



MedAvail[®]

Transforming Today's Pharmacy

Investor Presentation | August 2023

NASDAQ: MDVL

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Mission Statement

To improve patients' lives by expanding access to medications through innovative technology where and when they need them

Investment Highlights

Innovative pharmacy technology company with clear roadmap to delivering profitable and sustainable growth

01

Addresses significant unmet needs in the pharmacy space

04

Significant total and serviceable addressable markets

02

Demonstrable positive impact on Rx adherence and reimbursement

05

Recurring, high-margin predictable revenue stream

03

Strategic partnerships to drive future deployments across multiple channels

06

Strengthened financial position with projected 2+ years of cash on-hand

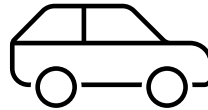
The Current Patient Journey

Demonstrates a significant unmet need in today's pharmacy



Patient prescribed an Rx at a Clinic
or Urgent Care

Rx is transmitted to a retail
pharmacy



Patient must drive to a retail pharmacy
to have the Rx filled

Many patients do not have access to
reliable transportation



Shortage of pharmacists/
pharmacy techs causes:

Long wait times (avg. 30 minutes)

Limited pharmacy hours

**Improved access increase outcomes and satisfaction while simplifying provider's
practice and increasing reimbursement**

Our Solution: The MedCenter Kiosk

Confers meaningful benefits to multiple stakeholders



To the Patient	To the Clinic / Urgent Care	To the Pharmacy
One stop shop and immediate access to the most common medications	Provision of full pharmacy service at the point of care & better care coordination	Expanded “reach” into point of prescribing locations increasing market share
Contactless for when the patient is ill with access to pharmacists via telepharmacy	Seamless incorporation into practice workflow with small footprint (~13 sq ft)	Workflow friendly; Integrated with Rx management systems
Dispense time of just 5-7 minutes versus ~30 minutes at the retail pharmacy	Fully regulatory compliant w/ branding & customized inventory to provider’s practice	Customizable and flexible inventory management and patient journey
Convenient access & enhanced Rx experience leading to improved outcomes	Happier more adherent patients & potential for increased revenue	Increased prescription volume & customer satisfaction

Evolving. Innovative. Automated Pharmacy.

Remote Dispensing – New Prescriptions

Works with your current workflow, pharmacy system, and pharmacy staff to fill new and refill prescriptions.

Automated Will Call – Refill Prescriptions

Improve access and patient satisfaction by extending your reach both in hours and locations. Pick up location for both patients & employees. Great for rural locations.

Telepharmacy – Telehealth & Counseling

The MedCenter provides private, confidential, real-time patient interactions via a robust audio/video link.



MedCenter Deployment Use Cases



Urgent Care/Emergency

In Clinic Dispense

Extended Hours

University

Hard to Staff/Rural Locations

Employer Placement

Broadening Footprint through Partnerships



Urgent Care

Emergency Department

Primary Care / Clinic

Also integrated with industry leading pharmacy management systems:

