Wellgistics Health™

Redefining prescription access across America

Investor Presentation **September 2025**

A vertically integrated, operator-run platform combining scale and technology to replace legacy middlemen with direct, transparent access to prescriptions.

wellgisticshealth.com

Today's Pharmaceutical Landscape

The Problem :

An outdated, bloated system—**ripe for disruption.**

95%

$600B+ U.S. drug market — but top six PBMs control over 95%, extract hidden fees, and block competition.[1]

32%

32% of prescriptions are never filled due to delays, denials, or cost barriers.[2]

Independent pharmacies are closing at 1,000+ per year—suffocated by spread pricing and clawbacks.[3]

Drug manufacturers pay to play but have zero control over how or where their drugs are dispensed.[4]

$330B+ in annual rebates are siphoned by PBMs—never passed to payers or patients.[5]

SOURCES:

1. FTC, Ruters, WSJ
2. NCPA, Drug Topics
3. NCPA, Drug Topics
4. Oversight committee, Santa Clara U, Mercer
5. Commonwealth Fund, Nevada Current, Drug Channels

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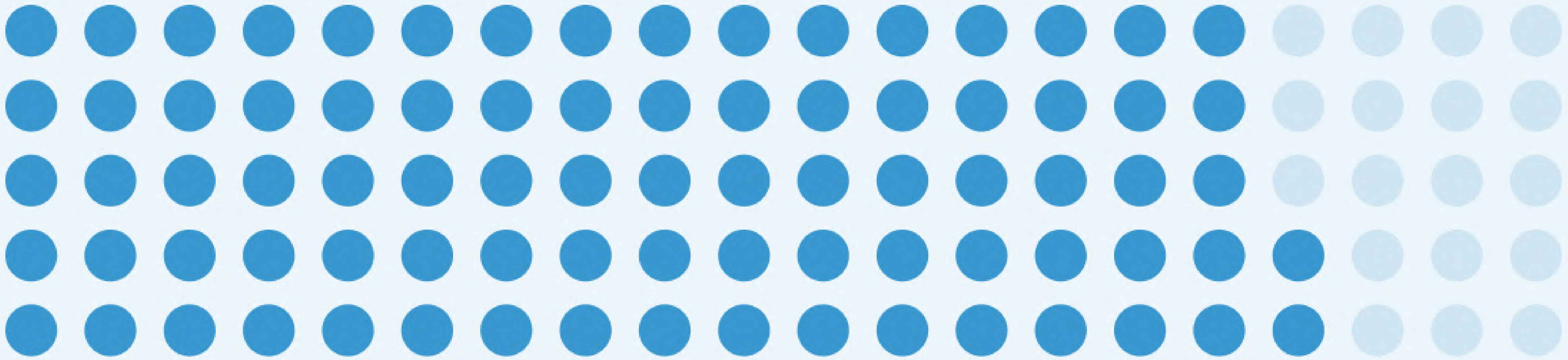
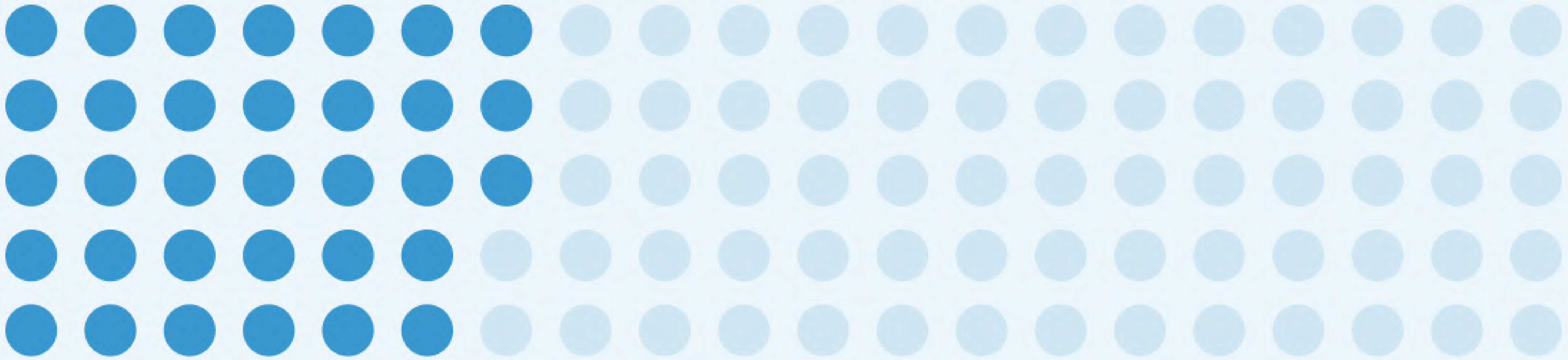
Patients have had **enough**

