

A hand holding a smartphone is shown in the background, with a semi-transparent pharmacy logo (a caduceus) overlaid on the screen. The logo is a stylized staff with two snakes entwined around it and wings at the top, set against a dark green cross.

SCRIPTCO

P H A R M A C Y

Americas Only Membership-Based Wholesale Pharmacy

www.scriptco.com

PROBLEM

Americans Have A High And Growing Incidence of Chronic Conditions

Going to a pharmacy is a waste of time, money, and an unnecessary risk of coming into contact with potentially sick individuals. **This is antiquated and results in a poor user experience.**



Chronic Conditions

78.9M

Americans take 3 or more medications every day



No Transparency

79%

Of Americans believe that medication prices are unaffordable



High Prices

58M

Americans say they can not afford their medications



Unpredictable Costs

Consumers' costs fluctuate as PBMs continually change formularies

THE REAL REASON FOR HIGH COST

MCKESSON

AmerisourceBergen

CardinalHealth

(Wholesalers)



EXPRESS SCRIPTS®



OPTUMRx®

CVS caremark®

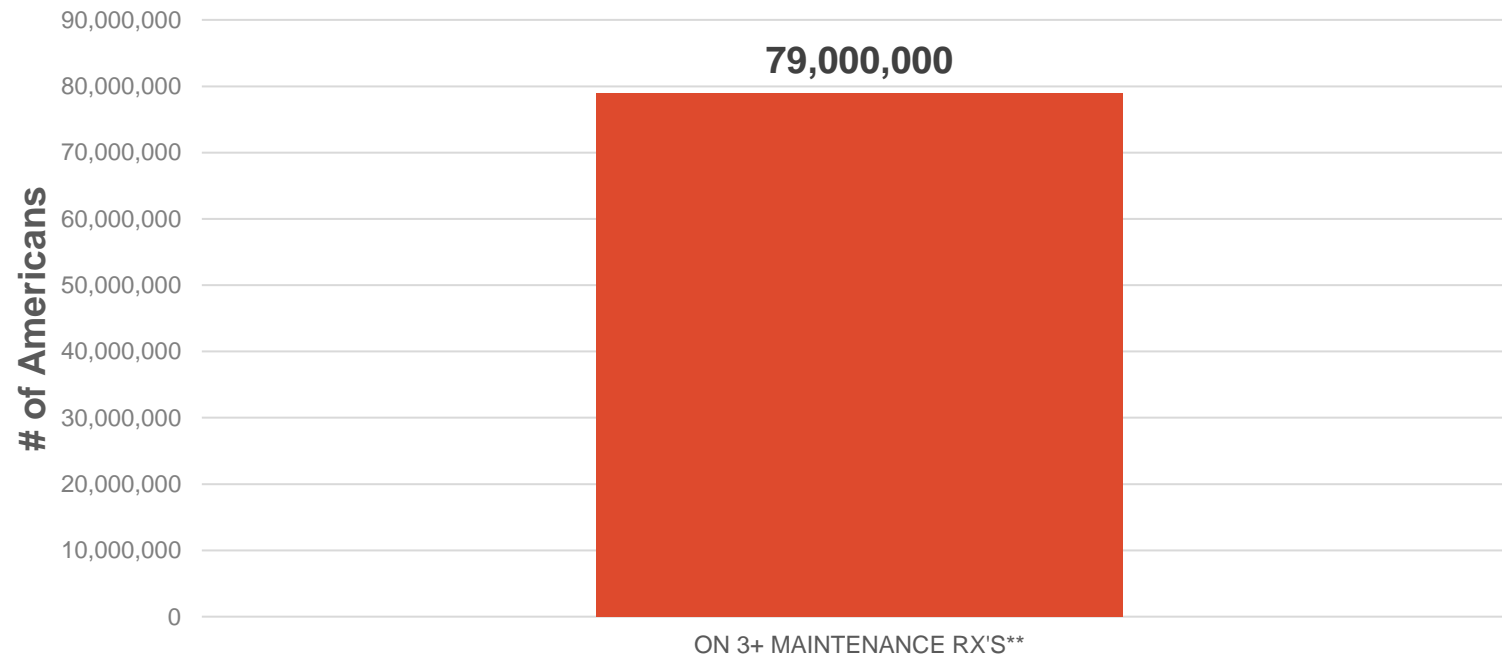
(Pharmacy Benefits Management)

- \$481.7 Billion between the big 3 wholesalers 2021
- Manufacturers looking to make relationships directly with pharmacies as the big 3 continue to squeeze them.

- \$457.8 Billion between all PBM industry in 2021
- PBM's started before the technology existed to adjudicate claims
- No reason for them to exist in the generic space.

THE MARKET

Chronic Conditions Are Continuing To Rise



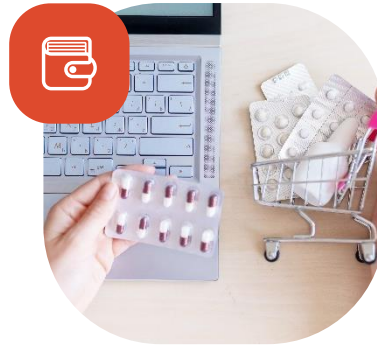
3 or More Maintenance Medications

***<https://www.cdc.gov/nchs/fastats/drug-use-therapeutic.htm>*

SOLUTION

Sam's Club For Pharmacy!

One low annual subscription for patients to get their medications at wholesale cost



Made possible via a one-of-a-kind operating model that avoids the restrictions faced by traditional pharmacies from the insurance companies

Delivers immediate savings without the hassle and complication of insurance, co-pays, PBM formularies and deductibles



Creates a simple-to-use customer experience with medication shipped straight to the patients' doors – no more going to the pharmacy

ScriptCo's founding team has over 27 years combined experience in pharmacy

WHY HAS NO ONE DONE THIS?

