



Canada's Largest Senior
Care Pharmacy Provider

TSX: CRRX

Investor Presentation

July 2024

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.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.

All dollar figures are in Canadian dollars unless otherwise stated.



Canada's leading provider of specialty pharmacy services to seniors housing communities

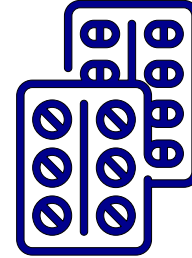
Enhancing the health of seniors with complex medication needs with high-touch, same-day delivery of specially packaged medications



1 in 5
Canadians
are aged
65 or older



Typical Seniors in
long-term care take
4 to 12
medications daily



Adults 65+ consume
~40%
of prescription drugs &
~25%
of OTC drugs

Operational and Financial Highlights



91,000
Beds serviced

>1,500
Seniors housing
communities served



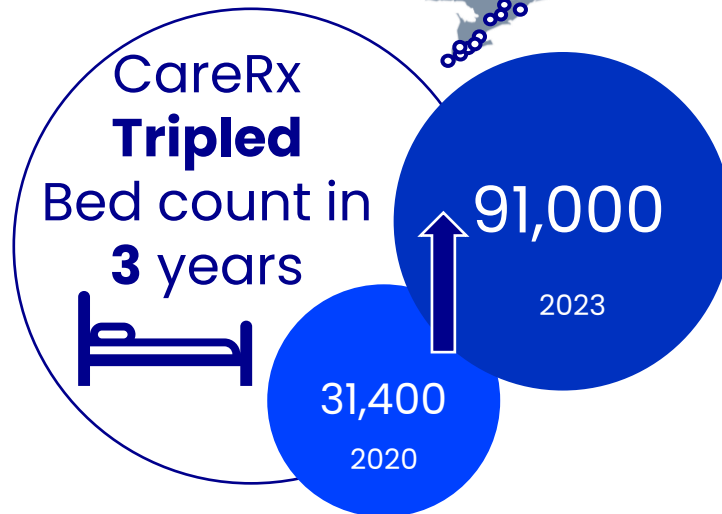
26
Fulfillment
centres

5+
Year average contract
term with our largest
customers

\$89.7M
Q1 2024
Revenue

\$7.4M
Q1 2024
EBITDA

8.3%
Q1 2024 EBITDA
margin



Comprehensive Services Offering



Onsite **geriatric-certified** clinical pharmacists + pharmacist-led medication reconciliation (BOOMR™)

Safety & management audits, and medication management policy manuals and training

Flu and Covid vaccine **clinics** and care **conferences and committees**

A **leading distributor** of medical supplies and continence care management products

Robotic packaging, optical verification, and **automated** prescription transmission

24/7 service, same day delivery, and secure drug destruction

Automated dispensing cabinets and **medication incident** management system

Digital prescribing technology and **electronic medication** administration (eMAR) software

Medication and treatment **carts** with tablets, and medication **fridges**

Medication supply and management is a critical component of seniors home care

Investment Highlights



1

Differentiated Strategy

Largest pure-play pharmacy focused on long-term care and assisted living in Canada

