

*Tormont50: Identifying timely topics and trends in the sub-\$300 million market.*

Research Type: **Update**

Timeliness: **Evolving**

Date: **April 13, 2018**

## MedX Health Corp.

**MDX \$0.25**

TSXV Exchange | Market Cap \$31.9M



**Positive Events:** Sometimes subtle events at a company can signal trends that will only become obvious in the future. One of our goals here at the Tormont50 is to highlight those kinds of changes to keep investors informed and focused on timely events that can impact upcoming quarters. As everyone who works in the microcap space knows, those “subtle” changes in sub-\$300M market cap stocks can have an outsized effect (both positive and negative) on shareholder value and are easy to miss. With that in mind, MedX made a key hire in its first month on the Tormont50 that is worth highlighting.

**New President:** In the daily flood of press releases that pass through our news feeds, personnel changes typically don’t get much more than a quick read. But, **the recent hire by MedX is very important and marks a starting point for potential momentum in the company’s global expansion plans.**

On April 4, 2018, MedX announced the appointment of Scott Spearn, as President, to build out the sales channels, with a particular emphasis on new markets. The press release described Mr. Spearn as “an experienced medical device executive,” but that generic description understates his long history in the business, which has s starting point back in 1976 as a Sales Manager for Smith Industries Medical Systems in Toronto. He followed that with a 27-year run at Laerdal Medical (Toronto), where his roles at various times included CEO of the U.S. division, opening the Latin American operations, V.P of Sales in the U.S., and V.P and General Manager of Laerdal Medical Canada Ltd.

Based in Norway, Laerdal is an international provider of lifelike patient simulators and training programs; and has more than 1,400 employees around the globe and significant operations in 20 countries. After leaving Laerdal two years ago, Mr. Spearn also worked as a consultant in the health care space.

**This is a very important hire for MedX, because it gives the company an industry veteran with tremendous experience in the same target geographies that MedX is seeking to penetrate.** Mr. Spearn knows Latin America, as he opened the territory for Laerdal beginning in 2000 and helped create a footprint there over the next six years. He also knows the rest of North America and has decades of corporate experience as part of a global enterprise that operates on multiple continents. So, the timing of this hire could not have been better. MedX gained an experienced executive, with particular expertise in the Spanish-speaking sales territories that will be a focus in coming quarters. We are highlighting this addition to the MedX team, chiefly because the fit seems so complementary to the company’s business plan. Time will tell in terms of Mr. Spearn’s impact, but from an investor standpoint, the company clearly strengthened its management team -- a major positive leading into an important expansion phase.



Tormont50 Research

04/13/2018.



*Tormont50 is a venue for highlighting timely ideas and trends in individual stocks and the market. Tormont50 is not an advisory service, and does not offer buy, sell, or any other rating on the securities we discuss. The*

*stocks we select for commentary are derived from our own research or via suggestions from Tormont50 members. We encourage participants to submit stocks or topics for discussion. Our goal for this project is to create an exclusive, “concierge” research platform that will serve both management teams and portfolio managers within the Tormont50 universe.*

This message is intended only for the personal and confidential use of the designated recipient(s) members of the Tormont50. If you are not the intended recipient of this message you are hereby notified that any review, dissemination, distribution or copying of this message is strictly prohibited. This communication is for information purposes only and should not be regarded as an offer to sell or as a solicitation. This material is based upon information which we consider reliable, but we do not represent that such information is accurate or complete, and it should not be relied upon as such. This information is current and is subject to change. Past performance is not an indicator of future results and the value of the holdings and the income derived from them can go down as well as up.