GREED & Operational Challenges



Traditional Pharmacies

Can't deliver drugs to patients at wholesale costs –PBM and insurance contracts make this impossible. Pharmacies want to bill insurance as they can hit GRAND SLAMS. ScriptCo wants to hit a single every time.



Discount Coupon Companies

Have been trying to solve this problem (e.g, GoodRx). These companies are not a pharmacy, so they cannot dispense medications at cost.



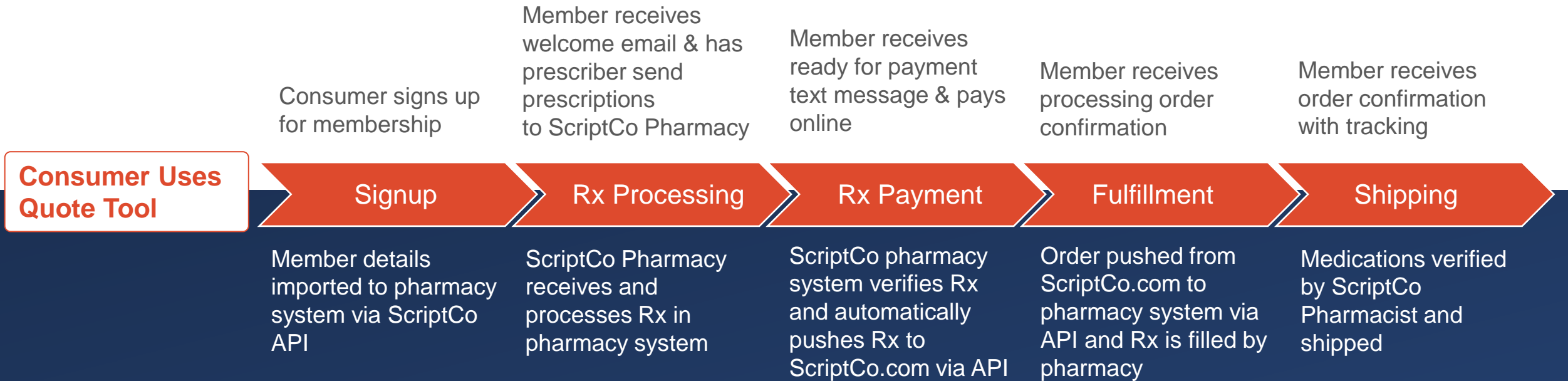
Digital Pharmacies

Have created a better user experience – but often are ham-strung by the insurance companies too. Digital pharmacies that don't accept insurance have not developed a HIPPA compliant solution that automates membership signup, medication portal, payment platform, and can display the AT COST PRICING. All of these are critical for scalability.

HOW SCRIPTCO WORKS

MEMBER PROCESS

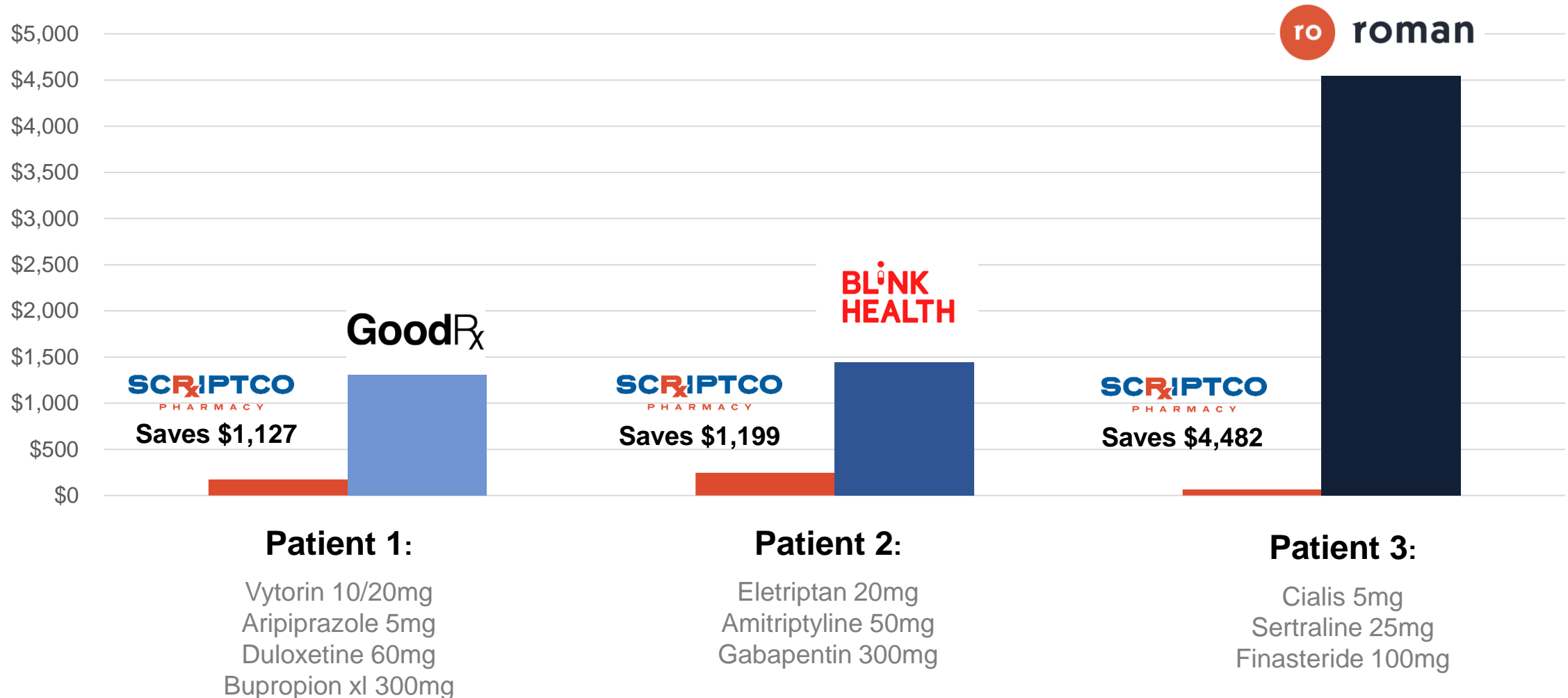
(FOR DTC AND B2B MEMBERS)