2

Contracted Recurring Revenue

5+ year contract length with largest customers funded by government payors

3

Increasing Demand

Increasing seniors population and commitments to build more seniors housing

4

Infrastructure & Technology

National platform with best-in-class technology offering optimized for scale

5

Growth Strategy

Consistent track record of organic growth and accretive M&A transactions

6

Financial Performance

Strong track record of improving financial performance and deleveraging

7

Experienced Leadership Team

Trusted long-term care pharmacy management team

Differentiated Strategy

Facility move-in consultation and specialized geriatric visits



Deprescribing and routine medication reviews for safety & health



24/7 emergency medications and availability



Free caregiver education and daily delivery



Reduced errors with specialized packaging



Incontinence products and pharmacist-monitored adjustments



Safe disposal of medications and sharps



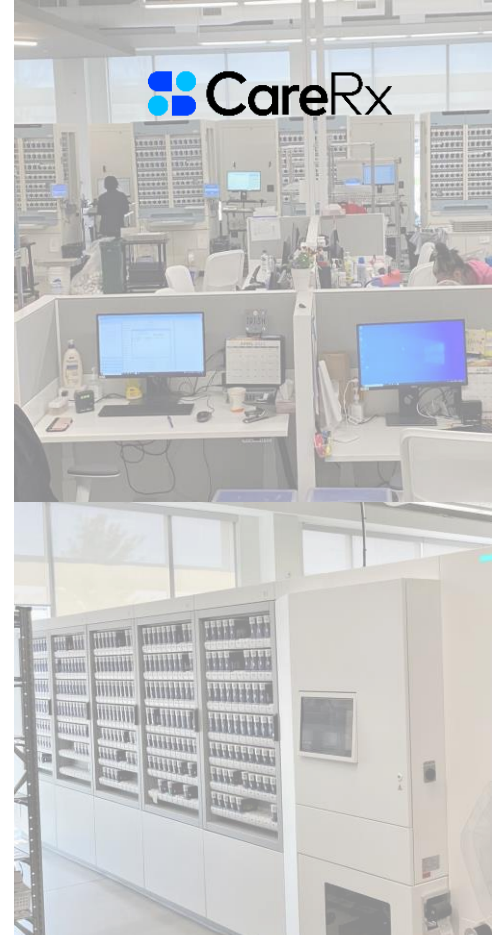
Support with equipment/technology



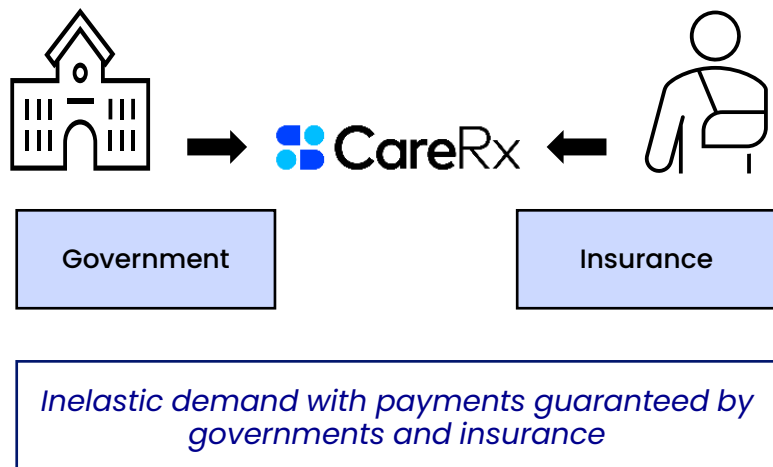
No public access or storefronts



CareRx Retail



Contracted Recurring Revenue



- 5+ year contract length with largest customers funded by government payors
- Capitated fee (fee/bed/month or fee-for-service) model for medications dispensed and clinical services
- Payments billed directly to government and insurance
- Non-covered medications paid for by insurance, directly by resident or via co-payment
- Care homes generally do not pay CareRx directly for the services provided

CareRx generates ~\$4,000 in recurring revenue per bed every year

Increasing Demand



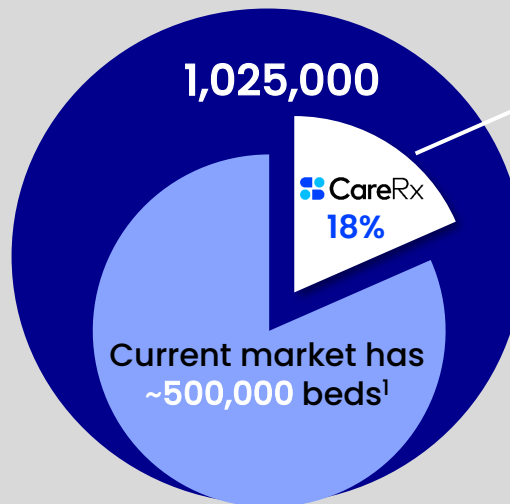
Currently
>500,000
congregate care beds
in Canada¹



Canada's over 65 population is
projected to grow by
2.7 million
over the next 5 years



Spending on senior care will grow from
\$29.9 billion in 2021
to **\$58.5 billion** by 2031



CareRx
91,000 beds



The Ontario
government has
pledged to build
30,000
new LTC beds by
2028

Number of beds in
Canada forecasted to
double in next ~15 years

Sources: Statistics Canada, Government of Ontario, Canadian Medical Association
(1) Includes seniors homes, group homes, corrections facilities and other congregate living settings.

