



Q3 2022 Earnings Call

November 9, 2022



Cautionary Statements

Forward Looking Statements

Certain of the statements contained in this presentation are "forward looking information within the meaning of applicable Canadian securities legislation. Forward looking information includes, but is not limited to, business strategy, plans and other expectations, beliefs, goals, objectives, information and statements about possible future events. Forward looking information generally can be identified by the use of forward looking terminology such as "outlook ", "objective", "may", "will", "expect", "intend", "estimate", "anticipate", "believe", "should", "plans" or "continue", or similar expressions suggesting future outcomes or events. You are cautioned not to place undue reliance on such forward-looking information. Forward looking information is based on current expectations, estimates and assumptions that involve a number of risks that are set out under the heading "Risks and Uncertainties" in CareRx's most recently filed Management's Discussion and Analysis available on SEDAR at www.sedar.com, which could cause actual results to vary and in some instances to differ materially from those anticipated by CareRx and described in the forward looking information contained in this presentation. No assurance can be given that any of the events anticipated by the forward looking information will transpire or occur or, if any of them do so, what benefits CareRx will derive therefrom and neither CareRx nor any other person assumes responsibility for the accuracy and completeness of any forward looking information. Other than as specifically required by applicable laws, CareRx assumes no obligation and expressly disclaims any obligation to update or alter the forward-looking information whether as a result of new information, future events or otherwise.

Non-IFRS Financial Measures and Non-IFRS Ratios

"EBITDA", "Adjusted EBITDA", "Adjusted EBITDA Margin" and "Adjusted EBITDA per share" are non-IFRS measures and "Net Debt to Adjusted EBITDA" is a non-IFRS ratio all of which do not have standardized meanings prescribed by IFRS. See "Non-IFRS Financial Measures" , "Non-IFRS Ratios" and "Reconciliation of Non-IFRS Financial Measures" in CareRx's most recently filed Management's Discussion and Analysis available on SEDAR at www.sedar.com.

All dollar figures are in Canadian dollars unless otherwise stated.



David Murphy

President & Chief Executive Officer

Q3 2022

Continued growth in revenue and
Adjusted EBITDA

Contribution from organic growth

Signed new long-term agreement
with large national customer

Announced expansion to Atlantic
Canada



Q3 2022 Financial Highlights

From Continuing Operations

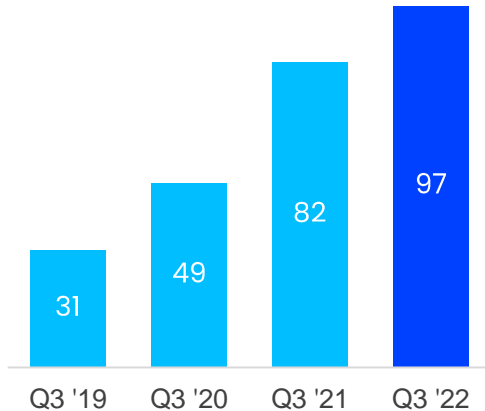
(+/- compared to Q3 2021)

(millions)	Q3 2022	
Revenue	\$97.4	+37%
Adjusted EBITDA	\$7.7	+12%
Adjusted EBITDA Margin	7.9%	-170bps

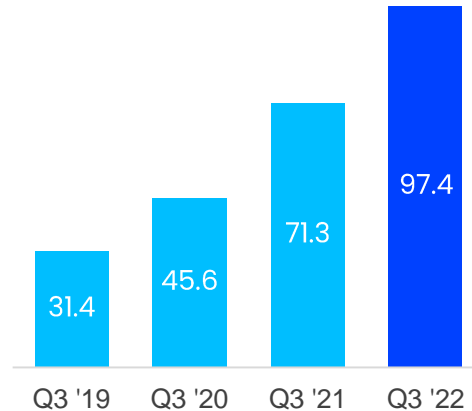
- Average beds serviced of 96,517: **+18%** vs Q3/21
- Growth driven by:
 - Acquisitions completed in 2021
 - Full quarter contribution from the MPGL LTC Pharmacy Business and Hogan LTC Pharmacy Business
 - Contribution from organic growth from new contracts onboarded during the second half of 2021 and first half of 2022

Successful Execution of Our Growth Strategy

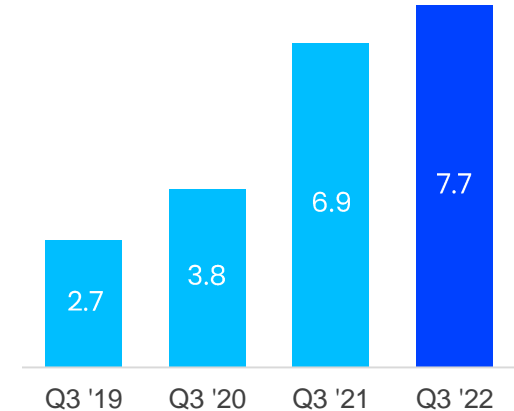
Average Beds Serviced
(000s)