PHARMACY PROCESS

THE ONLINE PHARMACY REVOLUTION

Our Patients Save More Than Any Other Solution Today



PATIENT DEMOGRAPHIC

Our Average Patient

Average Age

58

Avg # of Prescriptions

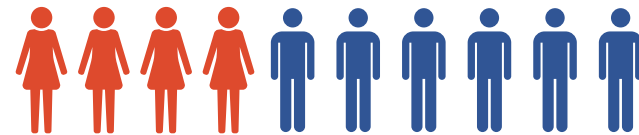
3.8

Conditions Treated

**All- we do not
have a formulary**

Gender

**44% Female
56% Male**



Insured Members

71%

*Of our members carry health insurance***



**based on a 100-member phone survey in 2020

CASE STUDY

Kat Antonelli

Kat is on five generic maintenance medications

Kat **was paying over \$685 a month** for her medications

As **a ScriptCo member, Kat now pays \$60.90 a month** for her medications

Kat is **saving \$6,740 a year** by becoming a member of ScriptCo



PUBLIC RELATIONS:



<https://www.consumerreports.org/online-pharmacies/online-pharmacies-can-help-you-save-big-on-prescription-drugs/>



<https://www.forbes.com/profile/mark-mccormick/?sh=8f4cee6679a5>



<https://www.today.com/money/how-lower-cost-prescription-drugs-t215635>



OUR CUSTOMERS LOVE US

Real Testimonials


4.9  300+ GOOGLE REVIEWS

D Donna Davidek
4 reviews
★★★★★ a month ago

You really need to read this review! I take a generic prescription daily. After changing insurance coverage, the cost of my prescription went from \$20 for 3 months (270 pills) to \$909.00 for 3 months. This is a permanent lifetime prescription so I needed to find an acceptable solution. I tried everything; but consistently came up with the same ridiculous costs. I was watching the Today show one day and saw a segment on reduced prices of prescription drugs. Scriptco was featured on the segment. My first thought was what a brilliant business model. Scriptco operates somewhat like Costco. Give the customer the lowest prices possible and make money by charging a membership fee. I was able to check the cost of my prescription on Scriptco's website. Scriptco then connected with my doctor and my prescription was filled. My cost: \$95 for 3 months (270 pills)! I paid a \$140.00 annual membership fee but just do the math! My savings for 1 year $\$909.00 \times 4 = \3636.00 versus $\$95.00 \times 4 = \380.00 . $\$3636.00 - \$380.00 = \$3256.00$ - \$140.00 membership fee = my savings is \$3116.00 annually!! Scriptco also provides free shipping 4 times a year. The shipping took 9 days so make sure to plan ahead; but the reduced cost is well worth the wait!! I'm so grateful I watched the Today Show the day Scriptco was featured. Do yourself a favor and check out Scriptco! I'm sure glad I did!! Plus the customer service is great!

C Cheri Price
2 reviews
★★★★★ a month ago

I can't believe how fast refills are sent. I ordered Friday morning got the refills the next day. The prices are much lower than my insurance mail order company. I would definitely recommend to family and friends


Deanne Oden
3 reviews
★★★★★ a month ago

This has been a lifesaver or should I say money saver!!! They have wonderful and amazing prices for my medications which are generic. I only have 1 medication there is not a generic for as of yet and it is Trulicity. That medication went from \$47 per month to \$127 per month when it hit another price tier. I rely on samples from my doctor now or I do not take it. Scriptco has saved me as you get generics at cost plus the yearly subscription fee and mailing cost. THIS IS THE LEAST EXPENSIVE WAY!! And they are prompt as I get my med in approximately 2 to 3 days. THANK YOU SCRIPTCO, THANK YOU!!!

N Nancy Ashley
4 reviews
★★★★★ 2 months ago

The difference in what I was paying for insurance, deductible and co-pays at the pharmacy and what I pay at ScriptCo is ASTONISHING! You won't believe it, but believe it, it's for real. And the staff is as Texas friendly as it gets!! I love ScriptCo!!!

OPERATIONS

Our Pharmacy Can Handle 250K ACTIVE Members!



