



Wellgistics Health™

Investor Presentation

March 2025

“Simplifying the Logistics of Prescription Fulfillment”

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Wellgistics Health™ **Executive Summary**

Wellgistics Health is a healthcare technology and pharmaceutical logistics company

We simplify the logistics of prescription fulfillment from the manufacturer and provider to the patient

Our solutions provide a seamless prescription ecosystem through an integrated technology platform, wholesale distribution, and fulfillment network focused on Independent Pharmacies and Specialty Lite medications



Creating one of the largest digital pharmacies and fulfillment network without owning brick and mortar locations



Discussion Topics

- 01 Problems We Are Solving
- 02 How We Make Money
- 03 The Market and Competition
- 04 Our Management Team





Pharmaceutical Market Challenges

Access

- ✓ Pharmaceutical manufacturers evaluating new channels and distribution alternatives

12-14%

The “Big Three” drug distributors control 90% of the market and charge significant fees estimated as high as **12% to 14%**

60%

PBM’s charge manufacturers up to **60%** in rebates to get formulary access

- ✓ Specialty Lite medications require special handling and patient education
- ✓ Patient engagement is evolving
- ✓ Need innovative ways to get prescriptions from providers to pharmacies and patients

Adherence

- ✓ Proper adherence is critical to controlling healthcare costs and vital to patient health

20%

An estimated **20%** of prescriptions are never filled or picked up at the pharmacy¹

50%

Of the prescriptions that are filled, only about **50%** are taken properly

Data



Real-time data is required to help manage patient health and ensure compliance

- ✓ Data provides opportunities to reduce healthcare costs
- ✓ Data informs decision-making and success measurement
- ✓ Data availability is often **fragmented and delayed**

¹<https://www.cdc.gov/mmwr/volumes/66/wr/mm6645a2.htm>

Wellgistics Health™ Ecosystem Overview

 **Wellgistics**
Tech & Hub™

 **Wellgistics**
Pharmacy™

 **Wellgistics**
Distribution™



Digital Pharmacy and
Hub Platform

Backend Pharmacy Services
Clinical Concierge

Wholesale Distributor + 3PL
+ Cold Chain

Patient App &
Adherence Tools

Prior Auth/ Therapeutic Interchange
Co-Pay/Discount Cards

NABP Accredited
in all 50 States

Nationwide Network of
Pharmacies

35 State Licenses
Direct-to-Patient Mail

125+ Manufacturers
5,000+ Independent Pharmacies



Wellgistics Health™ Stakeholder Integration & Engagement Overview



Independent Pharmacy Differentiation

Our competitive differentiation is driven by the powerful combination of Wellgistics Health Solutions, the personal care delivered by pharmacists in our Independent Network and leveraging the bricks and mortar of these locally-owned pharmacies.