MCKESSON

EnterpriseRx

Epic

Willow

Recurring, High-Margin Revenue Model

Full-year 2023 gross margins ~60%¹

One Time
\$65,000²

**Medcenter hardware,
implementation and integration**

Recurring
\$25,000/year

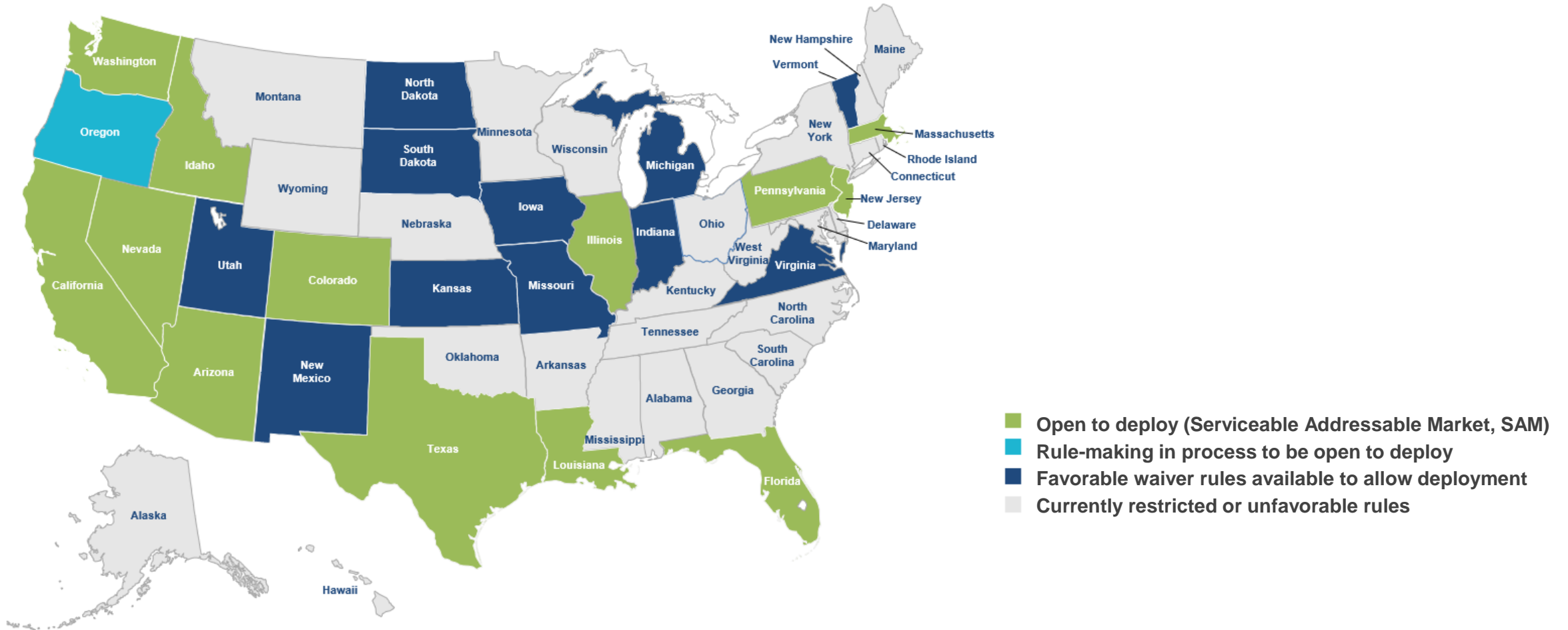
**Kiosk maintenance contract and
software license**



Partners use their own back-end pharmacy operations, including pharmacists and inventory
The Medcenter kiosk can be branded as requested

Favorable Regulatory Environment

Current regulatory open to deploy & favorable waiver rules for MedCenter kiosks cover > 72% of the US population



Multi-Billion-Dollar Addressable Markets**

	Urgent care (\$ in millions)	Primary care (\$ in millions)	Total (\$ in millions)
Total Addressable Market			
Sites	12,565	39,817	52,382
MedCenter Technology	\$817	\$2,588	\$3,405
Maintenance / license	\$314	\$995	\$1,309
Total	\$1,131¹	\$3,583²	\$4,714
Serviceable Addressable Market			
Sites	6,166	14,414	20,580
MedCenter technology	\$400	\$936	\$1,336
Maintenance / license	\$154	\$360	\$514
Total	\$554³	\$1,297⁴	\$1,850

** Assumes \$65,000 blended average cost per M4 to reflect business mix between sales and operating leases and assumes \$25,000 per year for software license and maintenance.

TAM = total US market; SAM = representative of states currently open to deploy

Source: Definitive Healthcare, February 2023

1 Total US market; clinics only

2 Total US market; general practices, family practices, internal medicine and "primary care" in group name

3 Clinics only; states that are open to pharmacy kiosk dispensing

4 States open to kiosk pharmacy dispensing in primary care offices with 15+ locations participating in Medicare MIPS program

Current Leadership Introduces New Strategy



Mark Doerr, Chief Executive Officer

Experience: CEO, eRx Network; SVP GM, Pharmacy, Change Healthcare; SVP Pharmacy, Giant Eagle



Ramona Seabaugh, Chief Financial Officer

Experience: VP, Vixxo; VP, Ascension; CFO Banner Health Pharmacy Services

✓ Led restructuring and divestiture of SpotRx business

✓ Exclusive focus on pharmacy technology business going forward

✓ Significant reduction in OpEx and cash burn; improved margin profile

✓ Addressing significant unmet needs in today's pharmacy industry

2023 Guidance

Existing inventory of more than 100 pre-built MedCenter kiosks – not included in the SpotRx divestiture – are ready to be deployed and will drive higher near-term company margins

	2022 Pro-Forma	2023E
Revenue	\$1.4 million	~\$3 million
Full-year net gross margins	47%	~60%
Net new dispensing MedCenters ¹		25
Cumulative net dispensing MedCenters (as of Q1 2023) ²		32

¹ **Net new dispensing MedCenters:** Units recorded after completion of shipment and training such that the MedCenter is ready to dispense and generating revenue for MedAvail, which were not previously included in Cumulative Net Dispensing MedCenters.