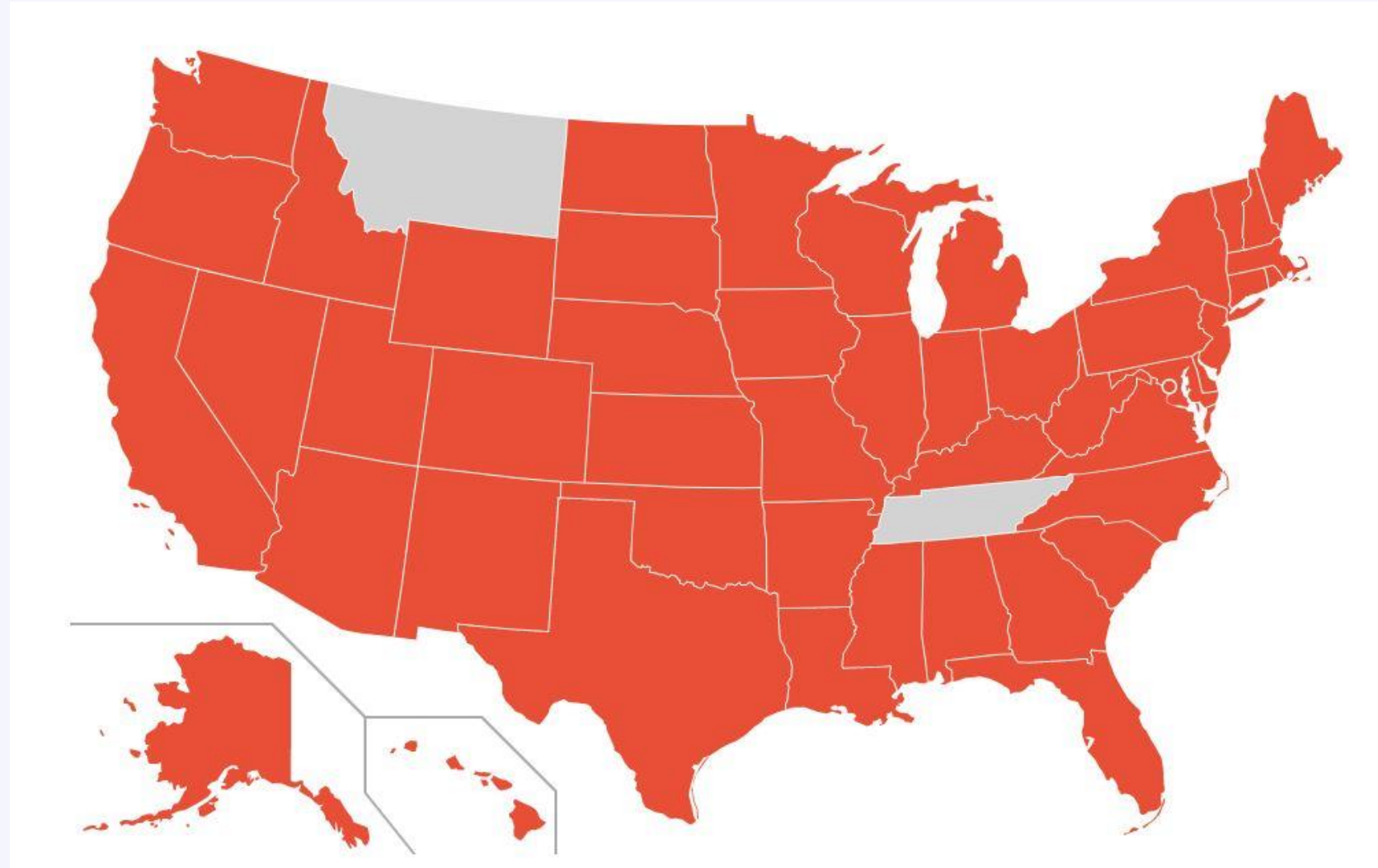
Improved ScriptCo Facility

- ✓ 3600 sq. ft. (2000 sq. ft. Pharmacy and 1600 sq. ft. Customer Service)
- ✓ 10 Customer Service/Rx Processing Stations
- ✓ 14 Medication Fill Stations with electronic pill counters
- ✓ 4 Pharmacist Verification Stations
- ✓ 2 Shipping Stations
- ✓ 1 Medication Intake Station
- ✓ Fulfillment conveyors for efficient workflow
- ✓ 1 Parata Max2 filling robot

OPERATIONS CONT.

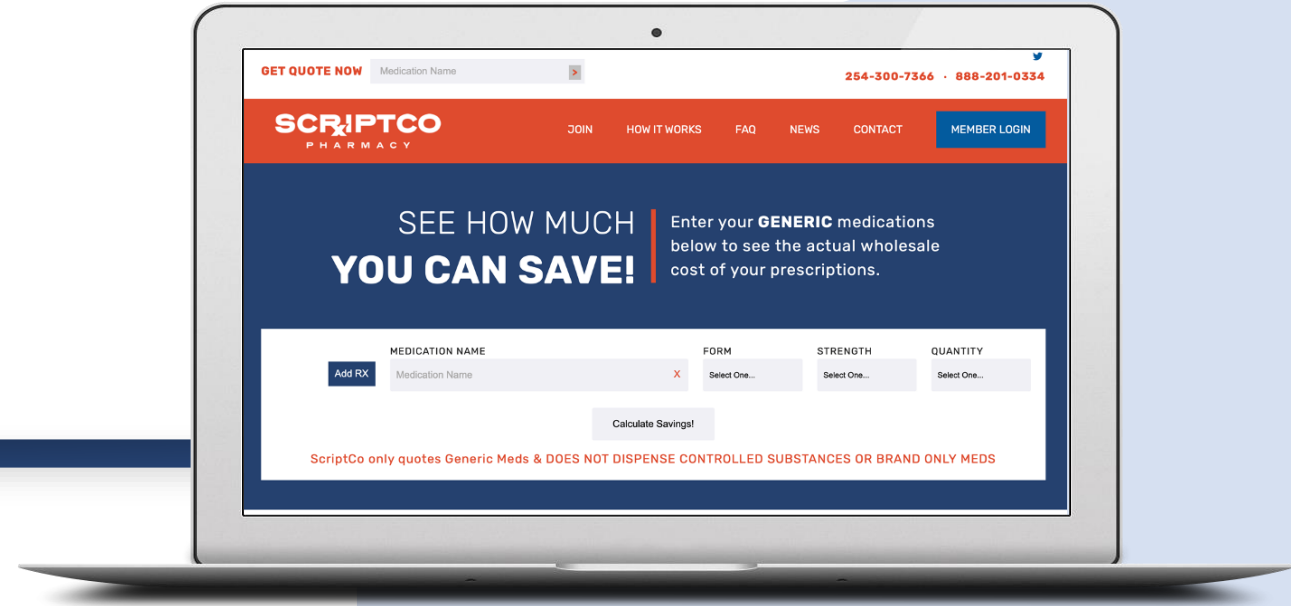
Licensing

- ✓ Successfully navigated regulatory licensing process for 48 states and DC
- ✓ All licenses in good standing with each state board
- ✓ Built database that includes:
 - New license process
 - Renewal alerts
 - State regulatory changes