INDEPENDENT PHARMACIES



Wellgistics Health™

DISTRIBUTION + TECH & HUB PLATFORM

19,000+ Pharmacies

1.3 Billion Rxs Annually

\$47 Billion Market

Rooted in Communities

Prescription fulfillment and clinical care expertise

Personalized patient relationships

Improved adherence and healthcare outcomes

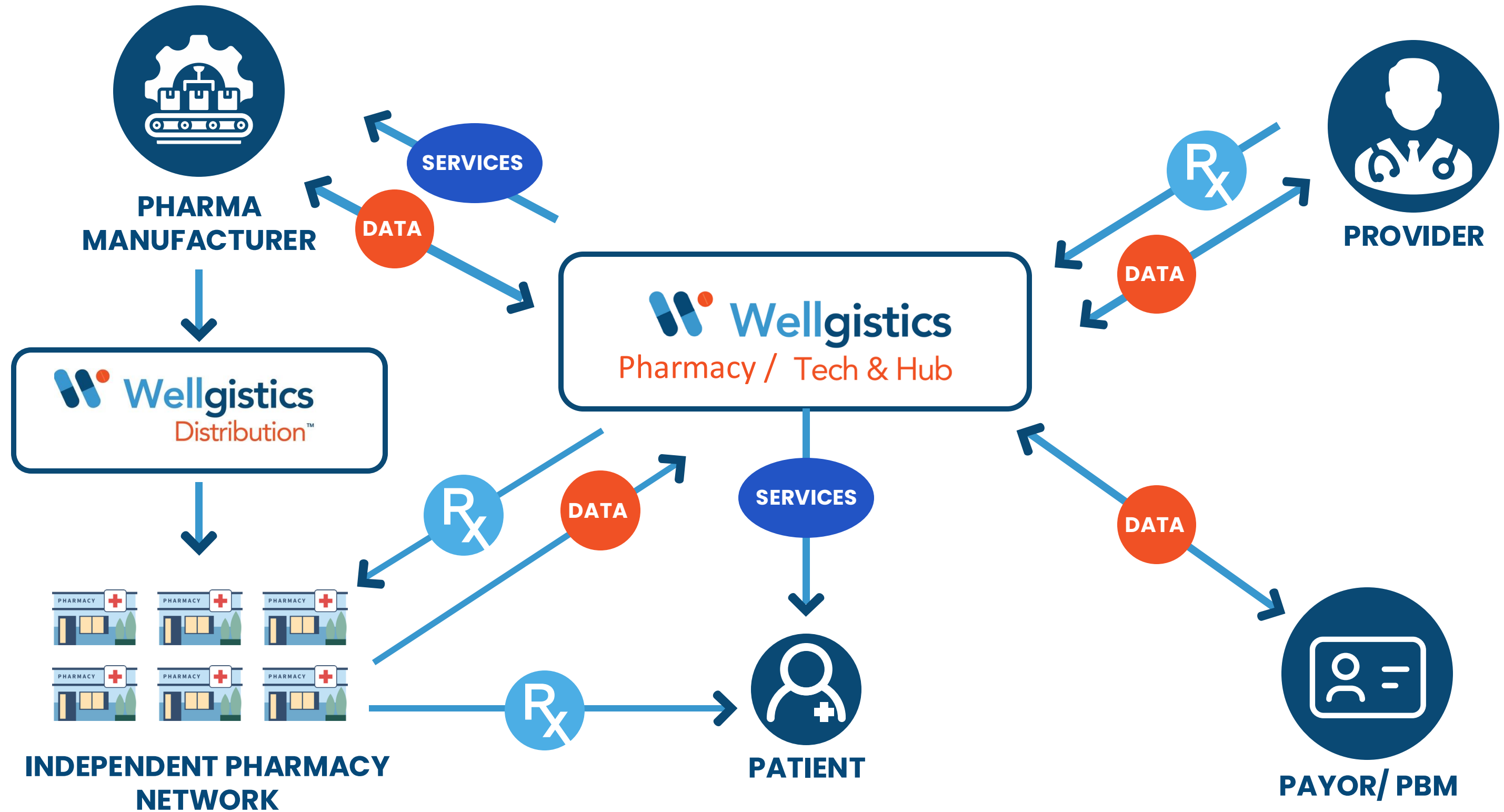
In-store pick up or delivery within hours or same day

Access to providers within their communities

Wellgistics Health provides access to technology solutions & Specialty Lite therapies to empower independent pharmacies.



