

## **S**CareRx

Canada's Largest Seniors Care Pharmacy Provider TSX: CRRX

## **Investor Presentation**

January 2023

## **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, including CareRx's 2024 revenue, bed, and adjusted EBIDTA margin targets. Forward looking information generally can be identified by the use of forward looking terminology such as "outlook", "objective", "may", "will", "expect", "intend", "estimate", "targets", "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.

All dollar figures are in Canadian dollars unless otherwise stated.



Canada's largest and fastest growing provider of pharmacy services to seniors housing communities and other congregate care settings



The typical senior in a long-term care or retirement home takes

4 to 12 medications daily Medication supply and management is a critical component of seniors home care

- Optimize medication regimen for optimal resident outcomes
- Ensure highest levels of safety
- Minimize hospital visits

Never has the level of care for these residents been so important

## Comprehensive Institutional Pharmacy Services Offering

#### Dispensing Services

- High-volume solutions for costeffective supply of all medications
- Multi-dose compliance packaging
- Automated prescription transmission via digital pens
- Compounding and infusion capability
- Same day delivery
- 24/7 service
- Secure onsite drug destruction

#### Clinical and Support Services

- Pharmacist led medication reconciliation for new admissions (BOOMR™)
- On-site geriatric-certified clinical consultant pharmacists
- Safety audits and comprehensive medication reviews
- Medication management policy manuals and training
- Medication use and prescribing analytics
- Flu and Covid vaccine clinics
- Medical cannabis program
- Fall prevention program



#### Equipment and Technology

- Medication and treatment carts with tablet computers
- Digital prescribing technology
- Electronic medication administration software
- Automated dispensing cabinets
- Medication incident management system
- Medication and vaccine storage fridges
   and thermometers
- Other infrastructure to support pharmacy services



## Growing National Scale

>93,000 beds serviced

>1,600 seniors housing
>1,600 communities

fulfillment 28<sup>1</sup> centres

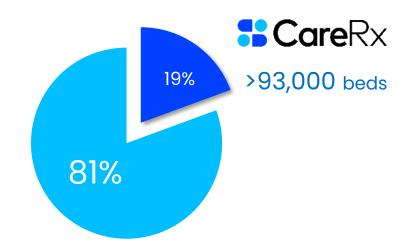
 Prior to planned further consolidation of one additional fulfillment centre resulting from the integration of the Medical Pharmacies acquisition.

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#### Strongest Network in the Sector



Strong Bed Growth 100000 80000 60000 40000 20000 01 02 03 04 01 02 03 04 01 02 03 04 2020 2021 2022 Seniors housing beds and congregate care settings in Canada ~500,000<sup>1</sup> (and growing)



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



A high-growth market with significant opportunity to expand market share

### Organic Growth: Well Positioned to Capitalize on a Transforming Market

Canadian LTC industry has commenced a period of substantial expansion & consolidation

Recent surge of new licenses for longterm care beds + new construction & redevelopment projects across the country + acquisitions by national home operators Multiple Opportunities for Organic Growth

## Grow with existing customers as they expand

- Acquisitions
- New home builds
- New bed license allocations
- Expansion/redevelopment of existing homes

#### Add new home partners

• Well positioned to win new contracts

Increase penetration within existing homes serviced

Geographic expansion

### 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

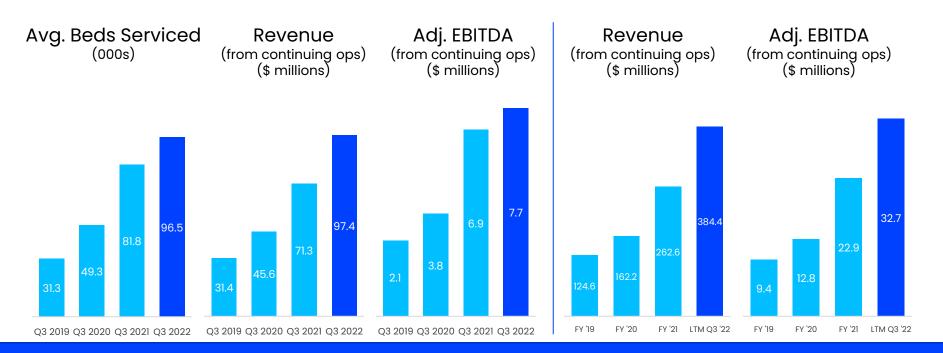
## Successful Execution of Acquisition Strategy

