

OTC Markets Group

Joining us today is Troy Grogan the President and CEO at USA Equities Corp. that trades on our OTCQB Venture Market under the ticker USAQ. USA Equities, through its wholly owned subsidiary Medical Practice Income (MPI) a Florida corporation, is focused on value-based healthcare solutions in the digital medicine market, including digital therapeutics, behavior based remote patient monitoring, virtual care and preventive medicine. Thanks so much for joining us today.

Troy Grogan

Happy new year Cecilia thanks for having me on your program I'm looking forward to 2021 and like many putting 2020 behind us. That's for sure.

OTC Markets Group

Absolutely give us a little bit background with your experience in the Healthcare industry and the business direction of medical practice income.

Troy Grogan

Sure, sure so, my background's in the biological sciences health promotion, medical education and health technology space from a health systems perspective I've had roles at the highest level of government I was appointed by the minister of health. 1 of Australia's largest health systems in Australia in in Sydney this system had over one point six billion dollars of annual budget to run its hospitals and outpatient clinics and areawide health promotion initiatives we had over 14,000 employees and for over a decade I served on this health system's human ethics committee the clinical quality council medical appointments and credentialing committee and also the audit and risk management committee before moving to the United States and so here in the United States I've been developing healthcare technologies medical devices and continuing medical education programs in particular for primary care physicians for the past ten years and medical practice income is the culmination of these years of development and experience and even before. A covid nineteen medical practice income knew that technology would assist physicians to better manage patients with chronic conditions while they're not in front of the physician and this is done by using remote patient monitoring and virtual care methods and. Digital Medicine Technologies to support the conventional or telemedicine face-to-face encounters and on top of this medical practice. Income also knows that a great deal of our healthcare providers especially primary care physicians are suffering from stress and burnout due to their heavy workloads. And the economic

pressures of today's insurance environment so a significant objective of medical practice income is to provide these physicians with efficient sources of new income to enhance their practice while also helping their patients to better manage their chronic conditions.

OTC Markets Group

Tell us about medical practice incomes digital medicine technology and your recent announcement of the exclusive distribution agreement of the allergy and product line and your vision of the future of medicine.

Troy Grogan

Okay, well let me start off by saying that digital medicine differs from digital health which is largely a category of mobile apps and devices that are directed to consumer use. These digital apps you know are quite helpful and especially for individuals to monitor enhance their general health and well-being, but digital medicine is directed by physicians. It's used as an adjunct to the physician's management and is often but not always subject to FDA scrutiny for safety reasons. Due to its direct therapeutic impact. So, let me just give you 1 example of a digital medicine technology that we just launched here at medical practice income. It's an allergy management digital health risk assessment. So, a patient is directed by their physician to answer some questions on their cell phone or computer about their health either at home before the office visit or before a telemedicine visit or maybe in the waiting room before they actually see the doctor. So instead of a long paper-based form to fill out by hand. This is delivered digitally under HIPPA compliant conditions. The patient's responses to their questions are calculated and scored via our algorithms which are based on validated instruments and their physician receives a detailed report. But provides them with an efficient means to conduct their evaluation this speeds up the whole process for patients and physicians and it's also billable by the physician to medicare and insurance companies. This is just 1 example of 1 condition that we're addressing now. Future iterations will target other major chronic conditions that primary care physicians encounter like hypertension diabetes. but behavioral health pain arthritis asthma and obesity for example, so now in response to your question about our exclusive distribution agreement with allergy and. Allergy end is a highly unique in-office allergy testing and treatment system and it's designed for non-allergy specialists in primary care. The allergy and system has been awarded 7 US patents for its design utility and methods so just like I mentioned the digital allergy report. We'll quickly tell the doctor if the patient is likely to be allergic to what allergen they might be allergic to however the physician still needs to confirm this by performing a skin test and this is where the allergy and product meets medical practice income's digital medicine. So, after the allergy

and test, if the patient is positive to one of the tests in the in the test report like a cat or grass or dust. For example, the physician can immediately use the medical practice income platform to order specific immunotherapy treatment to directly address the patient's allergies in the in the private cares office. Saving a specialist visit and this is for the most common causes of of allergic Disease. So, this is a plus for patients in receiving cost-ffective and evidence-based treatment and the primary care Physician can now generate a new source of income for their practice. Because all these services they have cpt codes or reimbursement codes and they're billable to insurance.

OTC Markets Group

And so, and in what way does medical practice income differentiate itself from your competitors in the emerging virtual Healthcare space?