82% of adults believe the cost of prescription drugs is unreasonable



1 in 3 adults skip treatments because their drugs cost too much



Sources: KFF; SIA Group

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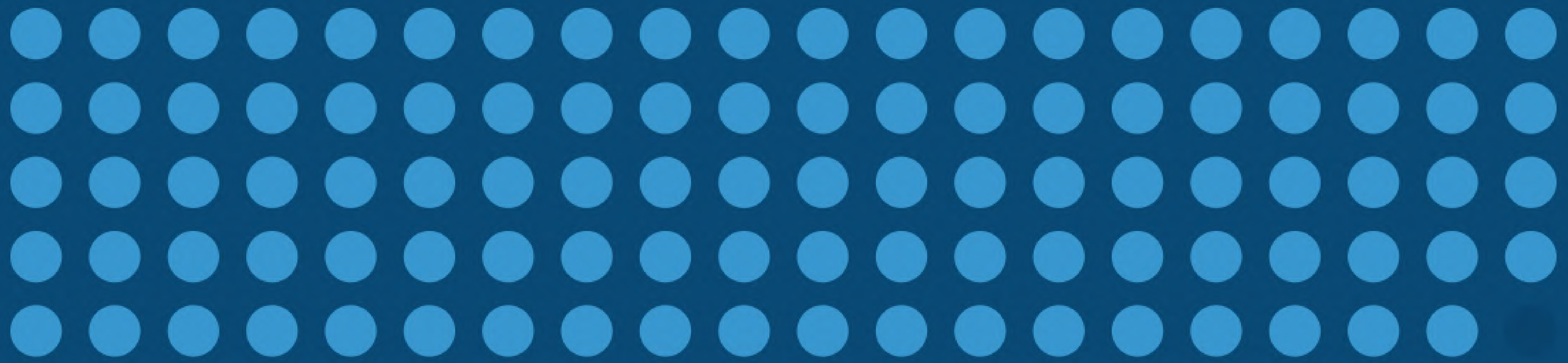
The market is broken

99% of employers believe drug prices are the biggest threat to healthcare affordability.[1]



Pharmaceutical costs spiraling out of control +15% per annum[2]

SOURCES:

1. Fierce Healthcare, National Alliance Health
2. HHS, Investopedia

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PROBLEM

The Broken Pharmaceutical Drug Supply Chain

MARKET CHOKE POINT

Manufacturers

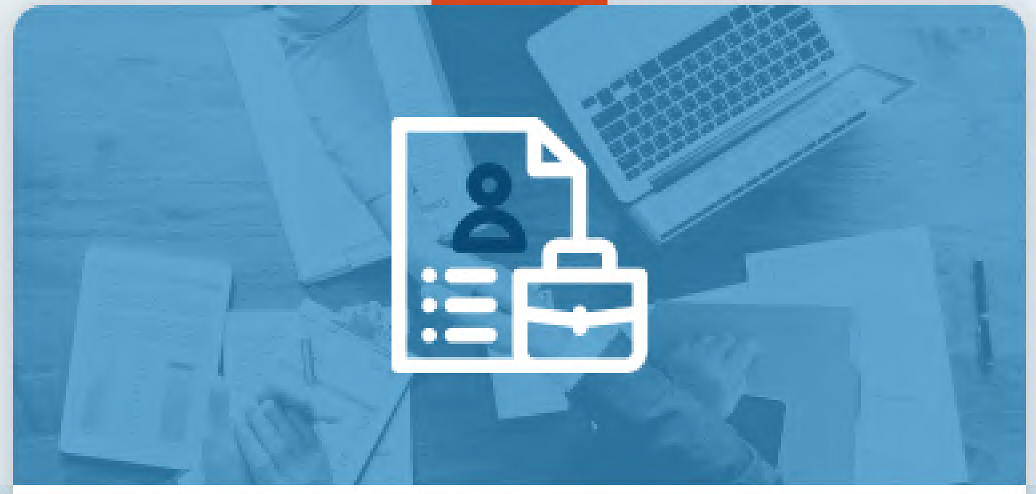
Value lost in PBM rebates, excessive distributor fees, lack of patient connection.

Pharmacies

Independents squeezed by PBMs through spread pricing and steering, margins collapsing.

Patients

Lack of coverage, prior authorizations, higher out-of-pocket costs, delays, and poor adherence.



Employers

Pharmacy spend rising 8–10% annually, trapped in opaque PBM contracts.

Landmark support for PBM reform at Federal & State level

Current administration has clearly expressed its support for:

- Lowering the cost of prescription drugs
- Fair, transparent & open markets
- Patient costs transparency
- Open competition
- Health equity with patient access

Wellgistics Health's commitment to faster, more affordable, and more transparent prescription care **aligns directly with the administration's policy goals**