TRACTION

The Rocket Is Built And It Is Time To Launch



Tech and Product

- Robotic fulfilment operations
- API integration
- Website updates



Customers

- Memberships almost doubling YR over YR organically
- 4.9 Google star rating



Operations

- Pharmacy infrastructure built to handle up to 250k members



Licensing

- Licensed in 48 states + DC

BUSINESS MODELS

1: B2B

Starting at \$3 PMPM

2: FULFILLMENT

Starting at \$8 per RX filled

3: DTC

Starting at \$140 per year



CUTTING OUT MIDDLEMEN

No PBM interference limiting medication access (claw-backs, prior approval process, formulary discontinuations)



SUBSCRIPTION-BASED

Subscription based models are widely accepted by consumers, as well as using discount online pharmacies



HIGHLY EFFICIENT

Automated and integrated workflow minimizes the time necessary to process & fill prescriptions, compared to traditional pharmacies



UNDENIABLE VALUE

Lowest cost option - even compared to US and non-US based pharmacies



“AMAZON ESQ”

User experience for member signup, requesting refills, paying for meds online, and free shipping credits



FIRST MOVER

Our pharmacy platform drives transparency and value, creating word of mouth referrals

OUR OFFERINGS

B2B

- Pricing Starts at \$3 PMPM
- Same user experience that DTC customers see
- Users are verified on eligibility file via: CSV or EDI over SFTP
- Sponsors save money or provide a benefit to their recipients
- Covered members can take advantage of our family platform development (add dependents)

FULFILLMENT

- White Label solution we are offering to primarily Telemedicine companies
- Signed our first contract before our API was built
- Simplistic API and Onboarding process
- Prices start at:
 - Company pays cost of drugs \$8 per RX filled
 - \$6 per shipment

DTC

- Our original model
- Options include single and family membership
 - **Single**= \$140/Year
 - **Family**= \$280/Year (allows up to 4 total members on one login)

B2B SOLUTION

Step Growth Changes for ScriptCo

Plan Sponsor

- Pays for the memberships of the customers under that sponsorship
- Sponsor can also pay for medications or split the cost of the membership

B2B Portal

- Allows plan sponsor to enroll covered members via: FTP, API, or Manual upload
- Allows plan sponsor to view all details to their covered members

Savings For

- Self Funded Employer Groups on premiums/copays
- Customers of Groups and Associations in B2B program
- End users in B2B program

Value Add

- To membership organizations
- EX: AARP, AMAC, United Health Care (pilot program)

OUR B2B PLATFORM MODEL IS THE FIRST OF ITS KIND

FULFILLMENT SOLUTION

(White label option for Telehealth)

Our Customer

- Mostly Telehealth companies that want a reliable solution with the following benefits:
 - Good experience
 - Reliable service and pricing
 - Customized packaging
 - Reliable workflow and IN HOUSE customer service

Fulfillment API

- Custom API developed by ScriptCo that does NOT change workflow for pharmacy employees filling medications
- Creates “orders” that customer service can look up in house and speak to a patient, even though they are not a “retail or b2b” member
- Same 5-star experience as DTC

Savings For

- Telehealth platforms & providers
- Any website looking for a pharmacy fulfillment partner. Examples such as
 - Mark Cuban’s cost-plus drugs
 - Medly
 - Nurx
 - Chewy
- The end user utilizing these platforms

Onboarding Process

- Discussions with White label company
- Contract signed (with allowed drugs stipulated by Company paying the bill)
- ScriptCo input “allowed drugs” and metrics into the backend and automatic email sent with API credentials to company
- Company test credentials in dev environment and then go live when they are ready!

