

Redefining prescription access across America

 Investor Presentation **January 2026**

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

[wellgisticshealth.com](https://www.wellgisticshealth.com)



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Today's **Pharmaceutical Landscape**

⚠ The Problem :

An outdated, bloated system—**ripe for disruption.**



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



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:

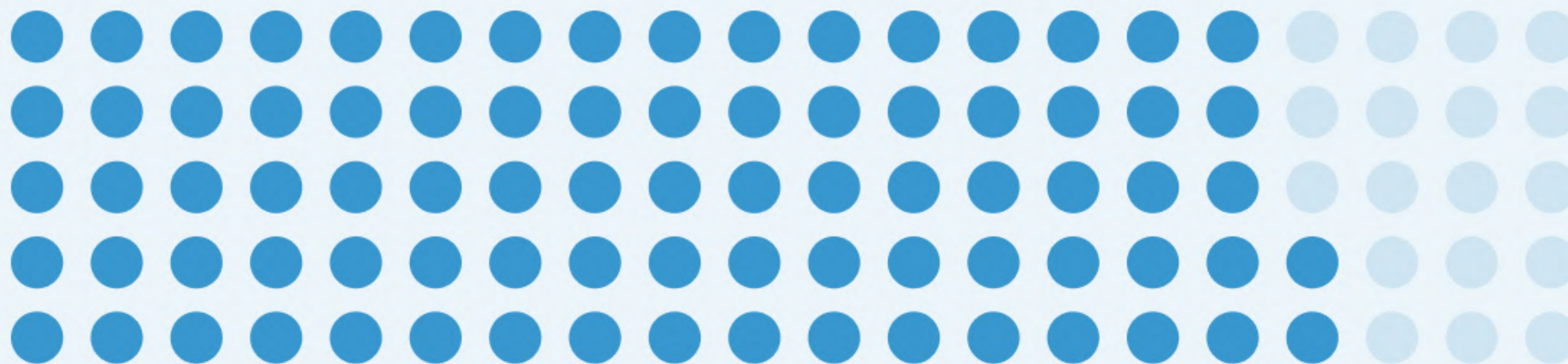
1. FTC, Reuters, WSJ
2. NCPA, Drug Topics
3. NCPA, Drug Topics
4. Oversight committee, Santa Clara U, Mercer
5. Commonwealth Fund, Nevada Current, Drug Channels

Patients have had enough

Sources: [KFF](#); [SIA Group](#)



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

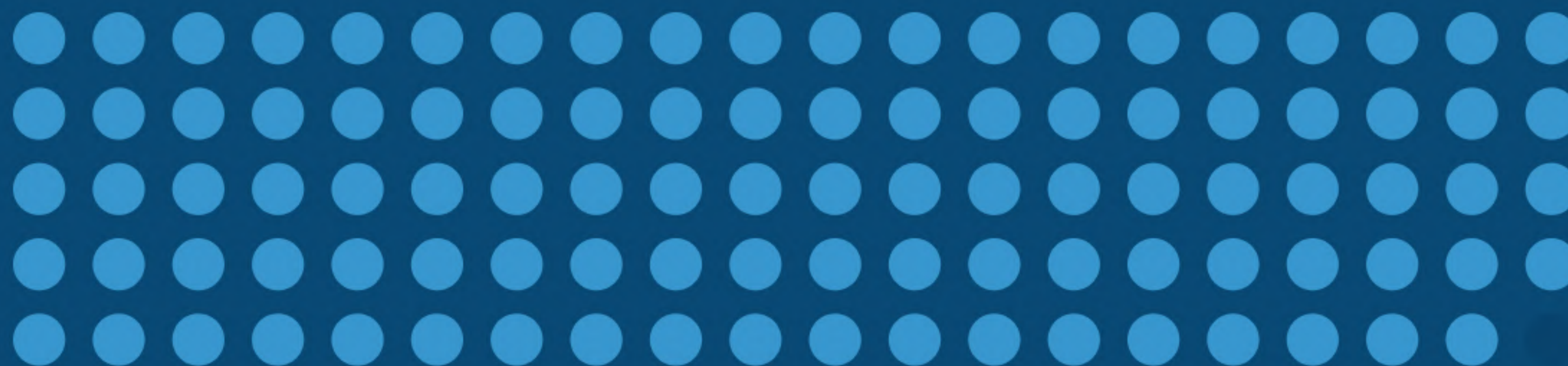


1 in 3 adults skip treatments because their drugs cost too much





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



The market is **broken**



Pharmaceutical costs spiraling out of control
+15% per annum²



SOURCES:

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

PROBLEM

The Broken Pharmaceutical Drug Supply Chain






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

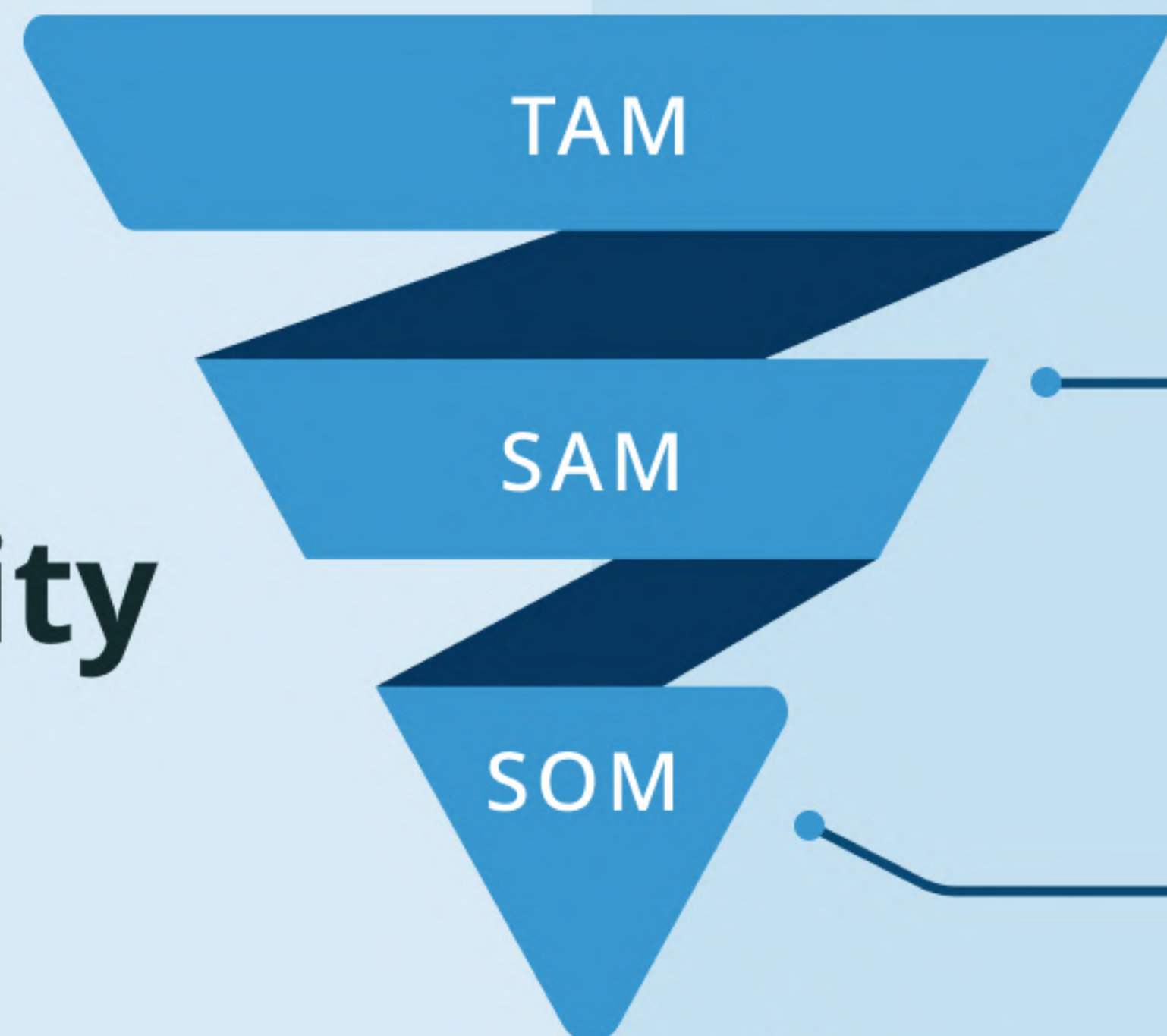
-  Wellgistics Health's commitment to faster, more affordable, and more transparent prescription care aligns directly with the administration's policy goals



Sources: White House, USNews

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

Our Three Verticals

THIS ECOSYSTEM HAS THREE COMPONENTS:



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.




