



Q3 2024 Earnings Call

November 8, 2024

 CareRx

Cautionary Statements

Forward Looking Statements

Certain of the statements contained in this presentation are "forward looking information within the meaning of applicable Canadian securities legislation. Forward looking information includes, but is not limited to, business strategy, plans and other expectations, beliefs, goals, objectives, information and statements about possible future events. Forward looking information generally can be identified by the use of forward looking terminology such as "outlook", "objective", "may", "will", "expect", "intend", "estimate", "anticipate", "believe", "should", "plans" or "continue", or similar expressions suggesting future outcomes or events. You are cautioned not to place undue reliance on such forward-looking information. Forward looking information is based on current expectations, estimates and assumptions that involve a number of risks that are set out under the heading "Risks and Uncertainties" in CareRx's most recently filed Management's Discussion and Analysis available on SEDAR+ at www.sedarplus.ca, which could cause actual results to vary and in some instances to differ materially from those anticipated by CareRx and described in the forward looking information contained in this presentation. No assurance can be given that any of the events anticipated by the forward looking information will transpire or occur or, if any of them do so, what benefits CareRx will derive therefrom and neither CareRx nor any other person assumes responsibility for the accuracy and completeness of any forward looking information. Other than as specifically required by applicable laws, CareRx assumes no obligation and expressly disclaims any obligation to update or alter the forward-looking information whether as a result of new information, future events or otherwise.

Non-IFRS Financial Measures and Non-IFRS Ratios

"EBITDA", "Adjusted EBITDA", "Adjusted EBITDA Margin" and "Adjusted EBITDA per share" are non-IFRS measures and "Net Debt to Adjusted EBITDA" is a non-IFRS ratio all of which do not have standardized meanings prescribed by IFRS. See "Non-IFRS Financial Measures", "Non-IFRS Ratios" and "Reconciliation of Non-IFRS Financial Measures" in CareRx's most recently filed Management's Discussion and Analysis available on SEDAR+ at www.sedarplus.ca.

All dollar figures are in Canadian dollars unless otherwise stated.



Puneet Khanna

President & Chief Executive Officer





Strategic Accomplishments

- Operational excellence
- Debt management
- EBITDA growth

Q3 2024

- Revenue in Q3 2024 of \$92.8 million
- Adjusted EBITDA in Q3 2024 of \$7.8 million
- Announced new state-of-the-art pharmacy in British Columbia
- Appointed new Chief Financial Officer





Suzanne Brand

Chief Financial Officer



Suzanne Brand, CFO

- Previously CFO of Teva Canada
- Extensive experience driving growth and efficiency
 - Long-term business planning and forecasting
 - Continuous process improvement
 - Developing high functioning finance teams
 - Prioritize profitable growth
- Passionate about healthcare and the long-term care industry
- Excellent alignment with CareRx's unique position to drive improved healthcare outcomes for Canadians