Sources: White House, USNews

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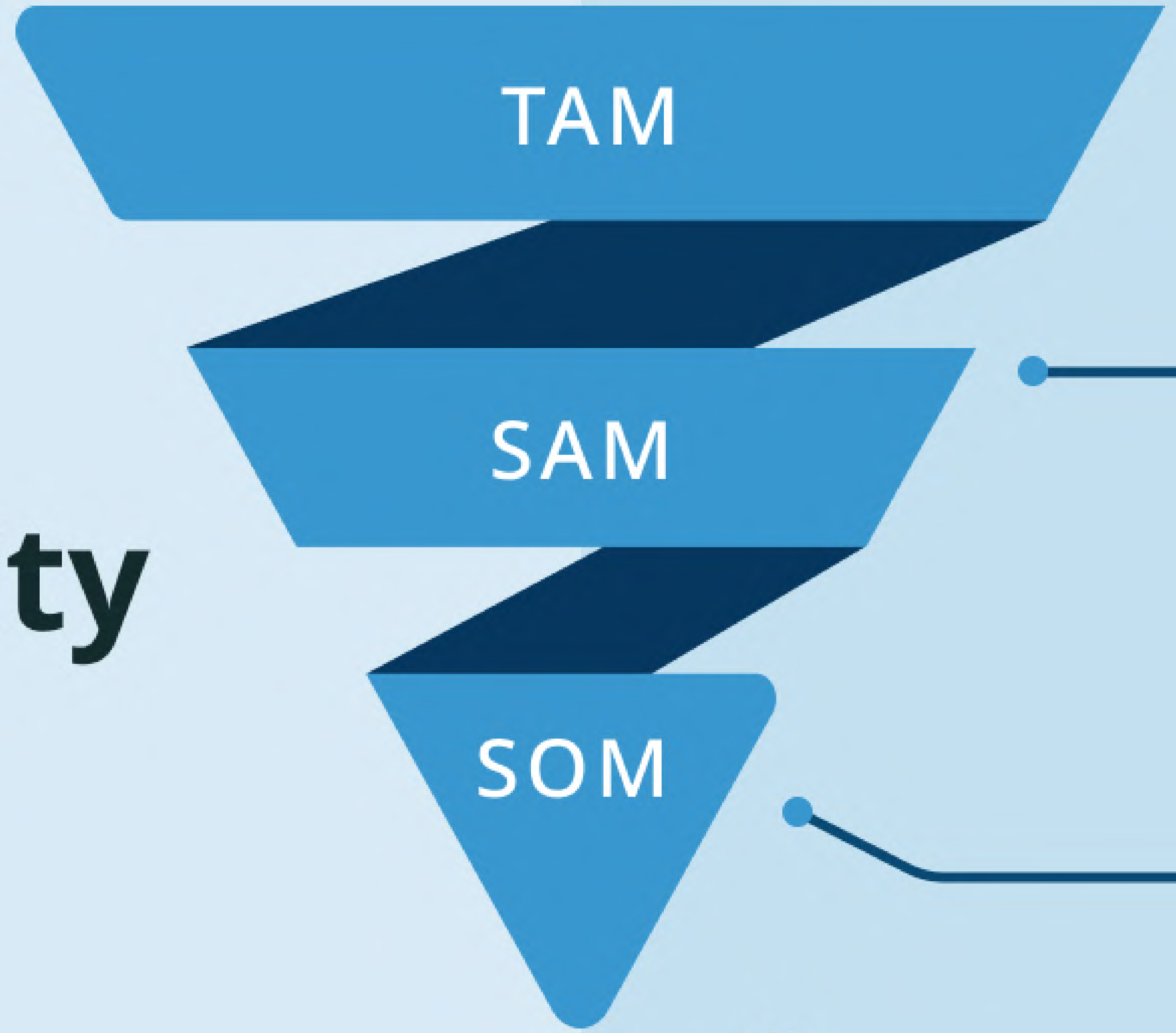
MARKET

Market Opportunity Overview



TAM – TOTAL ADDRESSABLE MARKET

$600B

U.S. Prescription Drug Market (2024)*

SAM – SERVICEABLE ADDRESSABLE MARKET

$300+B

Employer Prescription Drug Spending*

SOM – SERVICEABLE OBTAINABLE MARKET

~19,000

Independent Pharmacies Serving ~100 Million Americans*

PBM reform creating tailwinds for alternatives.

***Source:** IQVIA, 2024

***Source:** Kaiser Family Foundation Employer Health Benefits Survey

***Source:** National Community Pharmacists Association 2024 data

Wellgistics Health™

Our Three Verticals

THIS ECOSYSTEM HAS THREE COMPONENTS:

Wellgistics Distribution™

Distribution Arm

Comprised of a licensed wholesale facility that buys direct from over 200 pharma manufacturers and supplies inventory to more than 6,500 pharmacies nationwide across all 50 states.

Wellgistics Pharmacy™

Pharmacy & Partner Network

Delivers insurance and cash-pay options, DTC programs, and data capture through in-house and partner pharmacies.

Wellgistics Tech & Hub™

Tech & Hub Division

Prescription routing technology, full concierge services, managed care programs, patient access such as eligibility, benefits verification, prior authorizations, denials, and ongoing adherence and support services.

Together, these resources permit Wellgistics to streamline the entire prescription journey —**making it faster and cheaper, and infused with human care at the local level.**

Wellgistics Health™

About Us

Founder-led (2017-2024):

Brian Norton established Wellgistics to empower independent pharmacies

2024 Integration:

Merged into Wellgistics Health and completed key acquisitions: Community Specialty Pharmacy, Hub services via WoodSage, Tech platforms DelivMeds & Einstein

IPO on NASDAQ:

Listed under ticker WGRX on February 21, 2025

Proven scale:

$600M+ in drug sales lifetime, operating nationwide with a propietary tech stack

Fully integrated ecosystem:

Manufacturer > distribution > hub services > pharmacy > patient

Mission-driven growth:

Streamlining access, reducing drug costs, and bypassing traditional middlemen

SOLUTION

The WGRX Ecosystem

Direct-to-Patient Rail:

Cuts out PBM middlemen.