Pharmacy & Partner Network

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



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.

About Us



Founder-led (2017-2024):

Wellgistics, LLC established to empower independent pharmacies



2024 Integration:

Merged into Wellgistics Health and completed key acquisitions: Community Specialty Pharmacy and Alliance Pharma Solutions via WoodSage, including tech platforms DelivMeds™ and EinsteinRx™



IPO on NASDAQ:

Listed under ticker WGRX on February 21, 2025



Proven scale:

\$600M+ in drug sales lifetime, operating nationwide with a proprietary 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.



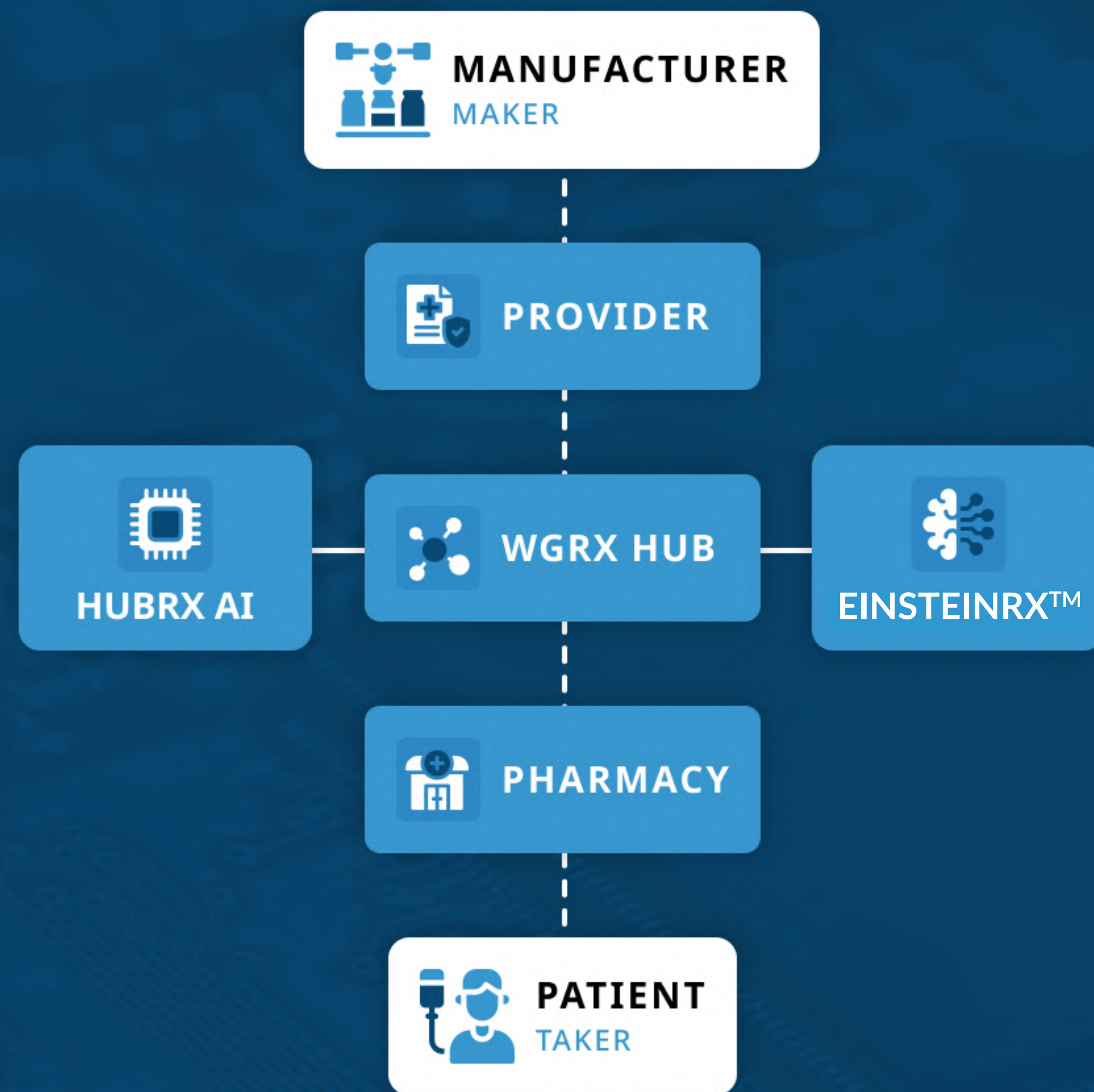
Transparent Pricing:

Real-time cost visibility for employers.