DTC METRICS AT A GLANCE



Current MRR

\$28K



Historical Lifetime Value

\$493

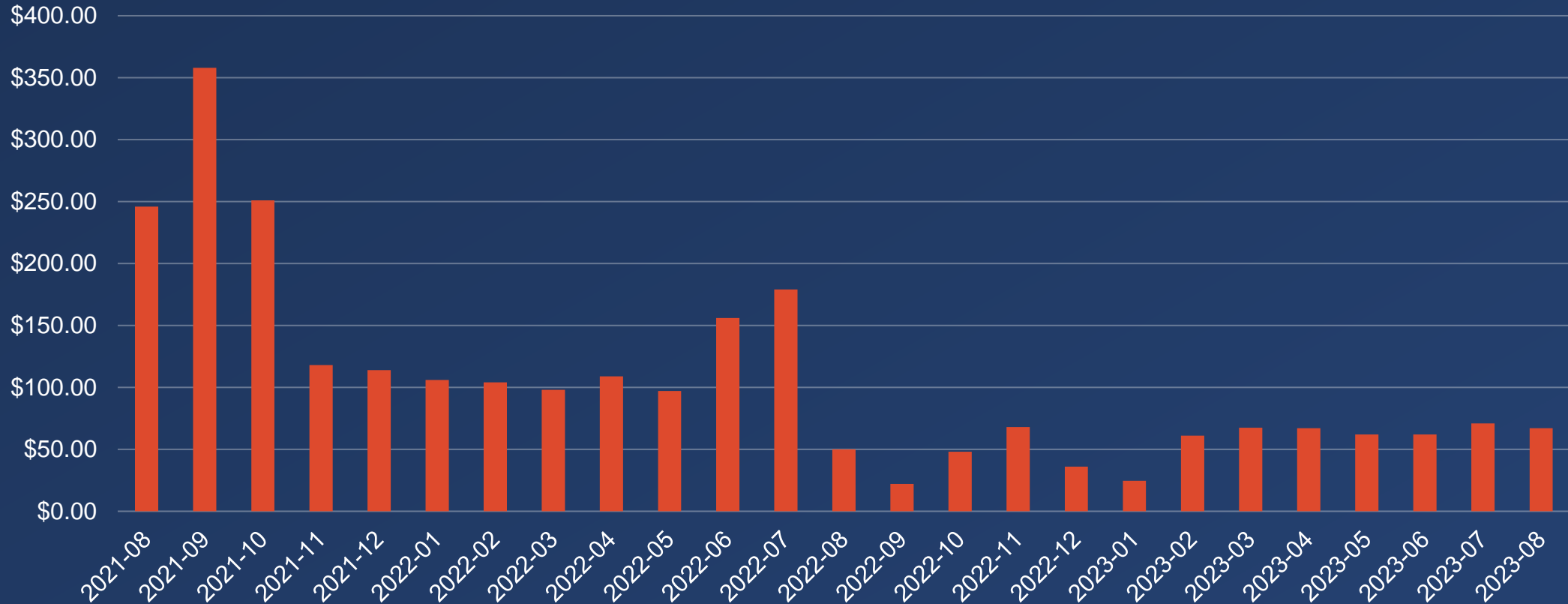


Inception to Date Avg.
Monthly Churn

2.4%

DTC CAC HISTORY

Since Starting Paid Marketing AUG. 2021



SCRIPTCO IS RECESSION PROOF

We survive any MARKET condition because we DO IT ALL!

DTC

Market Uncertainty



- Companies scramble to lower prices and find new drugs to offer
- Other “online pharmacies” lose partnerships in fulfillment or pricing
- ScriptCo NEVER has to lower prices since all drugs offered AT COST!

B2B

Simple as always



- Sponsor pays low monthly PMPM to reduce cost of RX's for covered members OR provide benefit
- Same simplistic user platform and user experience that our DTC customers love!

Fulfillment

We grow in any market



- Same order fulfillment process that pharmacy staff uses for B2B and DTC customers is used
- Easiest client to onboard

Capital raised SINCE 2019:

\$3.5M

(LEAN & MEAN)

Tangible Infrastructure:

State of the art robotic automated pharmacy with the ability to scale to 250k utilizing members:

- 10 processing stations
- 16 filling stations
- 1 Fulfillment Robot
- Medication conveyor belts
- 4 RPH verification stations
- 2 shipping stations
- Room to grow

Technology Infrastructure:

- Current technology scalable to 2M utilizing members
- HIPAA and fortune 500 company server setup (see stack diagrams upon request)
- In house and 3rd party APIs developed and maintained
- AWS and WordPress custom dev

Research and Expansion:

- Development for seamless DTC experience **(completed)**
- Expanded development into B2B **(completed)**
- Finalizing Fulfillment API (in process)
- Start building all encompassing enterprise solution at 1M lives that is infinitely scalable.

B2B/FULFILLMENT PIPELINE

of Companies currently in discussion with:

62

#CLOSED Companies:

Direct B2B

vmed technology

\$1.8M

EST. ARR



\$60K

EST. ARR

Louisiana CAT

\$60K

EST. ARR



*(insurance broker
utilizing ScriptCo that
will ultimately offer
ScriptCo in plans)*