Empowered Independents:

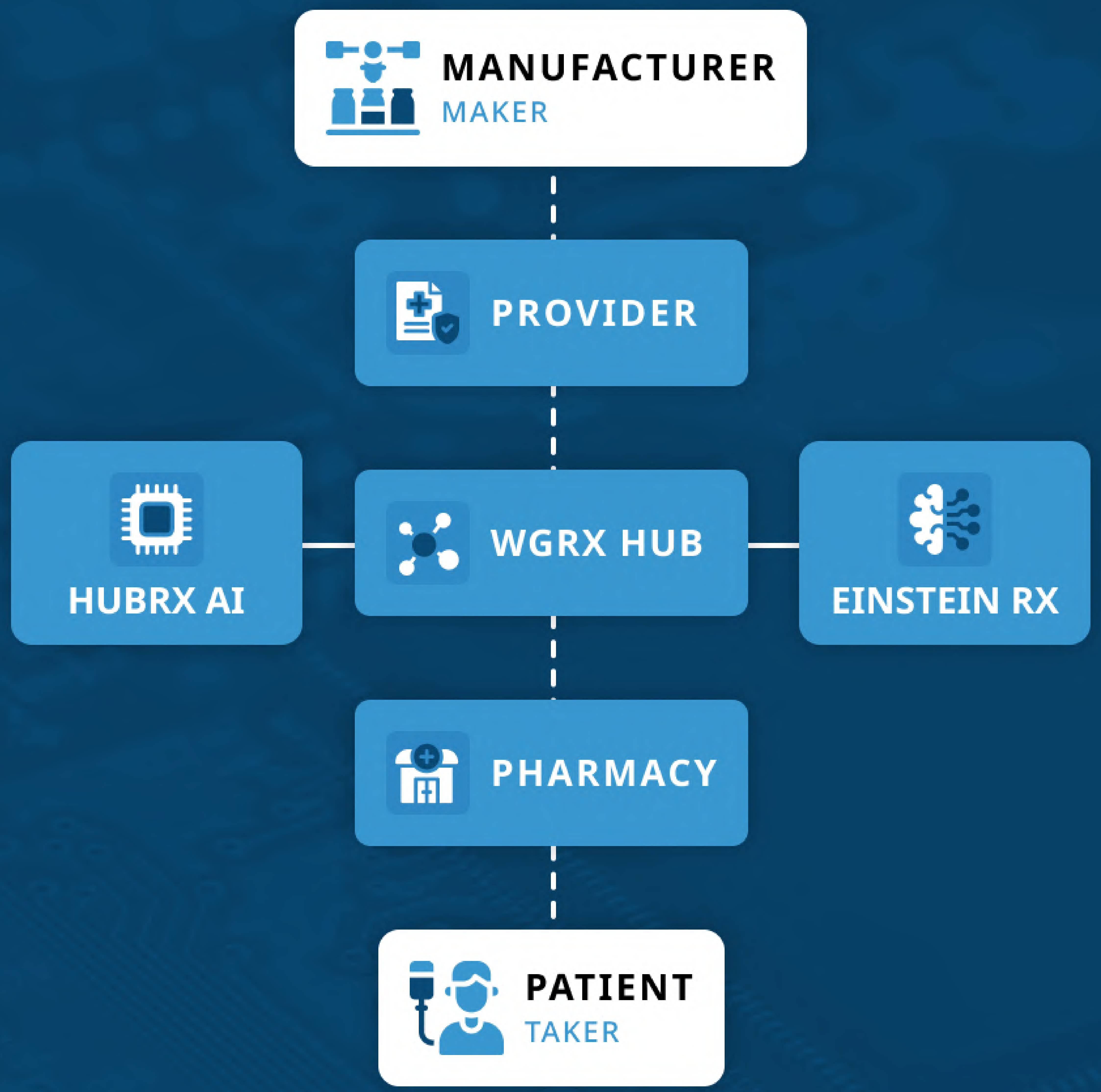
New revenue + fulfillment power.

Transparent Pricing:

Real-time cost visibility for employers.

Better Outcomes:

Faster fills, lower costs, higher adherence.



Wellgistics Health™

How It Works

1

PARTNER NETWORK

We partner with:

- Employer Groups, Transparent PBMs, Insurance Carriers & Plan Sponsors → To launch targeted drug pricing programs for chronic and high-cost conditions

2

RX ROUTING TECH

Our technology and hub services coordinate prescription flow:

- From healthcare providers
- Into our internal systems for validation, data capture, and routing → Enables faster turnaround and better prescription outcomes

3

PATIENT FULFILLMENT OPTIONS

We identify the best fulfillment path for each patient:

- 49 State Licenses for In-House Pharmacy (non-commercial/cash pay)

4

DISTRIBUTION FACILITY

Our 40,000 sq. ft. licensed distribution center:

- Intakes drugs directly from manufacturers
- Operates under compliance in all 50 states → Enables national scale and inventory control
- NABP Accredited Distributor + 3PL + Cold-chain