Better Outcomes:

Faster fills, lower costs, higher adherence.



How It Works



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



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



PATIENT FULFILLMENT OPTIONS

We identify the best fulfillment path for each patient:

- Multi-State In-House Pharmacy (non-commercial/cash pay)



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



MANUFACTURER DIRECT STRATEGY

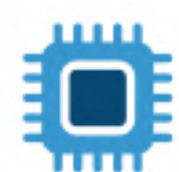
We work directly with drug makers to:

- 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



EinsteinRx™


AI PRESCRIPTION UNDERWRITING TOOL


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

Pharmacy/Patient

 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





BUSINESS 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



PBM/Big 3:

- ❌ Opaque Rebates
- ❌ Spread Pricing
- ❌ Misaligned Incentives



WGRX:

- ✅ Transparent
- ✅ AI-Driven
- ✅ Vertically Integrated
- ✅ Aligned with all Stakeholders

DIFFERENTIATORS:



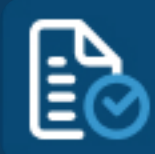
Proprietary Routing (Wellgistics Hub)



SaaS-Model for AI Agents (HubRx AI)



AI-Underwriting (EinsteinRx™)



Blockchain Enabled Smart Contract (PharmacyChain™)



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:



6,500+

Total Pharmacies engaged



200+

Manufacturers to date



12,500+

Total Products/NDC's



3

Full Stack Tech Platforms:

EinsteinRx™ + HubRx AI +
PharmacyChain™



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



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



Expert Leaders in Growth Execution



Prashant Patel,
RPh
CEO & President

Co-Founder, Director, President and COO of TRxADE Health, Inc. Pioneered innovative technology for secondary distribution, reverse distribution, and logistics.



Eric Sherb
Chief Financial Officer

Founder and Owner of EMS Consulting Services, with previous experiences at PwC, RBSM LLP, and CFGI, with core expertise in technical advisory on complex transactions, debt/equity financing, M&A, auditing, and IPO readiness.



Dr. Shafaat Pirani,
PharmD, BCGP
Chief Clinical Officer

Former Chief Clinical & Regulatory Compliance Officer for Bonum Health and TRxADE Health, Inc., with prior roles as EVP of Alliance Pharma Solutions, and Director of Operations for a PBM-affiliated independent mail-order pharmacy.



Srini Kalla
Chief Technology Officer

Former Vice President of IT at OptumRx (UHG) and Principal at Elevance Health, with focus on pharmacy and PBM healthcare technology, and leading various technology initiatives and M&A.



Nikul Panchal,
RPh, BCNP
Chief Pharmacy Officer

Former Head of Operations at Tollo Health, with prior roles as VP of Pharmacy Operations at TRxADE Health, Inc., Owner of Community Specialty Pharmacy, and Radio Pharmacy Manager for GE Healthcare Diagnostics.

Maker → Taker

Direct-to-Patient, **By Design**

- WGRX 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



PROVEN TRACTION:



6,500+
PHARMACIES



200+
MANUFACTURERS



12,500+
PRODUCTS/NDCS

Strategic capital partners to
accelerate growth

[Learn More](#)





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Appendix^o

Board of Directors



Suren Ajjarapu
Chairman

Entrepreneur with leadership in Pharmaceuticals, Biofuels, and Information Technology sectors. Developing growth strategies, reducing costs, overseeing P&L, and building world-class organizations.

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, RPh
Board Member

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



Howard Doss
Board Member

Served as the CFO of PowerUp; Kernel Group Holdings, Inc. "KRNL"; NASDAQ: SCNX; CFO and Director for Sansur Renewable Energy; He served as CFO of Aesther Healthcare Acquisition Corp., a SPAC until it consummated its initial business combination. Mr. Doss served as President of STARadio Corp. since 2005. After working for the Principal Financial Group office in Tampa, Florida, Mr. Doss was City Executive for U.S. Trust in Sarasota, Florida, responsible for high net worth individuals.

Education: He is a member of the America Institute of CPA's and a graduate of Illinois Wesleyan University.