Wellgistics Health™ Business Model

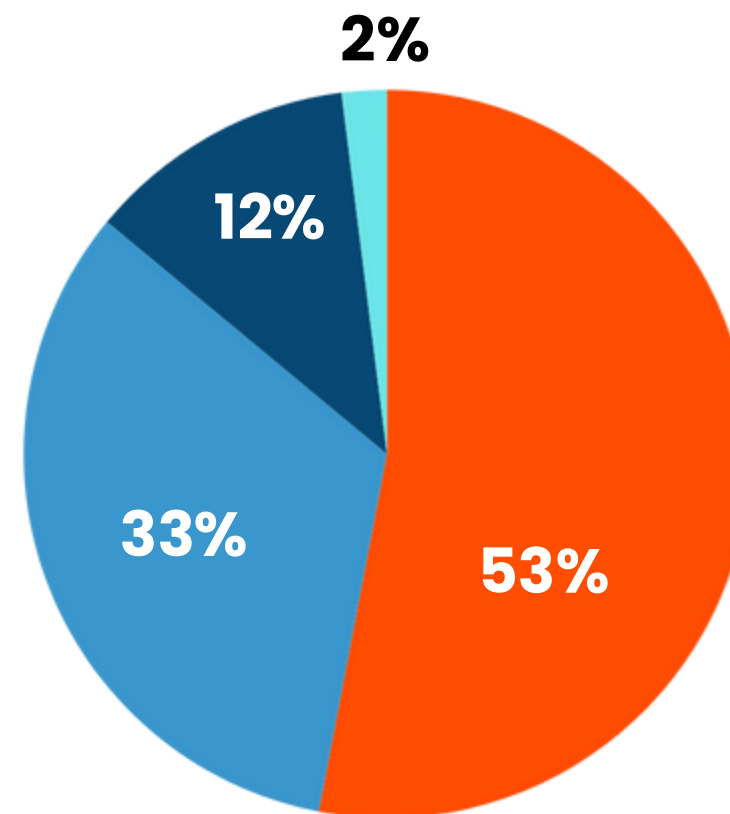


Sources of Revenue

- Wholesales Distribution
- Prescription Fulfillment
- Pharmaceutical Manufacturer Services
 - Prior Authorizations
 - Therapeutic Interchange
- Recurring revenue:
 - SaaS Transactional Services
 - Rx Transfer Clicks
 - Use of technology
 - Provider, PMS, Surescripts
 - Subscription Fees
 - Network Pharmacies
 - Patients
 - Multiple Rx refills
 - Monetizing data