5

MANUFACTURER DIRECT STRATEGY

We work directly with drug makers to:

- Negotiate lower prices
- Enable cash-pay programs
- Integrate real-time data and patient management services → Bypasses middlemen and drives cost savings & speed

TECHNOLOGY (UNDERLYING MAGIC)

The Rails of Modern Prescription Delivery

HubRx AI
AI-POWERED HUB SERVICES ENGINE

Optimizes digital flow through AI automation

Wellgistics Hub
FIRST-IN-CLASS ROUTING INFRASTRUCTURE

Route any drug, from any source, to any patient

Einstein Rx
AI PRESCRIPTION UNDERWRITING TOOL

Scrubs/qualifies diagnoses, ensures compliance, matches to correct medication program

Pharmacy/Patient

Wellgistics Health™

WELLGISTICS AI:

Leveraging AI to make our process faster, simpler and easier

- Launched in 2025
- HubRx AI integrated with our existing tech stack

IMPROVE PATIENT ACCESS WITH KEY COMPONENTS:

- AI Consent
- AI Enrollment
- AI Benefit Verification
- AI Prior Authorization
- AI Copay Assistance
- AI Customer Service
- AI Sales

BUSINES MODEL

Multiple Revenue Streams

DISTRIBUTION CENTER:

Sales of Rx Products to Pharmacies

PHARMACY CENTER:

DTP, Fulfillment Models, White Label, Cash Pay, Telemedicine

MODEL:

High-Volume Distribution + Recurring SaaS = Scalable Revenue, Low Dilution Growth

HUB SERVICES:

Fees for Services (benefit management, prior authorizations, patient support, etc.)

TECHNOLOGY:

SaaS Fees, Rx Routing, Data Fees, Subscription Models for AI Services

COMPETITION / DIFFERENTIATORS

Why We Win

PBMs/Big 3:

- Opaque rebates
- Spread pricing
- Misaligned incentives

WGRX

- Transparent
- AI-driven
- Vertically integrated
- Aligned with all stakeholders

DIFFERENTIATORS:

- Proprietary routing (Wellgistics Hub)
- HubRx AI
- AI underwriting (Einstein Rx)
- DSCSA-ready serialization via RxERP
- Employer CAA/ERISA compliance baked in
- Multi-State Licensed Pharmacy
- Integrated Claims Adjudication
- Data Advantage (routing + adjudication generates proprietary insights)

TRACTION

Proven Growth & Strategic Wins:

2025 Half Year Growth

6,500+
Total Pharmacies engaged

200+
Manufacturers to date

12,500+
Total Products/NDC's

631
Pharmacies added in Q1 & Q2

$18.65M
2025 Q1 + Q2 Pro Forma Revenue

2
Full Stack Tech Platforms:
EINSTEIN RX + HUBRX AI

Future **Growth Plans**

Expand our **vertically integrated** pharmacy and distribution network

Accelerate direct-to-patient (DTP) programs with manufacturer partnerships to deliver lower-cost, higher-access prescriptions

Grow employer carve-out solutions to **increase transparency and affordability** in prescription benefits

Deploy Wellgistics Hub's AI-powered technologies like HubRx AI and Einstein Rx at national scale

Drive strategic partnerships with manufacturers, employer groups, and healthcare organizations

Wellgistics Health™

Expert Leaders in Growth Execution

Brian Norton

CEO

Entrepreneur and healthcare founder with 20+ years of experience in healthcare distribution, technology, venture capital, and M&A

Tony Madsen

COO

Managing Partner of Healthtech investor Nomad Capital, with focus on first-mile of drug distribution (wholesale, distribution network & supply chain)

Mark DiSiena

CPA, Attorney, MBA

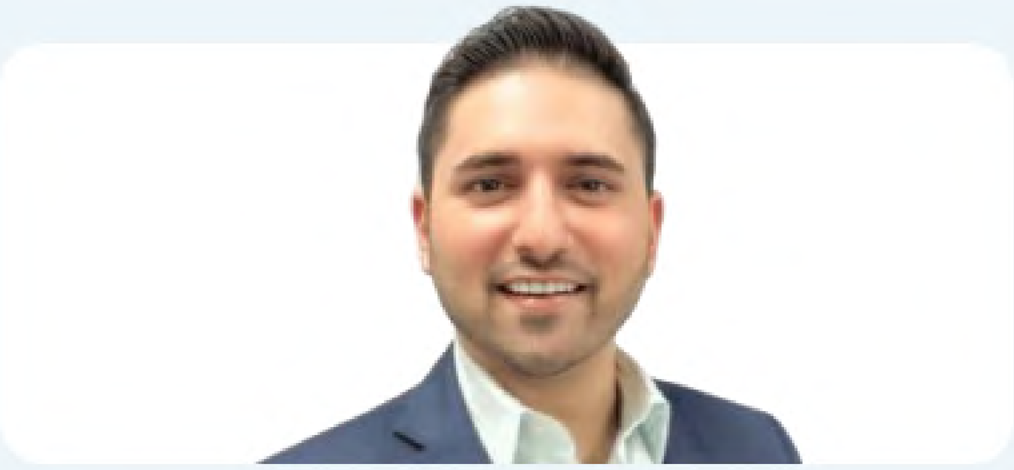
CFO

Advisor and CFO for publicly-listed companies with prior roles at Oracle, LVMH and PWC; CA CPA and retired attorney