² **Cumulative net dispensing MedCenters:** Cumulative units recorded after completion of shipment and training such that the MedCenter is ready to dispense and generating revenue for MedAvail, but excluding decommissioned units and demo units.

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Thank You

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Appendix

Medication Adherence Impact on Star Rating & Reimbursement

EMBEDDED PHARMACY OPPORTUNITY

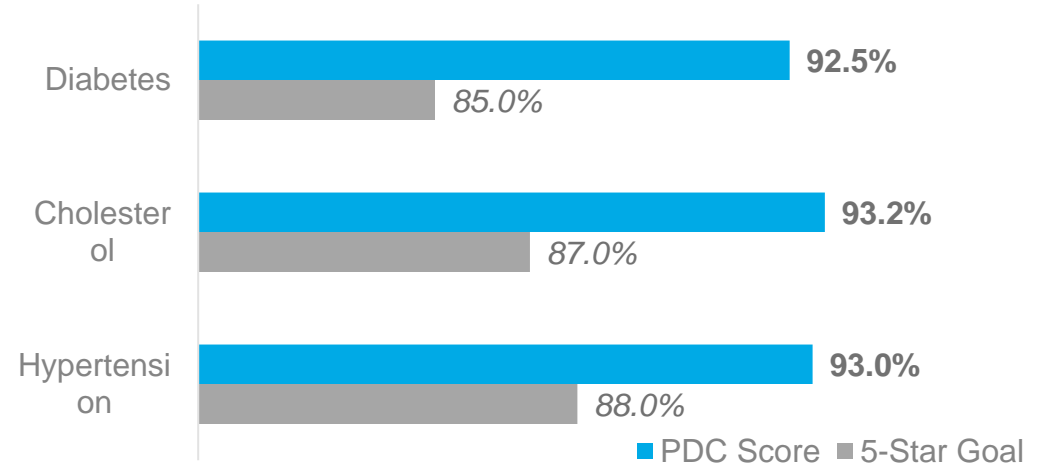
Potential for Improved Outcomes

- **3.4x better adherence** at employer-sponsored sites with Embedded Pharmacy (Aguilar et al, 2015)
- Higher medication adherence resulted in cost **savings of \$58 per member per month** (Wright & Gorman 2016)

Improved Reimbursement/ Less Risk for Providers and Plans³

- Medicare **directly ties physician reimbursement** to medication adherence: 4- & 5-star MA plans receive pay for **performance bonuses of ~\$500/member/year**
- Improving from a 3- to a 4-Star Rating can **increase annual health plan revenues by 13.4 % to 17.6%**

SpotRx PDC Scores⁴



*Based on EQUIPP July 2022 Reporting for SpotRx

Large, vertically-integrated players embracing embedded pharmacy



Embedded physical pharmacies



Retail pharmacies in medical office buildings



OPTUM[®] Acquires genOa healthcare[®]

Behavioral health retail pharmacy



Walgreens Boots Alliance

Acquires



SHIELDS HEALTH SOLUTIONS

Health systems integrating pharmacies

Source: L.E.K. interviews and analysis.

1 Based on CMS; direct includes medication adherence for cholesterol, hypertension, and diabetes medications

2 Based on CVS Caremark study annual health care savings per member

3 Source: <https://www.ajmc.com/contributor/jason-rose/2019/08/medication-adherence-the-lever-to-improve-medicare-advantage-star-ratings>

4 PDC is calculated based on the number of days supply a drug is dispensed for, divided by the number of days the prescription is in the patient's possession. For example, a 90-day supply of a drug refilled after 100 days (90÷100) yields a PDC Score of 85% (Proportion of Days Covered)