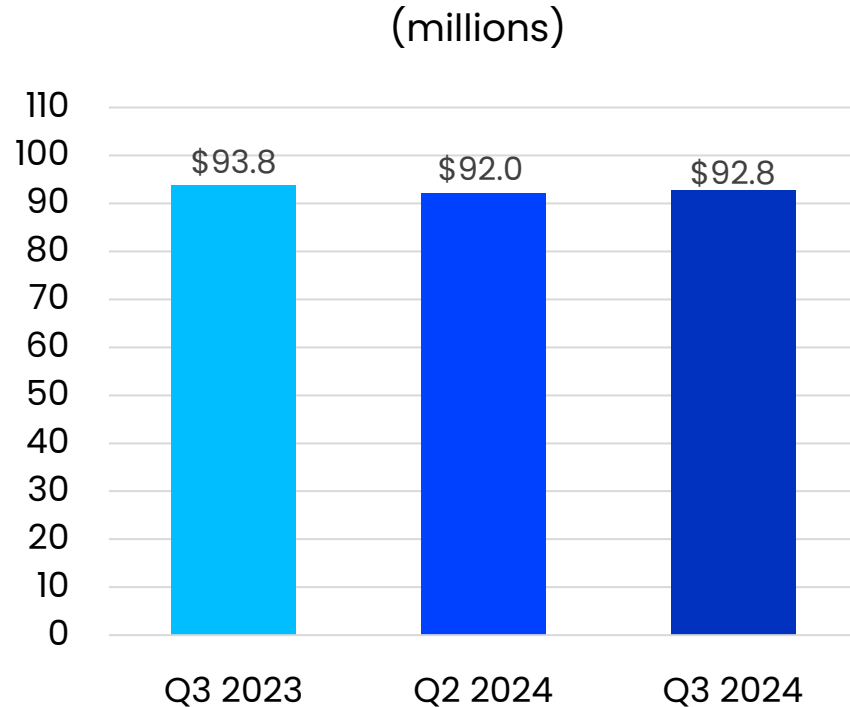


Davide Pernarella

Vice President, Business Planning & Analysis

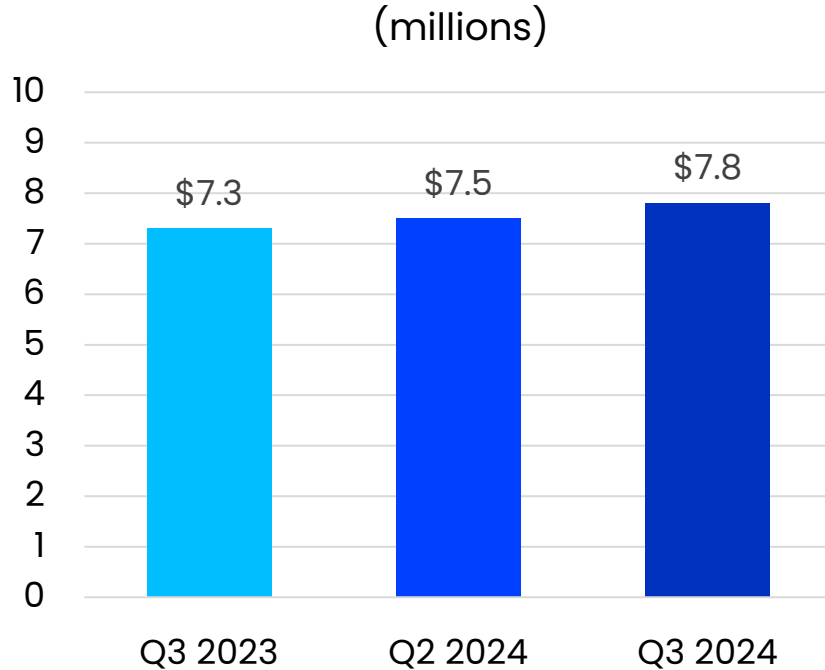


Q3 2024 Financial Results | Revenue



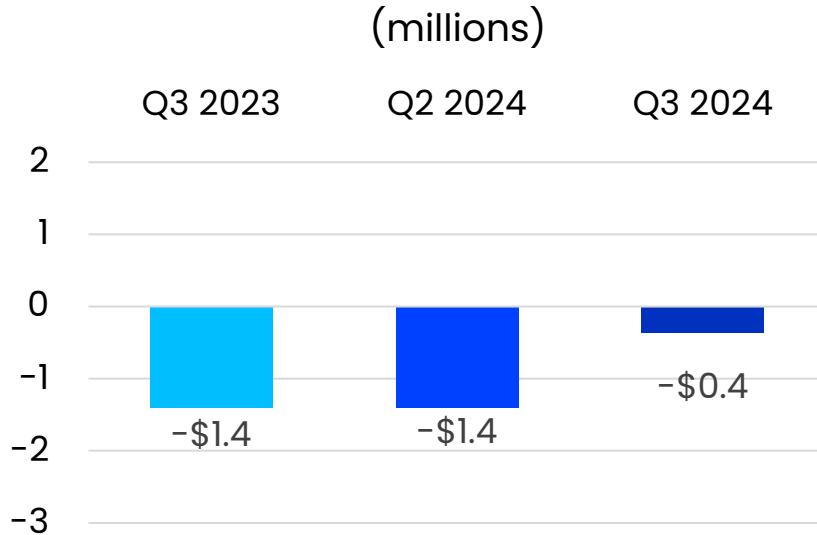
- Average beds serviced of 89,099: **-5.1%** vs Q3 2023
- Year-over-year revenue decline primarily driven by a net reduction in average number of beds serviced, partially offset by increase in branded pharmaceutical prices during the third quarter of 2024
- Quarter-over-quarter revenue increase primarily driven by increase in branded pharmaceutical prices during the third quarter of 2024

Q3 2024 Financial Results | Adjusted EBITDA



- Year-over-year increase in Adjusted EBITDA primarily the result of efficiencies and cost savings initiatives that commenced during 2H 2023 as well as improved supply terms from amended procurement agreement with major supplier
- Adjusted EBITDA margin increased to 8.4% or 60 basis points year-over-year and 20 basis points quarter-over-quarter

Q3 2024 Financial Results | Net Income



- Decrease in net loss driven primarily by decreases in finance costs, in addition to the impact of certain cost savings initiatives that commenced during the second half of 2023

Balance Sheet

(millions except ratio)

At Sep 30/24

Cash	\$8.8 M
Net Debt ¹	\$38.3M
Net Debt to Adjusted EBITDA ²	1.2x

1. Debt = borrowings (principal) not including November 2019 Convertible Debentures.

2. Annual run-rate based on Q3/24 Adjusted EBITDA.

- Quarter-over-quarter increase in cash balance and decline in net debt due to increase in cash flow from operations and repayment of term and operating loan



Puneet Khanna

President & Chief Executive Officer





New State-of-the-Art Pharmacy

- Opening new high-volume fulfillment centre in North Burnaby, British Columbia in December 2024
- Advanced high-volume medication packaging technology, optimized workflows and streamlined operations
- Designed to enhance service delivery for the homes and residents serviced by CareRx throughout the B.C. lower mainland
- Another step towards better positioning CareRx to benefit from long-term growth in the seniors care sector

Positioning for long-term operational performance and sustained profitable growth

Growth Strategy

Organic Bed Wins

- Leverage scale & capabilities to provide superior pharmacy services offering
- Robust sales and RFP pipeline

Existing Partners Growth

- Large national and regional customers continue to acquire smaller competitors

New Home Construction

- Home operators expanding through increased capacity, new bed licenses and new construction

M&A Opportunities

- Strong track record of accretive acquisitions since 2020 in a highly fragmented market





Questions

SHAPING THE FUTURE OF SENIOR CARE