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**Q4 2024 EARNINGS CALL**

**MARCH 5, 2025**

Two overlapping blue shapes, a semi-circle and a circle, are positioned to the left of the main headline.

**SHAPING THE FUTURE OF SENIOR CARE**

# 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](http://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](http://www.sedarplus.ca).

*All dollar figures are in Canadian dollars unless otherwise stated.*

# PUNEET KHANNA

PRESIDENT AND CHIEF EXECUTIVE OFFICER



# Q4 2024

- Revenue in Q4 2024 of \$92.2 million
- Adjusted EBITDA in Q4 2024 of \$7.6 million
- Appointed new Chief Financial Officer
- Announced new state-of-the-art pharmacy in British Columbia
- Announced final conversion of convertible debentures

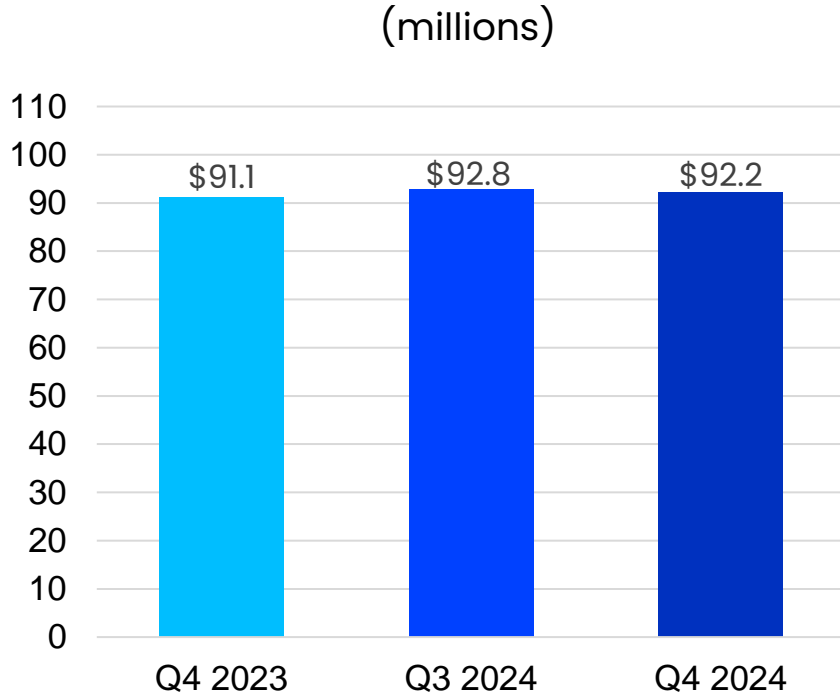


# SUZANNE BRAND

CHIEF FINANCIAL OFFICER

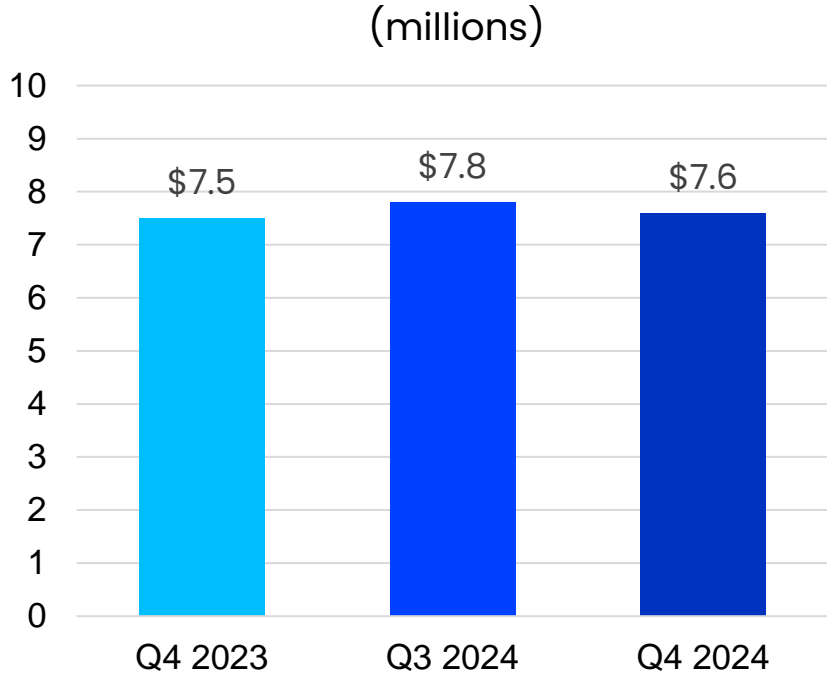


# Q4 2024 Financial Results | Revenue



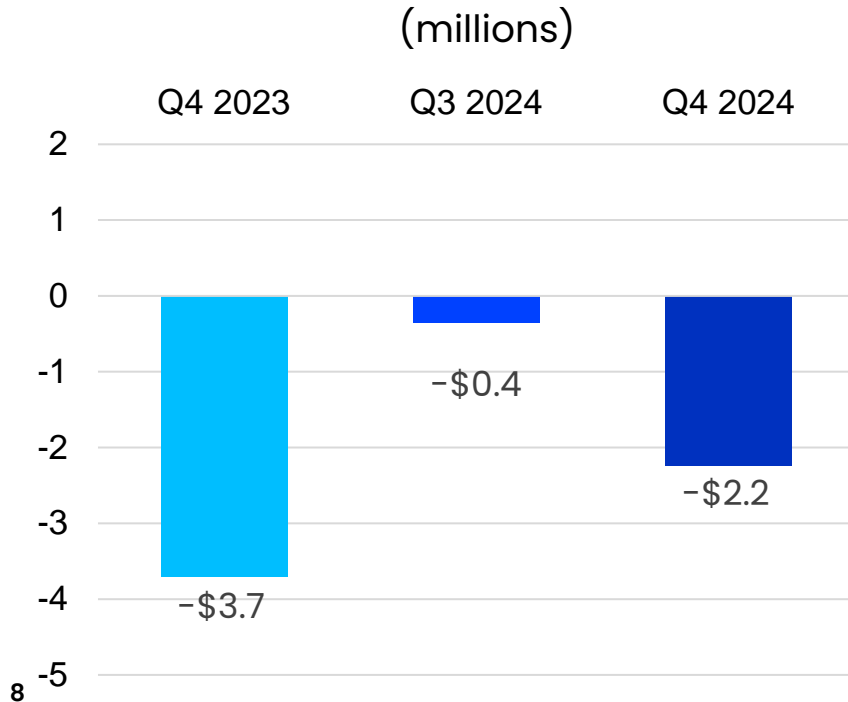
- Average beds serviced of 87,658: **-4.2%** vs Q4 2023
- Year-over-year revenue increase primarily driven by an increase in branded pharmaceutical prices during the third quarter of 2024, despite lower year-over-year bed count

# Q4 2024 Financial Results | Adjusted EBITDA



- Year-over-year increase in Adjusted EBITDA primarily the result of certain efficiencies and cost savings initiatives that commenced during 2H 2023 as well as improved supply terms from amended procurement agreement with major supplier despite lower bed count
- Adjusted EBITDA margin was steady at 8.2% year-over-year and decreased 20 basis points quarter-over-quarter

# Q4 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, partially offset by an increase in share-based compensation expense



# Balance Sheet

(millions except ratio)

At Dec 31/24

Cash	\$9.1 M
Net Debt	\$36.2M
Net Debt to Adjusted EBITDA <sup>1</sup>	1.2x

1. 2024 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 convertible debentures and operating loan
- Total debt reduced by \$21.8 million year-over-year
- Financing cost reduced by \$5.2 million year-over-year

# PUNEET KHANNA

PRESIDENT AND CHIEF EXECUTIVE OFFICER



# New State-of-the-Art Pharmacy in North Burnaby

- Opened 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
- Burnaby pharmacy fully transitioned to new fulfillment centre, Vancouver pharmacy to be fully transitioned by end Q1 2025
- Additional technology and process improvement opportunities being evaluated



# 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





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