Fulfillment

JRNYS

\$1M

*(to start fulfillment
deal)*

EST. ARR

Channel B2B

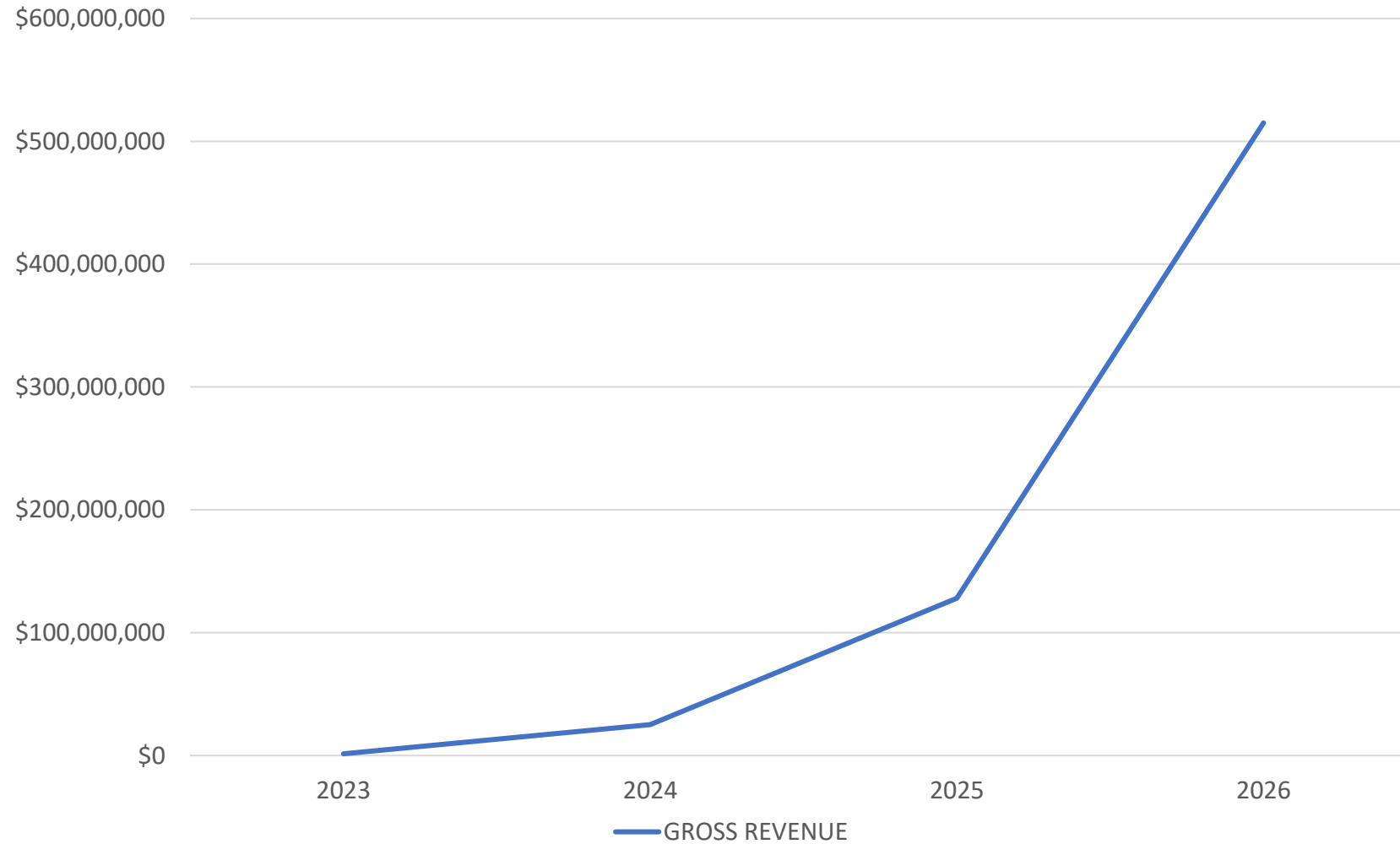
FirstEnroll

\$720K

EST. ARR

PRO-FORMA: REVENUE GROWTH

Forward looking growth 2023 — 2026
GROSS REVENUE



EXECUTIVE GROWTH HIRING PLAN

Lead Developer



Anticipated Hiring Q4 2023

- Help Grow the tech team with top level talent to fully own the tech stack
- The position would have knowledge in following areas to maximize spend:
 - WordPress/PHP
 - Simple social media marketing

CTO



Anticipated Hiring Q4 2023

- Help direct all technology development and stay ahead of all necessary tech needs as to not stifle growth
- Needs to have knowledge in:
 - PHP/WordPress
 - AWS (current infrastructure)
 - Full stack knowledge to help WEB DEVs develop and implement
- The position would lead development checks and balances while providing guidance

Growth Officer



Anticipated Hiring ASAP

- Help Grow the sales team with top level sales executives to own the maintenance medication cash pay marketplace
- Will be responsible for “overall growth”
- Will be responsible for recruiting and paying/managing affiliates (B2B and DTC)
- Will be responsible for providing team communication expectations and needed resources with Mark M.
- Will be responsible for B2B funnel with development with Zach Z.

DIFFERENTIATION

Competitors

GoodRx

Coupon
Card



Online Cash
Pharmacy



PBM Mail Order
Pharmacies

**BLINK
HEALTH**

Cash & Coupon
Combo Pharmacy

SCRIPTCO SURPASSES COMPETITORS THROUGH DEFINING DIFFERENCES:

Real Cost

Unlike coupon cards such as GoodRx, we are not giving a “discount”, we are **PASSING-THROUGH** the cost of the medications with a membership fee. GoodRx is the current market leader in medication coupons. These coupons still need to be presented at the retail counter and are not always accepted. Our members enjoy the consistency of knowing they will never be denied at-cost medications.

Real Pharmacy

Unlike online cash-based pharmacies, such as CostPlus Drugs, ScriptCo is actually a real pharmacy doing all operations in house. Online pharmacies like CostPlus outsource everything including fulfillment. There is no way they could “Pass-Through” the cost of the medication because they will always be paying a fulfillment fee.

Real Easy

Unlike traditional mail-order pharmacies owned by PBMs which can take up to 21 days to receive a prescription, ScriptCo sends the medications to the member as soon as they are paid for. ScriptCo requires no authorization from the PBM and has incredible customer service. ScriptCo’s price is the real cost of the medication and our members are never confused with high copays or deductibles.

Real Clear

Unlike pharmacies that offer both coupon cards and fulfillment, Scriptco clearly communicates the process and price for flawless user experience. Blink Health's pricing, process, and options are confusing to the end-user. Our process is clear, concise, and easy to follow.

EXECUTIVE FOUNDERS TEAM



Mark McCormick Co-Founder & CEO

Mark attended Baylor University from 2002-2005. In 2005 Mark left Baylor after being selected in the **first round of the MLB draft** by the St. Louis Cardinals. After leaving professional baseball in 2009, Mark began his career in the healthcare space as a sales representative for Stryker Orthopedics, wherein his first year, he was a top 3 finalist for “rookie of the year” nationally. After 3+ years of growing the start-up territory, Mark’s entrepreneurial spirit led him to start his own company marketing DME and pharmaceuticals, building a start-up territory profitably.

In 2016 Mark and Zach Zeller co-founded three pharmacies located in Texas. Through owning and operating these pharmacies Mark has a vast experience in navigating the pharmacy space and has shown exceptional abilities to grow and manage pharmacies. Mark has designed, managed, and implemented pharmacy workflow from the ground up for the 3 pharmacies in Texas that he Co-Founded in 2016. Marks leadership grew these pharmacies from start-up to \$2,450,000+ in EBITDA in two years with two physical dispensing locations and one central operation pharmacy center (class G). The pharmacy’s goal was to offer traditional medications as well as topically based treatment modalities while driving down patient cost giving more access to nontraditional treatment modalities that were better than the status quo. In mid-2019 Mark and Zach Zeller founded ScriptCo, the first pharmacy in America to sell medications at cost in an effort to solve this massive issue. In early 2021 Mark was added to the Forbes Next 1000 CEO’s list.

