

OTC Markets Group

Joining us today is Jeremy Thomas the founder, executive chairman of Goodbody Health Inc that trades in our OTCQB Venture Market under the ticker GDBYF. Goodbody Health is an established health and wellness company that operates within the United Kingdom and Europe. As a trusted distributor and retailer of quality accredited wellness products and diagnostic services. Their goal is to provide healthcare services and local communities and enable customers to manage their healthcare digitally Jeremy. Thanks so much for joining us today.

Jeremy Thomas  
Hello.

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So Jeremy give us some background about your personal and professional experience and then your reasons for founding Goodbody Health. Yeah.

Jeremy Thomas

Well I'm a serial entrepreneur I started in the UK back in the 80 s in the mobile phone world. My uncle and I captured 10% of the UK market and we sold it for a reasonable amount of money I then went on to develop a telecoms business. Which I took to the aim junior market and then onwards to the London Stock Exchange for market I've been involved since then with a number of businesses my brother and I set up a. e-learning business which continues as a private company today and makes over a million pounds year profit I've been involved in the moneyleding business Would you believe which I set up with Mark. Hows who's our current CEO here at Goodbody Health that was a very successful operation over of. Four-year period. We went to number 2 in our particular marketplace and sold it for eighty million us dollars so I then stumbled across the medicinal cannabis business and I set up a accompanying then we were the first listed business in that space. Regulatory environment has not been favorable for those types of businesses. So we've morphed into Goodbody Health which is now a successful company principally so conducting covid testing for travelers leaving UK around the world. That as the covid pandemic recedes then we are looking to replace those revenues with blood and wellness testing which is where we find ourselves with Goodbody Health.

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So yeah, so tell us more about your specific mission for Goodbody and the health and wellness space which is no more live better.

Jeremy Thomas

Well my short-term mission is to educate the North American market to the investment opportunity. So we completed our last funding round show year in December we reported revenues of twenty three million us dollars the company has over eight million of cash in its bank which is made this year and yet we only have a market cap of 16000000 so there's work to do and today's interview is part of that process on bringing to the attention to the investment community. What a great business. We have.

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Yeah, talk about the opportunities and your competitive advantage specifically in this space. What demographic and markets do you target.

Jeremy Thomas

Well, we have 180 clinics in the UK and we are broadly based around the independent Pharmacy channel so we would approach say a local pharma system would say we would like to help you grow your business by. Driving new customers into your pharmacy with the mission to conduct simple blood tests to enable that customer to know more about their health make changes in the way that they live and live better. So , our strategy is to roll out our clinic network and we we look to be judged upon the number of clinics that we operate our target this year is to take the 180 to closer to a thousand. , there are 4000 independent pharmacies in the UK so there's plenty of scope for us to to achieve that the more representation we have on the ground the more customers we can service the more successful we can be as a business.

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And yeah, so in response to the pandemic as we know Goodbody assisted local communities with covid testing clinics and 2020 and all obviously through the years so now that the pandemic is kind of waning. , how can you reflect on your response and how did that help us establish your reputation. And help build trusted networks in your communities and and now help you pivot towards providing other key healthcare services.

Jeremy Thomas

That's a good question. So what helps us in our strategy is that the national health service has published a five-year plan in the UK and that plan sees blood and wellness testing leaving the doctor's surgeries. And going into local hubs. , the word local hubs is really code for pharmacies. So the pandemic has created a

huge backlog in our health services in the UK such that it's very difficult to get a doctor's appointment now. Government has looked at the problem and it wants to relieve stress and and pressure on those doctor's surgeries as much as possible blood and wellness testing being taken away from there and into the local community is something that they're certainly pushing and that's where we want to help so. But 200 clinics. We're forced to be reckons with but with a thousand clinics. We would be a partner for government. So that's our strategy and our strategy supported by by government policy. The second thing about the pandemic is that it's really educated us all. To the value that we should put on our personal health and we've also become more more more familiar with the concept of testing so we've all been through covid testing lateral flow testing in the home pcr testing for travel. Familiar with the concept of testing ourselves and I think in response to the pandemic Goodbody Health is well placed to capitalize on a change of public attitude and we're there to say look you have your car checked every year professionals tell you of faults that they found and you work on fixing those faults before you set off down the road again. There's no point. There's no reason why you shouldn't do the same thing for your for your general health and wellbeing and the way to do that is to get your blood tested on a regular basis.

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So what can we expect from Goodbody Health in 2022 and beyond.

Jeremy Thomas

Well and we've reported profitability in our last two quarters of last year and the q one has started strongly this year I think there will be some dip in in performance as we transition from covid testing to blood testing but I'm confident that by q 3 and beyond. We would have replaced the revenues that we generate from covid testing what you can expect is for us to grow substantially in terms of our reach. That's the number of clinics that we operate and also moving from the UK further afield so a couple of weeks ago we announced the first clinic. Opened here in Vancouver I'm talking to you from Vancouver and we hope to replicate the model that we've established in the UK here in Canada and then who knows where we'll go from there. But yes I think you can see next in this forthcoming training your more clinics. More products I I e a lot more tests. , not only in clinic but also at home. there's there's a vibrant pre-pandemic. There was a big market for home testing home health testing and that's only going to get bigger now that we've gone through this pandemic. So more of the same more clinics more tests. More customers.

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It excellent, very exciting, Goodbody began trading on the OTCQB Venture Market recently and is also traded on the CSE. So how does cross trading on the OTCQB market enhance your investor strategy here in the Us.

Jeremy Thomas

I think it's a great market for us to be to be on. You've got an active number of retail investors which we are targeting. , the messaging has been poor in North America I'm here in Vancouver to improve that and today's is 1 step in that. , yeah I think there are 2 2 parts. This one is to have a successful trading business and the second is to tell people about it and the the fact that we're on your market shows that we want to spread that message.

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So well Jeremy it's been a pleasure speaking with you. Thank you for sharing your story.

Jeremy Thomas

Yeah, it's a pleasure and I hope to be able to update you on a so regular basis.

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Absolutely, Goodbody Health trades under the symbol GDBYF on our OTCQB Venture Market

*\*This is an autogenerated transcript and may contain typos.*