAGEMENT TEAM



MANAGEMENT TEAM

(Continued)



SCOTT ROGOW
VP OF SALES



**MELISSA POLESKY-
MEYROWITZ, CPA**
CHIEF FINANCIAL
OFFICER



**JETHRO
ROTHER-KUSHEL**
CAPITAL MARKETS
AND FINANCIAL
COMMUNICATIONS

STRONG BENCH

Talent recruitment through acquisitions and sales channel development; Several key leaders from acquisitions bolster the management team with expertise from product development through sales and marketing.

STEPS TO SUCCESSFUL EXECUTION



MARKET

Large & growing market for recovery science globally.

TEAM

Experienced and knowledgeable management team and advisors.



PRODUCTS

Innovative, IP-protected products that improve patient care.

CAPITAL STRUCTURE

Optimal capital structure for acquisitions.

GROWTH PLAN

Capitalize on extensive industry contacts drive five engines of revenue and profit growth:

1. M&A: A deep pipeline of potential acquisition targets
2. Product Development: Five products under development
3. Product IP Acquisition: Sourcing under-valued IP that can quickly be productized for the market
4. Product Distribution Agreements: Finding high margin products to expand the product line into existing and new distribution channels
5. Organic Growth: Organic growth post-acquisition.





SALONA GLOBAL HEADLINES

Fiscal Q1 (Ending May 31, 2022)

REVENUES

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THANK YOU

OFFICE



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www.salonaglobal.com

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