<https://www.forbes.com/profile/mark-mccormick/?sh=76e02964679a>

Mark has been married since 2005 and has 2 children.



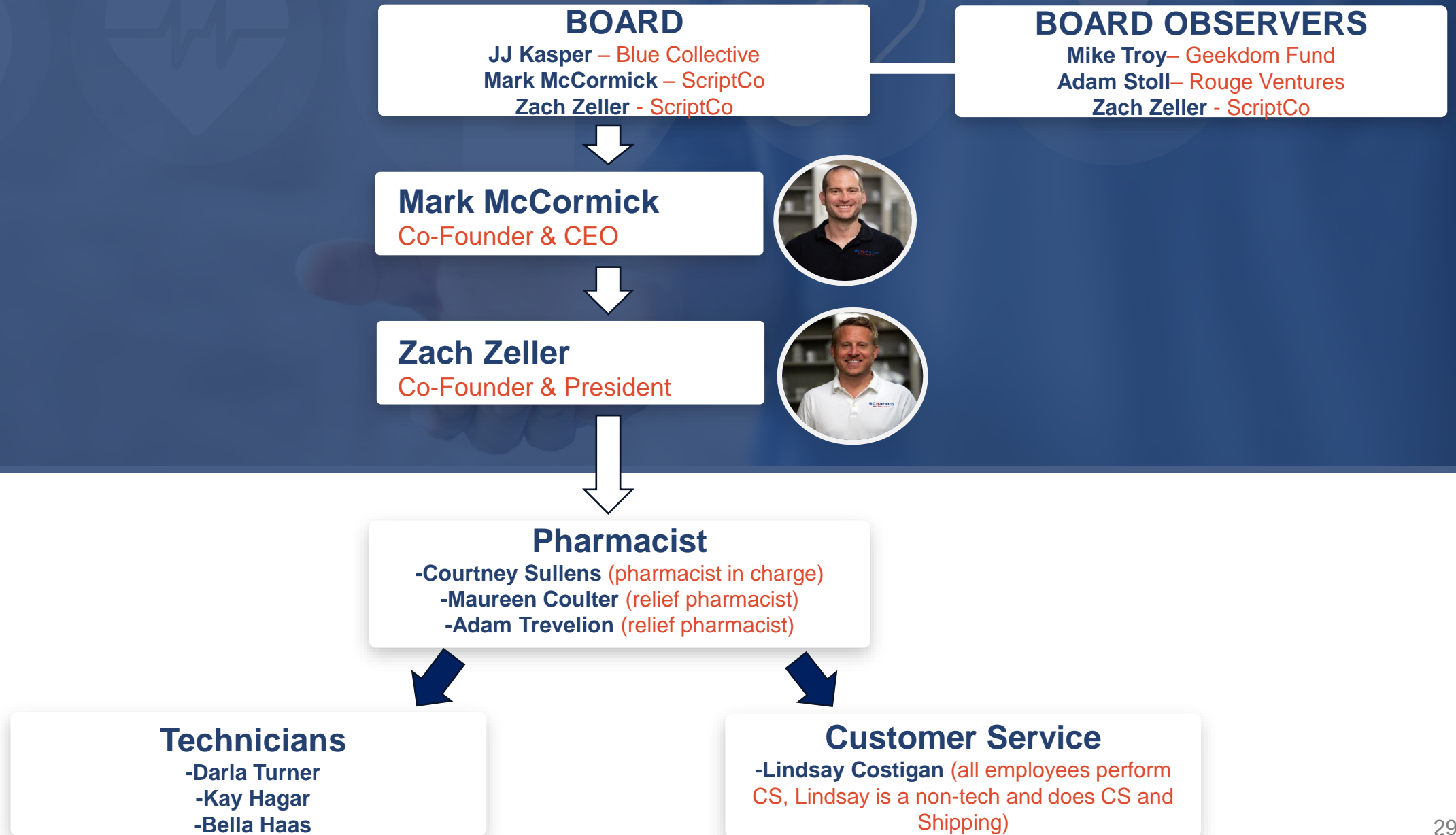
Zach Zeller Co-Founder & President

After graduating from The University of Texas at Austin as a student-athlete competing in Track and Field, setting a school record, becoming an All American, and multiple time Big 12 champion, Zach went directly into medical device sales. Zach was in the operating room for more than nine years and was nationally recognized by two different multi-billion-dollar orthopedic companies.

After deciding to move out of the surgical space and into the pharmacy space Zach and Mark McCormick co-founded three pharmacies located in Texas. Zach helped grow the company from start-up to \$2,450,000 in EBITDA in two years with two physical locations and one operation center. The pharmacy’s goal was to offer traditional medications as well as topically based treatment modalities all while driving down patient cost giving more access to traditional and nontraditional treatment modalities that were better than the status quo. In mid-2019 Mark and Zach Zeller founded ScriptCo, the first pharmacy in America to sell medications at cost in an effort to solve this massive issue.

Zach has been married since 2005 and has 3 children.

SCRIPTCO COMPANY ORG CHART



CAPITAL RAISE

Join our mission of saving America

Founder Investment

\$400,000 Capital + Assets

Investor Capital (to-date)

\$3.5M-Raised

Round Terms:

\$15M Pre-Money Valuation

ScriptCo is raising a

**\$1.75M
Equity
Round**

Use Of funds

- B2B and Fulfillment Growth



SCRIPTCO

P H A R M A C Y

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