Srini Kalla

CIO

Former senior IT executive at OptumRx and Elevance Health, with a focus on Pharmacy and PBM healthcare technology, leading major technology initiatives and M&A activities



Dr. Shafaat Pirani

PharmD, BCGP

CCO

Previously Chief Clinical & Regulatory Compliance Officer, Bonum and TRxADE Health; formerly EVP DelivMeds and Director Ops for an independent mail-order facility

Shelley Bailey

CSO

Former co-owner and CEO of Central Drugs Specialty Pharmacy, founder of Famlee Health, and Chair of Oregon Prescription Drug Affordability Board

Jason Lang

PharmD

PRESIDENT OF DISTRIBUTION

Serial entrepreneur with multiple 7-figure exits, founded multiple pharmacies; prior role in Pharmacy Management with Walgreens

Wellgistics Health™

Maker → Taker
Direct-to-Patient, By Design

- WRGX is a vertically integrated, AI-powered PBM alternative
- Positioned at the nexus of distribution, AI tech, and employer carve-outs
- Clear pathway to scale with transparent, end-to-end prescription rails

Strategic capital partners to accelerate growth

Learn More

PROVEN TRACTION:

6,500+
PHARMACIES

200+
MANUFACTURERS

12,500+
PRODUCTS/NDCS

Wellgistics Health™

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Appendix

Wellgistics Health™

Board of Directors

Suren Ajjarapu
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

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

Michael Peterson
Board Member

- Former investment banker with 15 years at Goldman Sachs & Co. and Merrill Lynch
- Founder & CEO, Lafayette Energy; Former interim CEO of Trio Energy (NYSE: TPET), and founded PEDEVCO (NYSE: PED)

Education: MBA, Finance and BS, Statistics & Computer Science from Bringham Young University

Rebecca Shanahan
Board Member

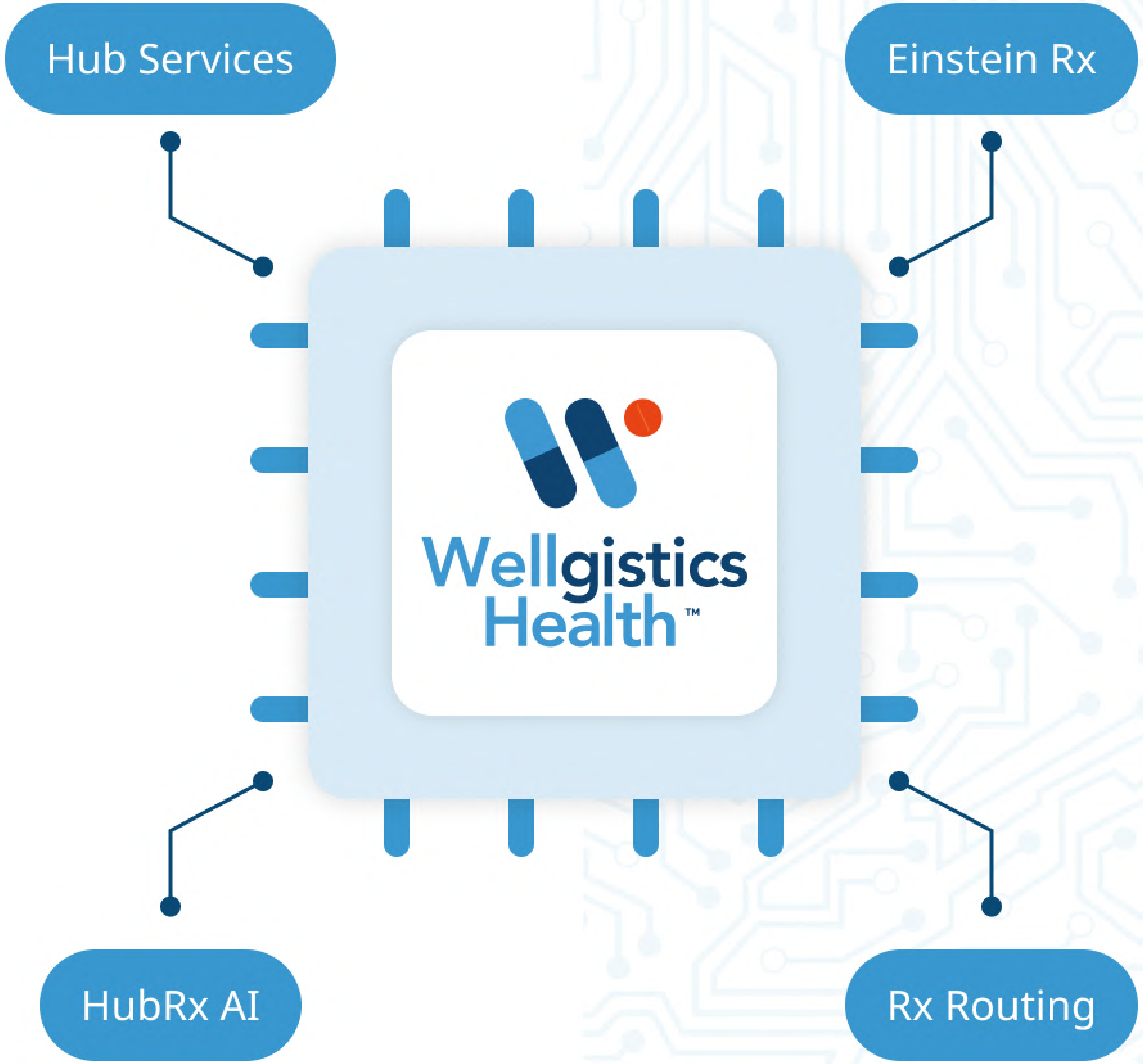
- Board of Directors of the National Association of Specialty Pharmacies, Proxsys, Hatch and TruDataRx
- Built and led specialty and compounding pharmacies: Priority Healthcare, Aetna Specialty Pharmacy, Oncology Therapeutics Network, Oncology Plus, Shoppers Drug Mart and Avella Specialty Pharmacy

