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# Addressing a Broken System

Patients Face Rising Costs &amp; Terrible Choices

**15%****Rising Prescription Costs Per Year**

Patients are faced with rising medication costs – **10-15% -avg drug increase per year**

Source: CMS, AHA, Drug Channels

**95%****Lack of Access Due to Monopolies**

**95% of access to and pricing of U.S. Drugs** are controlled by the Six Largest PBMs/Payers

Source: FTC, Market Watch

**1 in 3****Adults Skip Prescribed Meds Due to High Costs**

Insurers' lack of coverage force a **third of patients to skip prescribed medications.**

Source: KFF: Kaiser Family Foundation / CAP: Center for American Progress

**PHARMACIES**

Face pressure from major wholesalers and PBMs, who control drug pricing and often keep manufacturer rebates, increasing costs and shrinking pharmacy profits.

**DRUG MANUFACTURERS**

Are stuck in PBMs' costly rebate programs, as well as regulatory mandates, compliance penalties, and delayed payments—with limited visibility into patient outcomes.

**EMPLOYERS / HEALTHCARE PAYORS**

Trapped by PBMs — Face annual price increases which they cannot understand, & which impacts the quality of coverage they provide to their members.

**HEALTHCARE PROVIDERS**

Operate blind—with limited visibility into drug costs, coverage, or fulfillment status, causing treatment delays and patient non-adherence.

## The Wellgistics Health Solution

**OUR THREE-PART ECOSYSTEM**

A 50-state NABP-accredited wholesale distributor with 3PL and cold-chain capabilities that supplies over 6,500 pharmacies — covering one-third of U.S. independents—at 35–50% savings. Equipped with a dynamic sales team powered by data science, we are driving results for our manufacturer partners.



The middleware technology connects patients, employer groups, providers, pharmacies, payors, and pharma partners to streamline prescriptions, boost adherence, and enhance outcomes. The tech powers an end-to-end, patient-centered pharmacy service through a national fulfillment and clinical services network.



A direct-to-patient multi-state licensed pharmacy for pharmaceutical manufacturers and TPA partners with complete customization of formulary options. It also operates as a central dispensing hub with in-house fulfillment, a call center, and dedicated customer support.

Wellgistics Health operates a fully integrated healthcare ecosystem that **connects drug manufacturers directly to pharmacies, patients, employers, and healthcare providers.**



# Key Differentiators



## OWNING THE FULL STACK

We own the full stack: wholesale, digital pharmacy, hub services, tech platform, and analytics



## ELIMINATING MIDDLEMEN

We eliminate middlemen by delivering prompt, transparent, and rebate-free pricing



## PHYSICAL & DIGITAL RAILS

We integrate physical infrastructure with an end-to-end AI powered tech stack



## INDEPENDENT PHARMACY FOCUS

Our hub activates independent pharmacies, bringing care closer to home

## Revenue Sources



### Prescription Fulfillment Fees

via our wholesale and pharmacy operations



### White-Label & DTP Program Fees

from patients via our wholly owned pharmacy



### SaaS Platform Fees

from pharma, providers, pharmacies, and employers



### Subscription Fees

from patients and pharmacies



### Hub Services Fees

for benefits management, prior authorizations, and patient support from drug manufacturer



### AI Analytics Fees

from drug manufacturers and employer groups

## Future Growth Initiatives

Expand our vertically integrated pharmacy & distribution network

Accelerate direct-to-patient programs to deliver lower-cost, higher-access prescriptions

Deploy AI-powered technologies like EinsteinRx™, HubRx AI, and PharmacyChain™ at national scale

Grow employer carve-out solutions to increase prescription benefits transparency & affordability

Drive strategic partnerships with drug manufacturers, employer groups, & health organizations

Pursue strategic acquisitions that expand WGRX suite of core prescription logistics verticals

## Operational Highlights



**6,500+**

Total Pharmacies engaged



**200+**

Manufacturers to date



**12,500+**

Total Products/NDC's



**3**

Full Stack Tech Platforms:  
Einstein Rx™ + HubRx AI  
+ PharmacyChain™

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