Steven Lee
Board Member

A law partner with Foundation Law Group, LLC, since 2017 and has 25+ years' experience in counseling companies. He is skilled at crafting financing strategies that fuel growth while protecting shareholder value. He has founded multiple ventures and has decades of demonstrated success in structuring and negotiating equity and debt capital, leading M&A transactions, and guiding private and public companies through IPOs, restructurings, complex financings and business transactions.

Education: BA from the University of Washington, & a law degree from Stanford University, where he was on the Stanford Law School Board of Visitors.



Donald Fell
Board Member

Currently holds independent directorships with the following corporations: Integrated Wellness Acquisition Corp. since 2023); NASDAQ:SCNX (since 2024); NASDAQ:ASBP (since 2025); NASDAQ:WGRX (since 2025) and NASDAQ: CRACU (since 2025). In these capacities, he serves on the audit, compensation, governance, and nominations committees. Serves as Special Advisor to the Department of Economics at the University of South Florida.

Education: Lectured across the United States, Canada, the Caribbean, Eastern Europe, and Asia on topics related to global and environmental economics.



Unified Tech Platform

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



Seamless Pharmacy Operations



Direct Manufacturer Fulfillment



Full Patient Savings Transparency



Better Patient Access

PharmacyChain™

EinsteinRx™

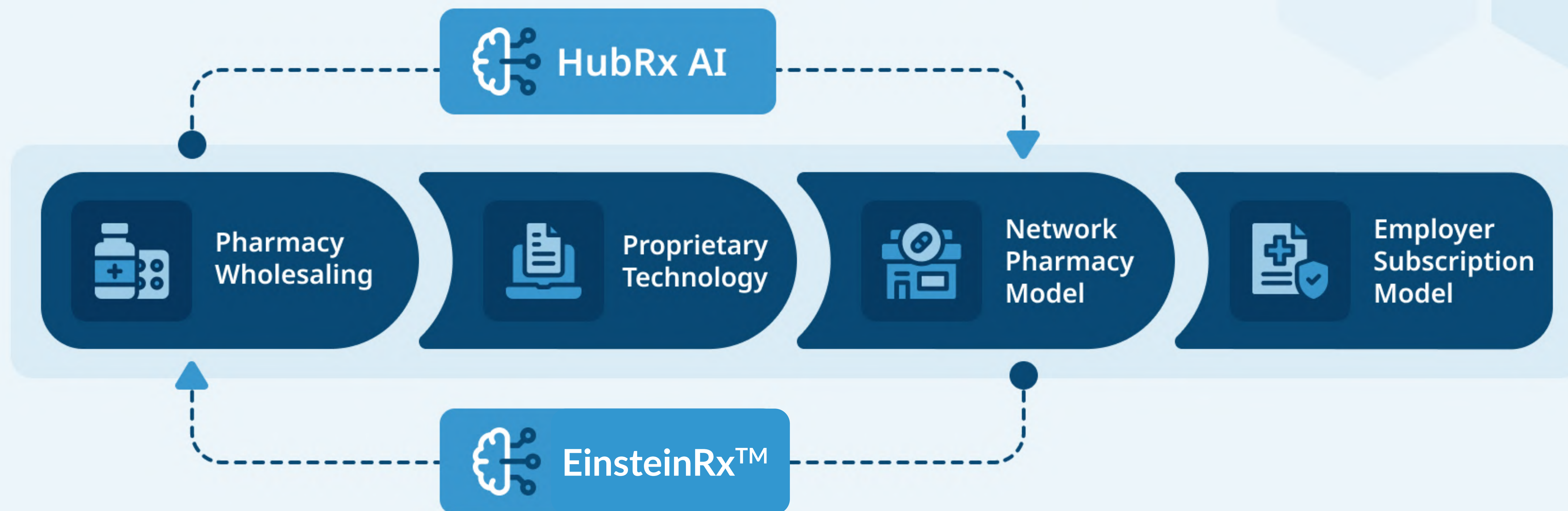


HubRx AI

WGRX Hub



Monetization across the entire Value Chain



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



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





CORE VERTICAL SERVICES:

Pharmacy & Network



Full In-House
Dispensing Pharmacy



DTP delivery + tracking



6,500+ Pharmacy
Partners nationwide



Specialized programs
for diabetes, weight
loss, cardiometabolic,
and more



Custom packaging &
white-label fulfillment
programs





CORE VERTICAL SERVICES:

Tech & Hub



EinsteinRx™ – 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



PharmacyChain™ - Blockchain technology enabling Smart Contract for all supply chain stakeholders with tokenization