Proven ability to acquire at accretive multiples, rapidly integrate and realize synergies

| May 2020<br><b>Remedy'sRx</b><br>Specialty Pharmacy   | April 2021<br>SmartMeds  | June 2021<br><b>Rexall</b> | August 2021<br>Medical<br>Pharmacies<br>LTC Pharmacy                   | March 2022<br>Hogan<br>Pharmacy Partners                                  |
|---|--|----------------------------|--|---|
| +18,500 beds  | +2,400 beds  | +4,000 beds                | +36,000 beds   | +800 beds, to 2,000   |
| Purchase Price:<br>\$39 M + up to \$5 M<br>earn-out   | Purchase Price:<br>\$4.5 M + up to \$2.9 M<br>earn-out   | Purchase Price:<br>\$3.5 M | Purchase Price:<br>\$75 M  | beds by fourth<br>anniversary<br>Purchase Price:<br>\$2.2 M + \$2.2 M VTB |
| Multiple <sup>1</sup> :<br>Pre-synergies: 8.8x<br>Post-synergies: 5.5x<br>1. Price/Annualized run rate An | Multiple <sup>1</sup> :<br>Pre-synergies: 5.1x<br>Post-synergies: 3.3x<br>djusted EBITDA. Assumes full achieve | ement of earn-outs.        | Multiple <sup>1</sup> :<br>Pre-synergies: 6.3x<br>Post-synergies: 4.4x | over 4 years<br>Multiple <sup>1</sup> :<br>Pre-synergies: 5.7x            |

#### Robust and active pipeline of additional opportunities

### Successful Execution of Our Growth Strategy



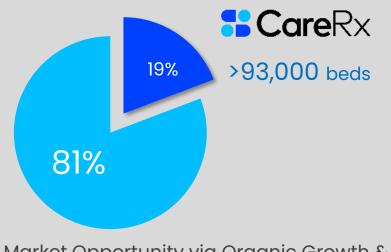
Currently servicing >93,000 beds in >1,600 seniors and additional communities

## 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
- Geographic expansion

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Market Opportunity via Organic Growth & Acquisitions >500,000 seniors housing and congregate living beds<sup>1</sup>

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

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

### 2022 ESG Report

Environmental, Social & Governance initiatives have long been an important part of CareRx's identity and are reflected in our core values

Our 2022 ESG Report outlines our commitment to health and safety, employee engagement, diversity, equity and inclusion, data privacy and security, corporate governance, and energy and waste management



# **Care**Rx

Large, high-growth seniors living market

Canada's largest seniors care pharmacy provider

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Leading customer value proposition and national network

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Compelling organic and acquisition growth opportunities Significant operating leverage

www.carerx.ca



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Appendix

#### **Balance Sheet**

At September 30/22

| Cash                                     | \$17.9 M |
|--|----------|
| Net Debt <sup>1</sup>                    | \$75.3 M |
| Net Debt to Adjusted EBITDA <sup>2</sup> | 2.4x     |

#### Total Debt<sup>1</sup> at September 30/22

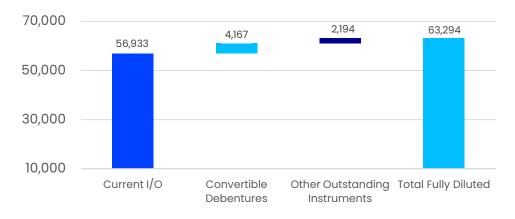


March 2019 Convertible Debentures Subordinated Debt Senior Debt

16 1. Debt = borrowings (principal) not including November 2019 Convertible Debentures 2. Annual run-rate based on Q3/22 Adjusted EBITDA

### **Capital Structure**

#### Shares Outstanding (000's)<sup>1</sup>



#### Ownership<sup>1</sup>

|                            | Fully Diluted | Ownership |
|----------------------------|---------------|-----------|
| Yorkville Asset Management | 16,521,306    | 26.1%     |
| Management & Insiders      | 12,424,373    | 19.6%     |
| Other                      | 34,348,043    | 54.3%     |
| Total                      | 63,293,722    | 100%      |

17 1. Proforma equity raise announced January 11, 2023 of 5,926,000 common shares at C\$2.70 per share consisting of a 2,963,000 private placement of common shares to an institutional investor in two tranches expected to close January 18, 2023 and on or before February 28, 2023 and a 2,963,000 bought deal of common shares expected to close January 18, 2023. Shares outstanding exclude the overallotment option of up to 444,450 common shares under the bought deal.



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