Tech & Specialty Lite focus drives higher margins

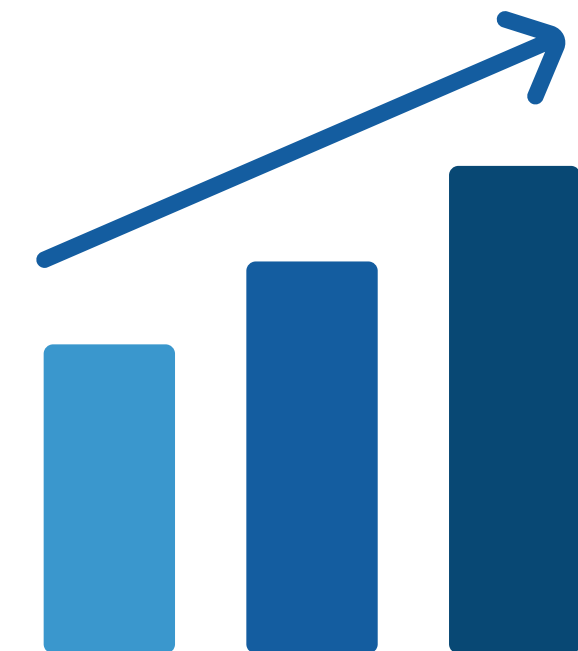
Future Revenue Distribution



- WGX Distribution
- WGX Tech & Hub
- WGX Pharmacy
- Patient & 3rd Party

Diverse revenue streams reduce risk

Margin Profile



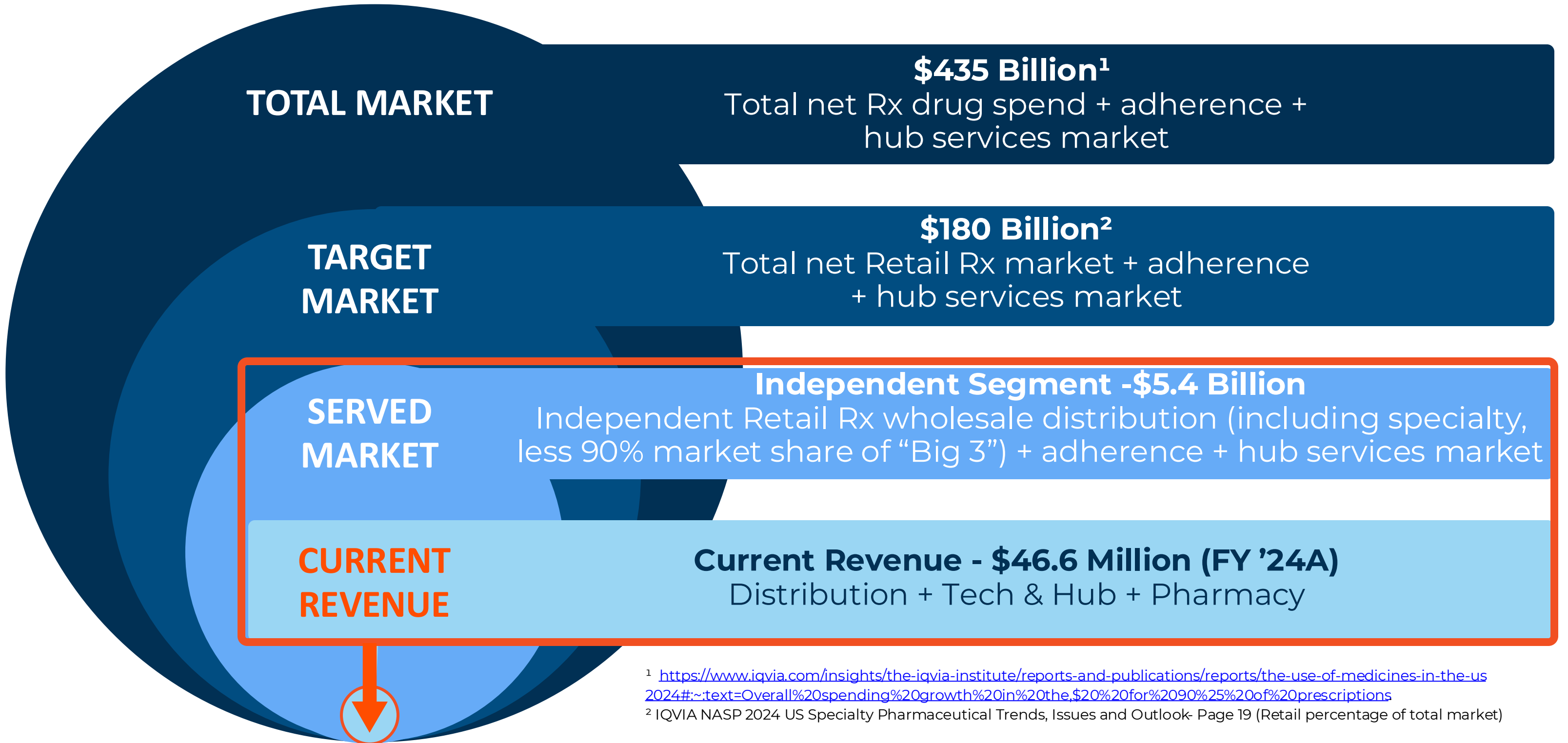
As the company scales...