Education: Indiana University School of Law

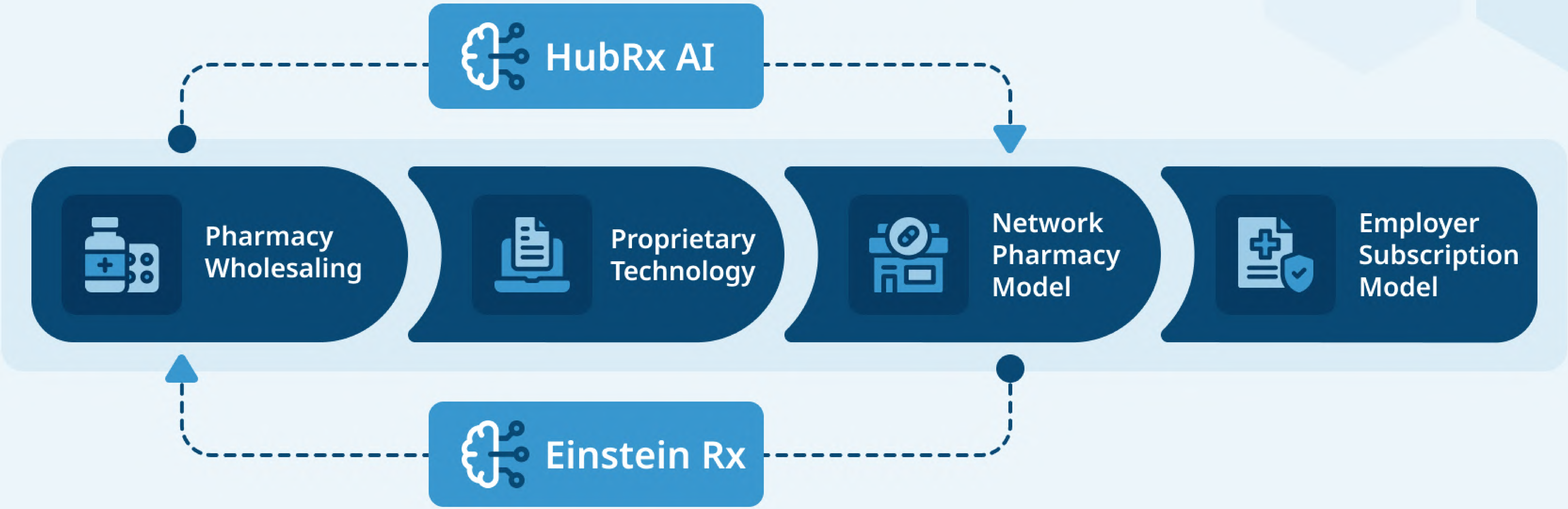
Unified Tech Platform

Our **fully-integrated ecosystem** connects every touchpoint, enabling:

- Seamless Pharmacy Operations
- Direct Manufacturer Fulfillment
- Full Patient Savings Transparency
- Better Patient Access



Monetization across the entire Value Chain



Proprietary platform allows us to uncover opportunities using pharmacy KPIs & point-of-sale data.

Pioneering the Path for Blockchain in Pharmacy

BRIEF OVERVIEW OF XRP

XRP is a real-time digital asset designed for fast, secure, low-cost global payments. Unlike Bitcoin or Ethereum, XRP was purpose-built for enterprise financial transactions—settling in seconds with near-zero fees.

WELLGISTICS HEALTH'S PURPOSE

Wellgistics Health's goal is to pioneer the integration of XRP infrastructure into healthcare, beginning with its pharmacy network and expanding toward manufacturers and employer partners. The objective is to help eliminate traditional banking delays, improve cash flow, and support real-time settlement across the ecosystem.