Infrastructure & Technology

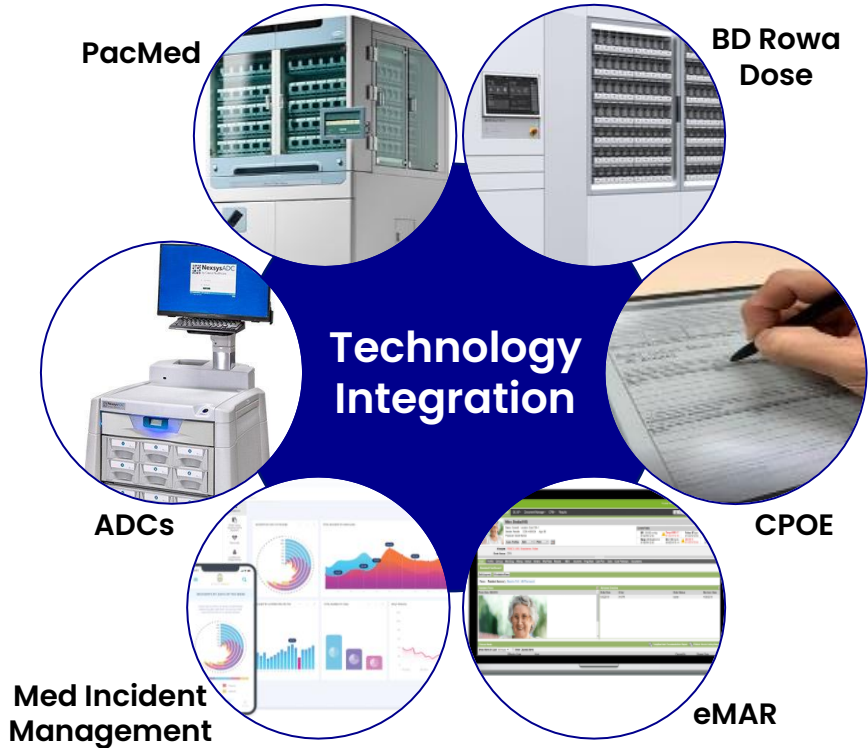


Key Technologies Supported by LTC Pharmacies

- Unit dose “pouch” packaged medications (PacMed and BD Rowa Dose)
- eMAR software
- Automated dispensing cabinets (ADCs)
- Digital prescribing technologies (CPOE)
- Medication incident management systems
- In-house clinical platform (Consultant Tools)

AI initiatives to improve efficiency and service levels

- Predictive analysis to track drug utilization
- Voice transcribing and report generation
- Internal and external chatbots



CareRx employs state-of-the-art technologies to make the medication management system safe and efficient

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

Existing Partners Growth

- Large national and regional customers continue to acquire smaller competitors

New Home Construction

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

M&A Opportunities

- Strong track record of accretive acquisitions since 2020 in a highly fragmented market