Revenue shifts from low margin distribution to higher margin services



Market Overview

Capturing just **5%** of serviceable market equates to **\$300M** of potential revenue



¹ [https://www.iqvia.com/insights/the-iqvia-institute/reports-and-publications/reports/the-use-of-medicines-in-the-us-2024#:~:text=Overall%20spending%20growth%20in%20the,\\$20%20for%2090%25%20of%20prescriptions](https://www.iqvia.com/insights/the-iqvia-institute/reports-and-publications/reports/the-use-of-medicines-in-the-us-2024#:~:text=Overall%20spending%20growth%20in%20the,$20%20for%2090%25%20of%20prescriptions)

² IQVIA NASP 2024 US Specialty Pharmaceutical Trends, Issues and Outlook- Page 19 (Retail percentage of total market)



Competitive Analysis



Digital & Hybrid Model

Pharmacy Hub Services

Rx Delivery

Wholesale Distribution

Service Locations

hims & hers



NATIONWIDE



NATIONWIDE

amazon pharmacy



NATIONWIDE

alto
PHARMACY



4 STATES

CAPSULE



11 STATES

CareMetx



NATIONWIDE

PharmaCord



NATIONWIDE

AssistRx



NATIONWIDE

Nimble



NATIONWIDE

BLINK HEALTH



NATIONWIDE

MASTERS
PHARMACEUTICAL



NATIONWIDE

Anda



NATIONWIDE

Wellgistics Health



NATIONWIDE



Executive Team



Brian Norton

Chief Executive Officer



Vishnu Balu

Chief Financial Officer



Prashant Patel

*Chief Strategy Officer
President*

Relevant Experience

- CEO – Wellgistics, LLC
- President – Allegiant Group
- Owner – Lifetime Benefits Group

- Head of M&A – Global Consumer Acquisition Corp.
- CFO/CSO – MVP Group
- VP Corp. Strategy – Manipal Group

- President – TRxADE Health
- Board of Directors – APAA, LLC
- CEO – Pharmaceutical Returns of America



Executive Team



Srinikanta Kalla

Chief Information Officer



**Dr. Shafaat Pirani,
PharmD, BCGP**

*Chief Clinical Officer & EVP
Healthcare Operations*

Relevant Experience

- Vice President of IT - Optum
- Principal, Sr Director - Elevance Health
- Director of Software Engineering - PMSI

- CCO - TRxADE Health
- CCO/CRO - Bonum Health
- Director Ops - AssuredRx



Board of Directors



Suren Ajarapu
Chairman

- Founder, Chairman, and CEO of TRxADE Health, Inc.
- Entrepreneur with leadership in Pharmaceuticals, Biofuels and Information Technology sectors
- Education: MS in Environmental Engineering and an MBA specializing in International Finance and Management, and the Venture Capital and Private Equity program at Harvard University



Prashant Patel
Vice Chairman

- Co-Founder, Director, President and COO of TRxADE Health, Inc.,
- Pioneered innovative technology for secondary distribution, reverse distribution, and logistics
- Education: Bachelor of Pharmacy from the University of Nottingham/UK and an MSC in Transport, Trade & Finance from Cass Business School, City University, UK



Don Anderson
Board Member

- Previously the President & CEO of Independent Pharmacy Cooperative (IPC) from 2009-2022, Board Member of the Federation of Pharmacy Networks and Choice Rx Solutions
- Mergers and acquisitions, business operations, sales, and marketing
- Education: Bachelor of Science in Business, Master of Business Administration from Chadwick University



Sajid Syed
Board Member

- Current Chairman of Princeton Stone House Capital and Apovia Pharmacy Management Group
- Former President of Acro Pharmaceutical Services. Founded InfuRx and Sanovia Corporation
- Education: M.S., Pharmaceutical Marketing from St. John's University, NY, and B.S. of Pharmacy from the College of Pharmaceutical Sciences, Mysore University, India



Rebecca Shanahan
Board Member

- Board of Directors of the National Association of Specialty Pharmacies, Proxsys, Hatch and TruDataRx
- Built and led specialty and compounding pharmacies: Priority Healthcare, Aetna Specialty Pharmacy, Oncology Therapeutics Network, Oncology Plus, Shoppers Drug Mart and Avella Specialty Pharmacy
- Education: Indiana University School of Law



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