Revenue
(from continuing ops)
(\$ millions)



Adj. EBITDA
(from continuing ops)
(\$ millions)



Serving >1,600 seniors and other communities

New Long-Term Agreement with Large National Customer

- 5 year extension for over 4,500 beds currently serviced by the Company, including approximately 3,400 beds expected to be acquired by the customer from another existing customer
- Over 1,200 new beds expected to be onboarded as a result of the contract renewal
- Transfer of the acquired beds and onboarding of the new beds not currently serviced will result in this customer being one of CareRx's largest going forward



Announced Expansion to Atlantic Canada

October 3, 2022: Announced a multi-year contract to provide pharmacy services to residents in multiple seniors living facilities in Atlantic Canada

- Establishing pharmacy services operations in Atlantic Canada
- Initially serving up to 600 residents
- Expect to commence servicing homes in Q3 2023
- A foundation to expand our presence and market share in the region
- Further strengthens our position as the national leader in seniors pharmacy services

Largest Network in the Sector



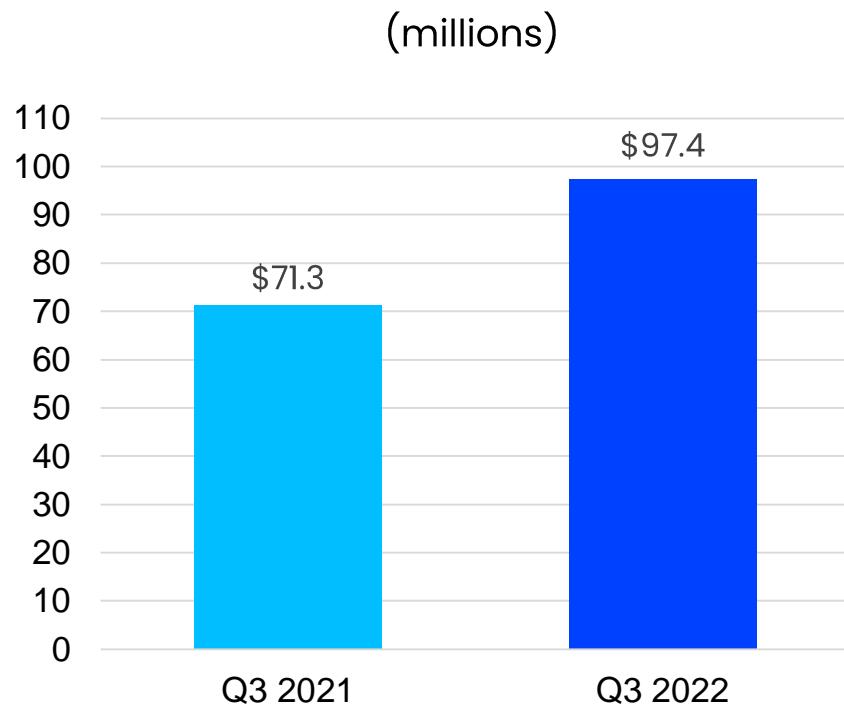
Another significant step in CareRx's growth journey