Troy Grogan

Let me start off by saying who our customers are and how this relates to our business model and then the intersection to other players in the space or so-called competitors just to give you some perspective to the question so depending on which economist you speak with. Will tell you that healthcare spending in 2019 was close to \$5,000,000,000,000 and growing at rates greater than 5% per annum. So, this is a huge number to say the least and there's a heck of a lot of money and waste washing around in this vast ocean at medical practice income. We're focused on the 500000 primary care providers in the us half of which are independent physicians mean they're not employed by hospital groups university medical systems or other large groups these 250,000 plus physicians still remain. In the large part our trusted family medicine doctor. They're small businesses or solo practices. We at medical practice income already have about one hundred and seventy practices that that fit this model and when we survey these types of practices. They know all provide some form of telemedicine service. Have electronic medical records that send appointment reminders and 1 ne-way communications to their patients. However, very few of them have incorporated sophisticated digital medicine technologies that are that are 2 wo-way and interactive. There are a number of large healthcare players in the space working at adding digital medicine technology to their service offerings but these players are focused on the fortune 500 end of town. You know like I mean the health systems the universities where employed doctors are. Not focusing on the solo independent physician so this is how we differentiate ourselves in the market and from a telemedicine perspective as it's quite topical. We don't compete with telemedicine suppliers. In fact, we mutually support each other's effort. Remember a Telemedicine platform is merely replacing an in-person office visit. The physician is still running the show or already these

platforms are becoming commodity-like even in early Twenty Twenty-one and their pricing is under a lot of pressure medical practice. Income is agnostic to these telemedicine platforms. And like for example, teledock for instance which you would have to say is the most prominent today. They don't sell their service to an independent doctor like we do. They sell to large groups like self-insured employers for instance and those employers pass on the service like as a benefit to either their employees or members. So, our niche is selling our software as a service subscription directly to the independent medical office is and supplying these doctors with a new source of revenue and helping their patients and look from another differentiation point of view on a whole other level. As a publicly traded Company. We will look to partner or acquire mutually supported devices and technologies to add to our growing network of independent Physician clients and often will help physicians to direct their patients to other Consumer-orientated Digital Health apps. And they're not our competitors either. They simply assist the physician and patient to help the patient's health conditions and these are products like you know the weight loss app noon for example, so right now we're in an exciting white space area and we already have an early toehold to begin.

OTC Markets Group

And as the world faces new economic and social challenges due to the covid nineteen how is this affected your business strategy and goals for 2021

Troy Grogan

Well, covid nineteen has accelerated both healthcare provider and patient acceptance of virtual care technologies. There's no doubt about it if people don't absolutely have to go to a doctor's office but still need some transient medical help. Both parties are now open to a telemedicine visit which is which is great and covid with all its bad things has brought that to the attention of the public. So, this has meant that regulators and insurance companies have also come on board to what us healthcare technologists have been saying for well over fifteen years which is. The major or the majority of chronic conditions are better managed with more frequent and short encounters not necessarily with doctors but often with support staff like nurses and medical assistants rather than only visiting the doctor say 3 times a year you know a lot of things can go off track in between those 3 encounters and it's this new virtual care remote patient monitoring digital medicine technologies that are helping fill in that gap. So, in essence this environment has only sped up our progress. Our strategies have not changed. You know from before covid. Digital medicine is here and we're beginning to enjoy the benefits of its acceleration as stated we already have over 170 medical offices using our platform., and also, we outperformed recent analyst projections by commencing revenue producing activities in q four last year. And we're already

set to outperform 2021 estimates as early as we are in 2021 now.

OTC Markets Group

Excellent to hear. Usa Equities Corp began trading on the OTCQB Venture Market in October how are you leveraging OTCQB as part of your investor relations program.

Troy Grogan

Okay, so firstly even though we've been fully reporting with the se for some time now being on the OTCQB provides our sophisticated investors with a quick assurance. Check. As they know OTC Markets requires annual qualification and certification assuring that we're in compliance that the QB is a higher standard than Pink companies and this also provides for greater visibility to a much broader investor base you know from a direct investor relations perspective. This podcast that we're doing right now is a huge benefit to get our message out to OTC Markets followers and we're also taking advantage of the other media partnerships of Cecilia that you provide to QB companies. This is a huge plus for small cap or micro-cap companies such as medical practice income to reach our target audience of investors.

OTC Markets Group

And well it's been a pleasure to speak with you Troy.

Troy Grogan

Thank you, Cecilia! It's but it's been great to speak with you today as well. As for your listeners either investors or healthcare providers. You can go to our website. It's medicalpracticeincome.com. So, you can find out more information and to subscribe to our enews to receive future updates about the company and follow along with our progress.

OTC Markets Group

USA Equities Corp Trades under the symbol USAQ on our OTCQB Venture Market.

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