Remedy'sRx
Specialty Pharmacy

Retail Pharmacy



Retail Pharmacy



Rexall

Pharmacy Fulfillment
Centre & LTC Pharmacy
Services



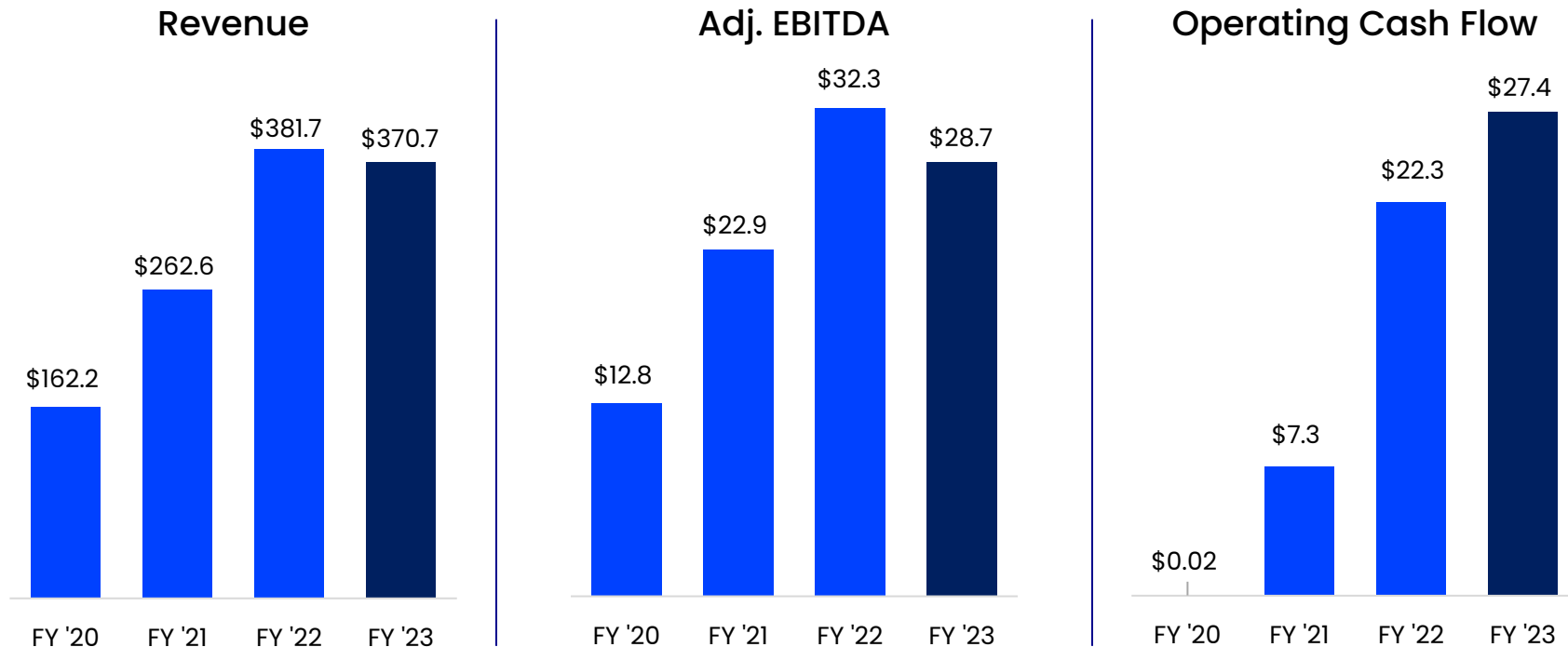
MEDICAL
PHARMACIES

LTC Pharmacy
Division



LTC Pharmacy
Services

Financial Performance

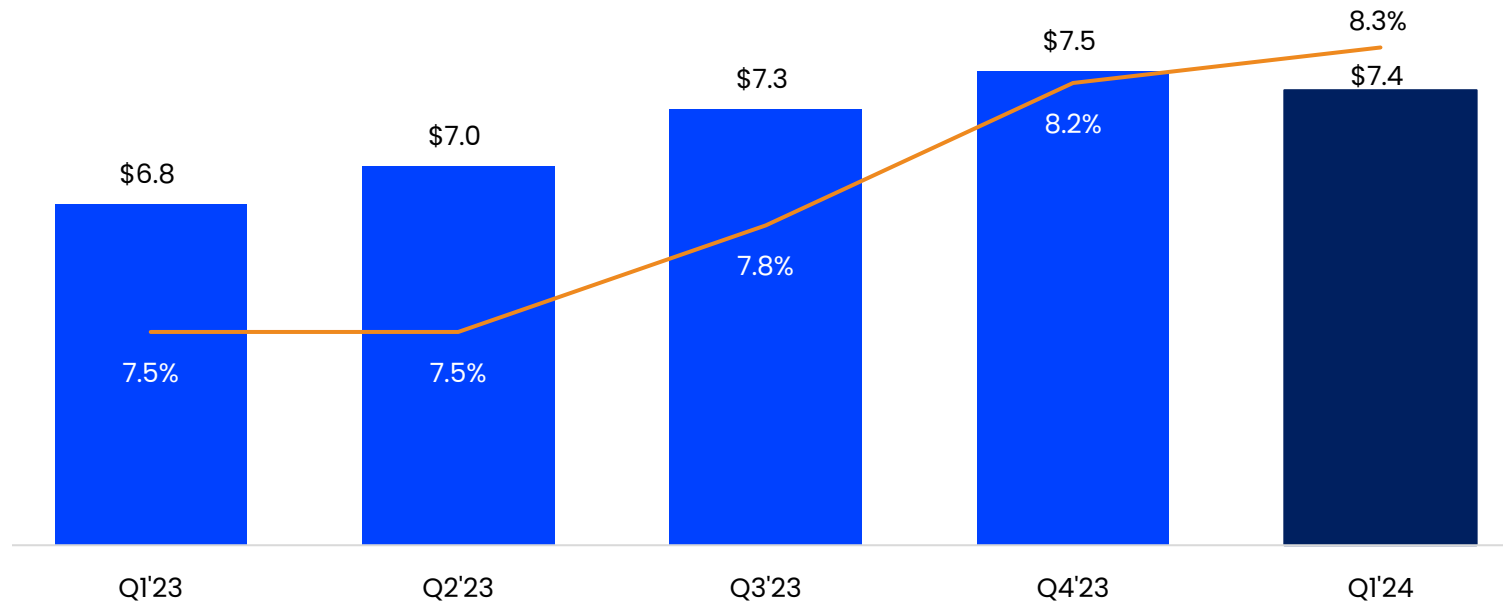


Note: All figures in millions.