Andrew Mok

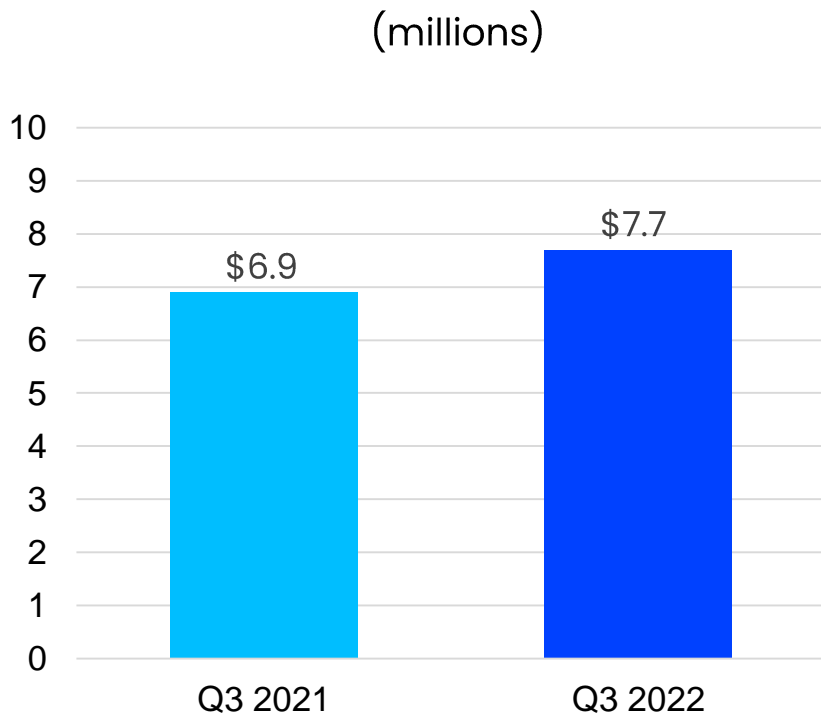
Chief Financial Officer

Q3 2022 Financial Results | Revenue



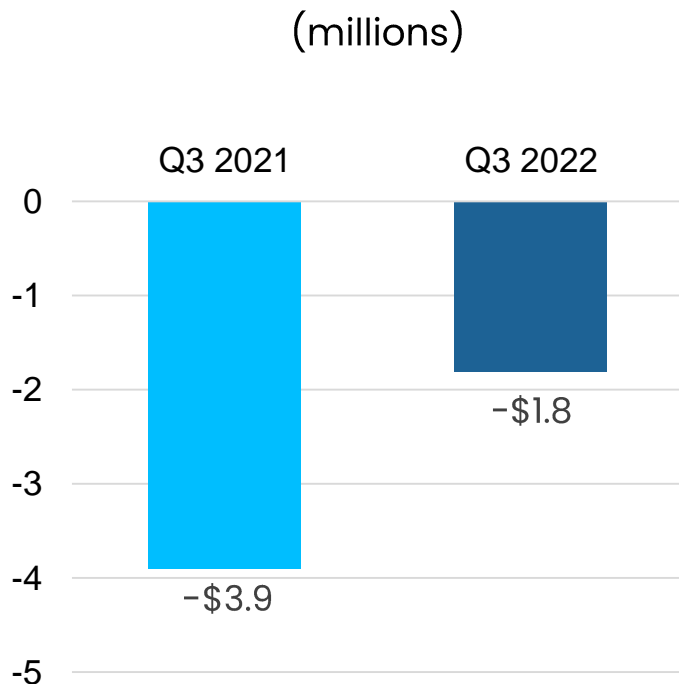
- 37% year-over-year growth
- Growth driven by full quarter contribution from the Medical Pharmacies LTC Business and Hogan LTC Pharmacy acquisitions
- Contribution from organic growth from new contracts onboarded during the second half of 2021 and first half of 2022

Q3 2022 Financial Results | Adjusted EBITDA



- 12% year-over-year growth
- Growth driven by
 - Acquisitions completed in 2021 and 2022
 - Organic growth from new contracts onboarded during second half 2021 and first half 2022
- Adjusted EBITDA partially impacted by the commencement of the offboarding of a large customer contract and incremental costs associated with a higher number of open pharmacy staff positions due to the current labour market

Q3 2022 Financial Results | Net Loss



- Decrease in net loss to \$1.8 million driven primarily by the full quarter contribution of the MPGL LTC Pharmacy business and decreases in other costs, partially offset by the commencement of the offboarding of a large customer and incremental labour costs

Balance Sheet

(millions except ratio)

At September 30/22

Cash	\$17.9 M
Net Debt ¹	\$75.3 M
Net Debt to Adjusted EBITDA ²	2.4x

- Increase in cash balance driven primarily by cash provided by operating activities
- Timing of working capital reversed negative working capital movement from Q2 2022
- Increase in operating cash partially offset by capex and financing costs

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1. Debt = borrowings (principal) not including November 2019 Convertible Debentures.

2. Annual run-rate based on Q3/22 Adjusted EBITDA.

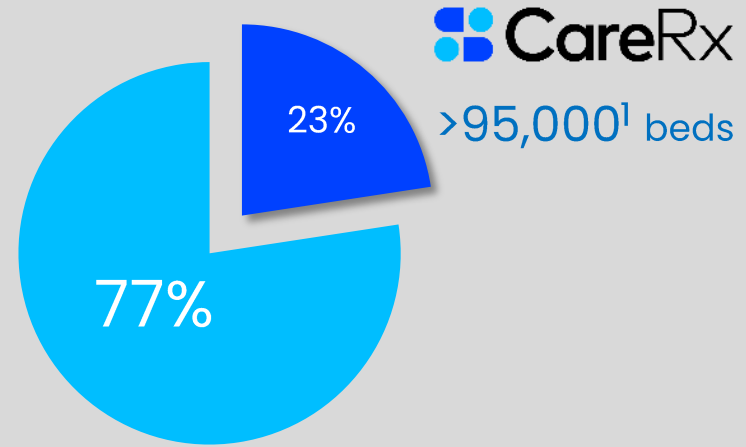


David Murphy

President & Chief Executive Officer

Continued Long-Term Growth Trajectory

- Continued confidence in organic growth prospects
 - Robust business development pipeline
 - New bed license allocations to existing customers
 - Beds in Canada expected to double in 15 years
- Short-term profitability expected to be impacted by loss of significant customer and challenging labour market



Market Opportunity via
Organic Growth & Acquisitions
~329,000 seniors housing beds¹

1. Other bed opportunities available, including group homes, corrections facilities and other congregate living settings.

Well-positioned to continue to execute on acquisitions and organic growth in what remains a highly fragmented market

Questions



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