



Q1 2024 Earnings Call

May 10, 2024

 CareRx

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.sedarplus.ca, 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.sedarplus.ca.

All dollar figures are in Canadian dollars unless otherwise stated.



Puneet Khanna

President & Chief Executive Officer

Q1 2024

- Revenue in Q1 2024 of \$89.7 million
- Adjusted EBITDA in Q1 2024 of \$7.4 million
- Previously scheduled LTC pharmacy funding change paused for a further year
- Entered into Automatic Share Purchase Plan under NCIB

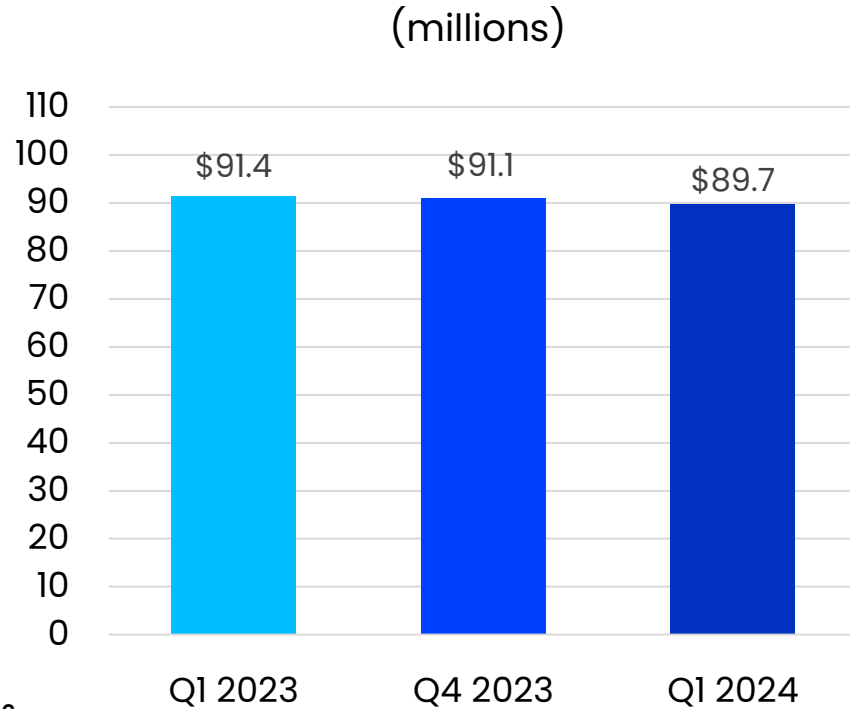




Andrew Mok

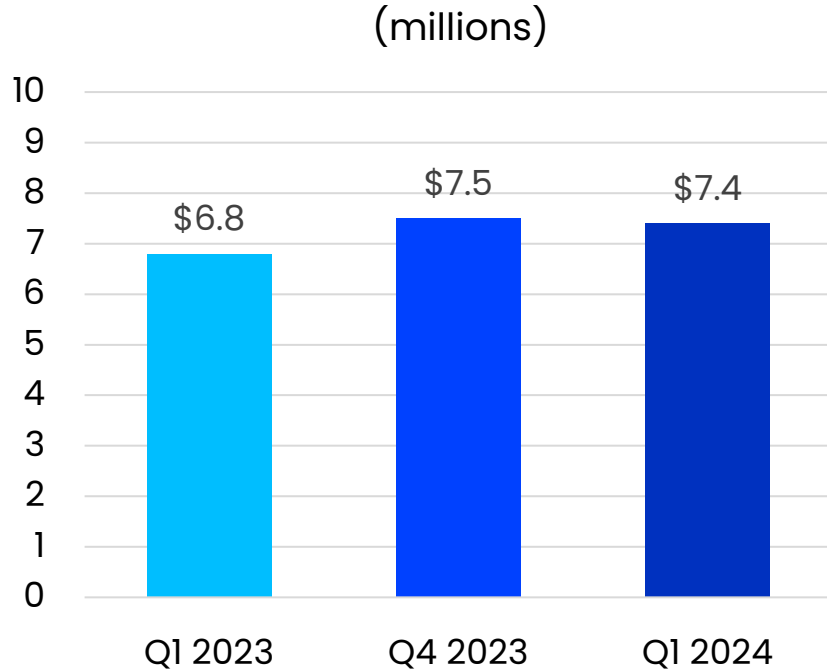
Chief Financial Officer

Q1 2024 Financial Results | Revenue



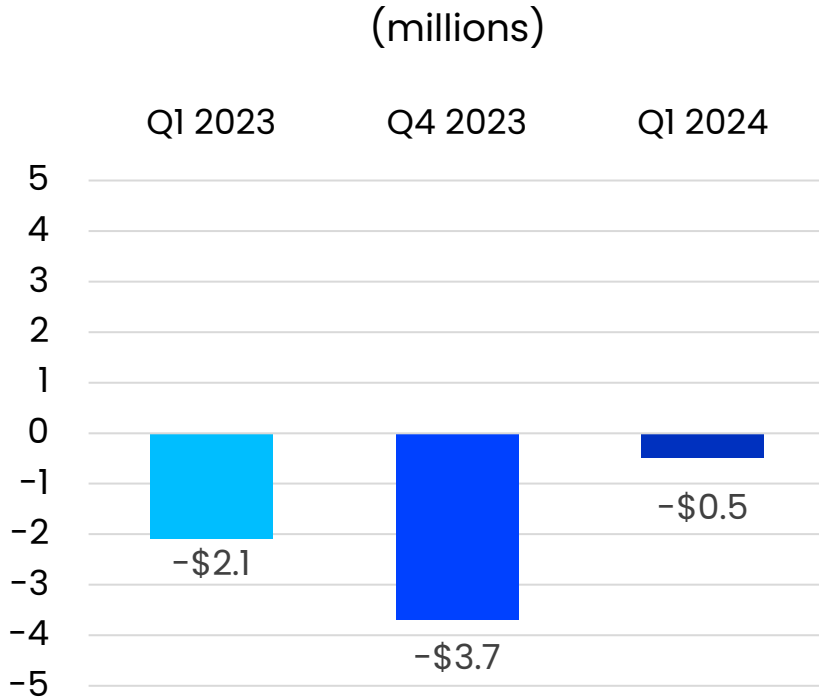
- Average beds serviced of 90,913: **-3.7%** vs Q1 2023
- Year-over-year and quarter-over-quarter revenue decline primarily driven by a modest net reduction in average number of beds serviced

Q1 2024 Financial Results | Adjusted EBITDA



- Year-over-year Adjusted EBITDA increase primarily the result of efficiencies and cost savings initiatives that commenced during the second half of 2023
- Adjusted EBITDA margin increased to 8.3% or 80 basis points year-over-year and 10 basis points quarter-over-quarter

Q1 2024 Financial Results | Net Income



- Year-over-year and quarter-over-quarter decline in net loss driven primarily by decreases in finance costs and the impact of cost savings initiatives that commenced during the second half of 2023