Margin Expansion



Adj. EBITDA & Margin



Note: All figures in millions, unless specified.

Experienced Leadership Team



Puneet Khanna

President & Chief Executive Officer

Former Chief Commercial Officer, COO and SVP, Corporate Development of CareRx; former CEO of MED e-care Healthcare Solutions; former VP, Strategy & New Business Development at Medical Pharmacies Group Limited; registered pharmacist, B.Sc., Pharmacy from the University of Toronto

Davide Pernarella

Interim Chief Financial Officer

Joined CareRx in 2017 and has held various roles including former VP, Business Planning & Analysis; formerly in Transaction Services and Assurance groups, KPMG; CA, CPA, B.Comm. from the University of Toronto

Adrienne Sullivan-Campeau

Chief People and Culture Officer

Former VP, People, Culture and Communications at Allstate Canada; BA from the University of Illinois, MBA in Human Resources from Michigan State University

Paul Rakowski

SVP, Corporate Development and General Counsel

Former Securities and M&A lawyer at Stikeman Elliott LLP; B.Sc. from Western University, JD from Osgoode Hall Law School, MBA from the Schulich School of Business

Travis Featherstone

SVP, Western Operations & System Integration

Joined CareRx in 2009 and has held various roles with increasing responsibility in pharmacy operations; registered pharmacist, BSc Pharm, MBA from the University of Alberta

Alpinder Grewal

SVP, Operations East & Business Transformation

Joined CareRx in 2014 and has held various roles with increasing responsibility in pharmacy operations; registered pharmacist, Doctor of Pharmacy from the University of Michigan

Alvin Chau

SVP, Information Technology

Former Chief Technology Officer and Chief Information Officer at Canada Computers, Sunwing Travel Group and Quality Online Education Group; Bachelor of Science and Business, MAsc from the University of Waterloo, Executive Certificate Program in Leadership & Management, MIT Sloan School of Management

Capitalization



As of March 31, 2024

Shares Outstanding 60.2M

Share Price¹ C\$2.12

Market Cap C\$127.6M

Cash \$11.4M

Debt \$66.4M

Term Loan \$47.0M

Operating Loan \$12.0M

Hogan Vendor Take-Back Note \$1.2M

Convertible Debt \$6.2M

Enterprise Value C\$182.6M

Net Debt / Adj. EBITDA² 1.6x

	Average Strike Price	
Options	\$3.34	0.6M
Warrants	\$5.63	12.6M
Convertible Debt	\$3.00	2.1M

Sources: Company filings, FactSet.

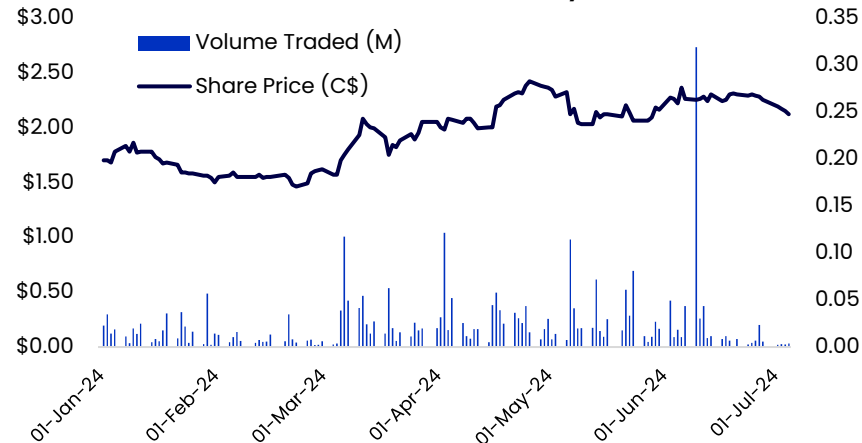
1. July 5, 2024 closing price

2. Debt = borrowings (principal) not including November 2019 Convertible Debentures
Adj. EBITDA: Annual run-rate based on Q1/24 Adjusted EBITDA

Ownership

	Common Stock	Ownership
Yorkville Asset Management	12,967,973	21.6%
Management & Insiders	6,388,017	10.6%
Other	40,807,059	67.8%
Total	60,163,049	100%

Share Price (Jan. 1, 2024 – July 5, 2024)





President & CEO

Puneet Khanna
(416) 927-8400

www.carerx.ca