36-Month Rollout Vision for XRP Integration

PHASE 1: (0–3 months)
Development and Beta of XRP payment acceptance from pharmacies

PHASE 2: (3–6 months)
Development of an XRP-based settlement layer

PHASE 3: (6–12 months)
Pursuit of XRP-powered smart contracts

PHASE 4: (12–18 months)
Exploring patient-facing use cases and employer/plan integration

PHASE 5: (18–36 months)
Working toward national network standardization

Wellgistics Distribution™

CORE VERTICAL SERVICES:

Distribution

- 40,000 sq ft licensed wholesale facility in full FDA, NABP & DSCSA compliance
- Direct purchase from 200+ manufacturers—brand & generic
- Licensed to operate in all 50 states
- Direct-to-pharmacy & direct-to-patient delivery capability
- Serialized ERP technology for end-to-end drug tracking - Rapid fulfillment with just-in-time inventory controls

Wellgistics Pharmacy™

CORE VERTICAL SERVICES:

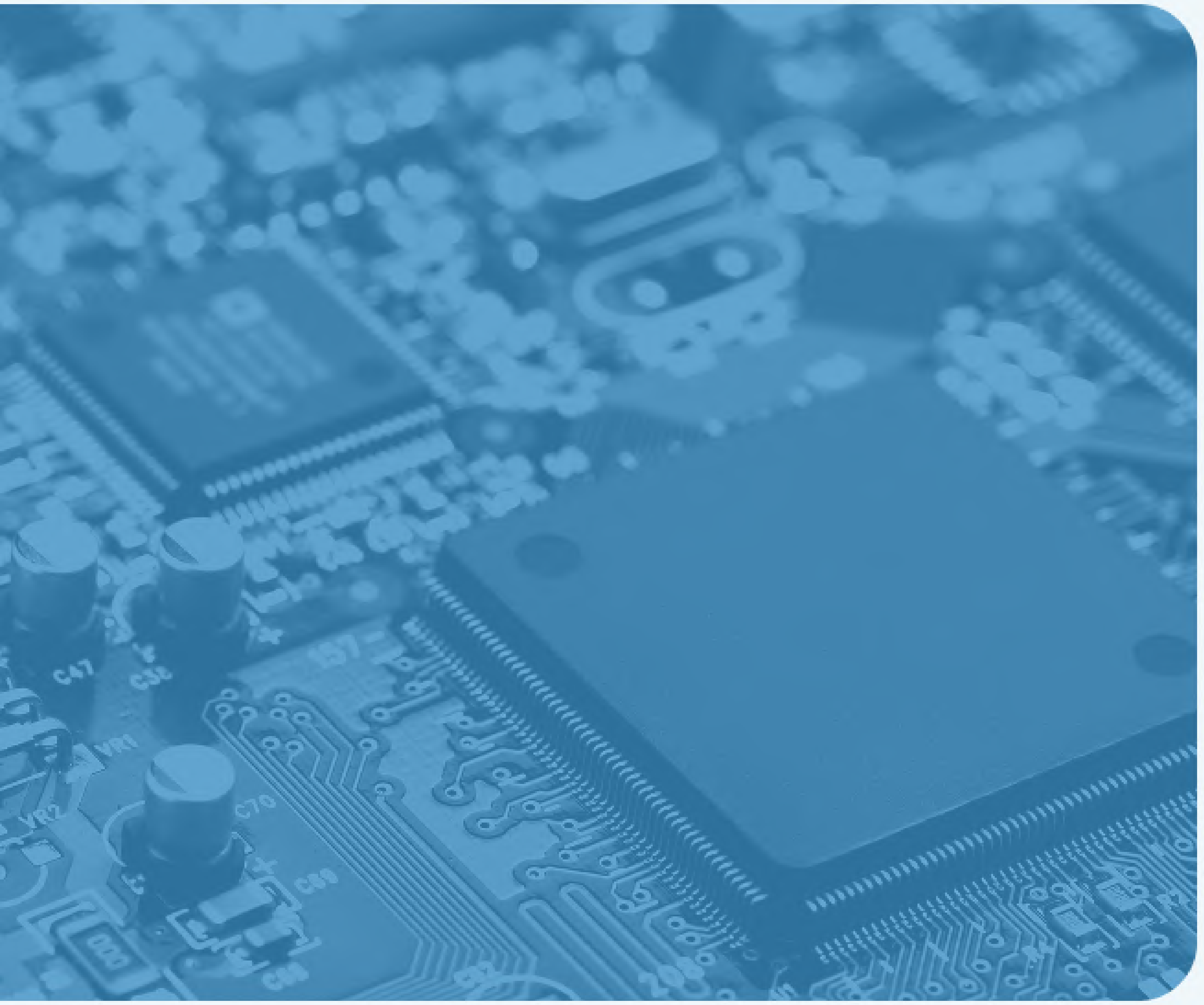
Pharmacy & Network

- Full In-house Dispensing Pharmacy in 49 states
- DTP delivery + tracking
- 6,500+ Pharmacy Partners nationwide
- Specialized programs for diabetes, sleep apnea, fertility, and more
- Custom packaging & white-label fulfillment programs

Wellgistics
Tech & Hub™

CORE VERTICAL SERVICES:

Tech & Hub



Einstein Rx – Real-time analytics for prescribers, payers, and pharmacies

Eligibility, enrollments, denials, adherence—all automated

AI Prior Auth, AI Benefit Verification, AI Copay Assistance

First-party data capture + predictive cost containment insights

HubRx AI – AI Technology Based SaaS, membership, licensing based monthly fees and services