- Decline partially offset by the impact of a reduction in the average number of beds serviced

Balance Sheet

(millions except ratio)

At Mar 31/24

Cash	\$11.4 M
Net Debt ¹	\$48.8 M
Net Debt to Adjusted EBITDA ²	1.6x

- Quarter-over-quarter increase in cash balance and decline in net debt due to increase in cash flows from operations and a reduction in outflows related to interest and capex

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

2. Annual run-rate based on Q1/24 Adjusted EBITDA.



Puneet Khanna

President & Chief Executive Officer



Operational Optimization

- Procurement initiatives and best practices to augment purchasing power
- Standardized operating model and policies and procedures to enhance operational efficiencies
- Expanding Lean methodology to generate data-driven decisions that increase productivity, promote continuous improvement and drive a performance culture

Growth Strategy

Organic Bed Wins

- Broadening scope of products and services (e.g. Revicare, BOOMR, etc.)
- Leverage scale & capabilities to provide superior pharmacy services offering
- Increased focus on expansion to other congregate care settings
- LTC occupancy increasing post-Covid

Home Partner Acquisitions

- Large national and regional customers continue to acquire smaller competitors

New Builds

- Home operators expanding through increased capacity, new bed licenses and new construction

Tuck-in Acquisitions

- Strong track record of making accretive acquisitions in a highly fragmented market

Questions



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