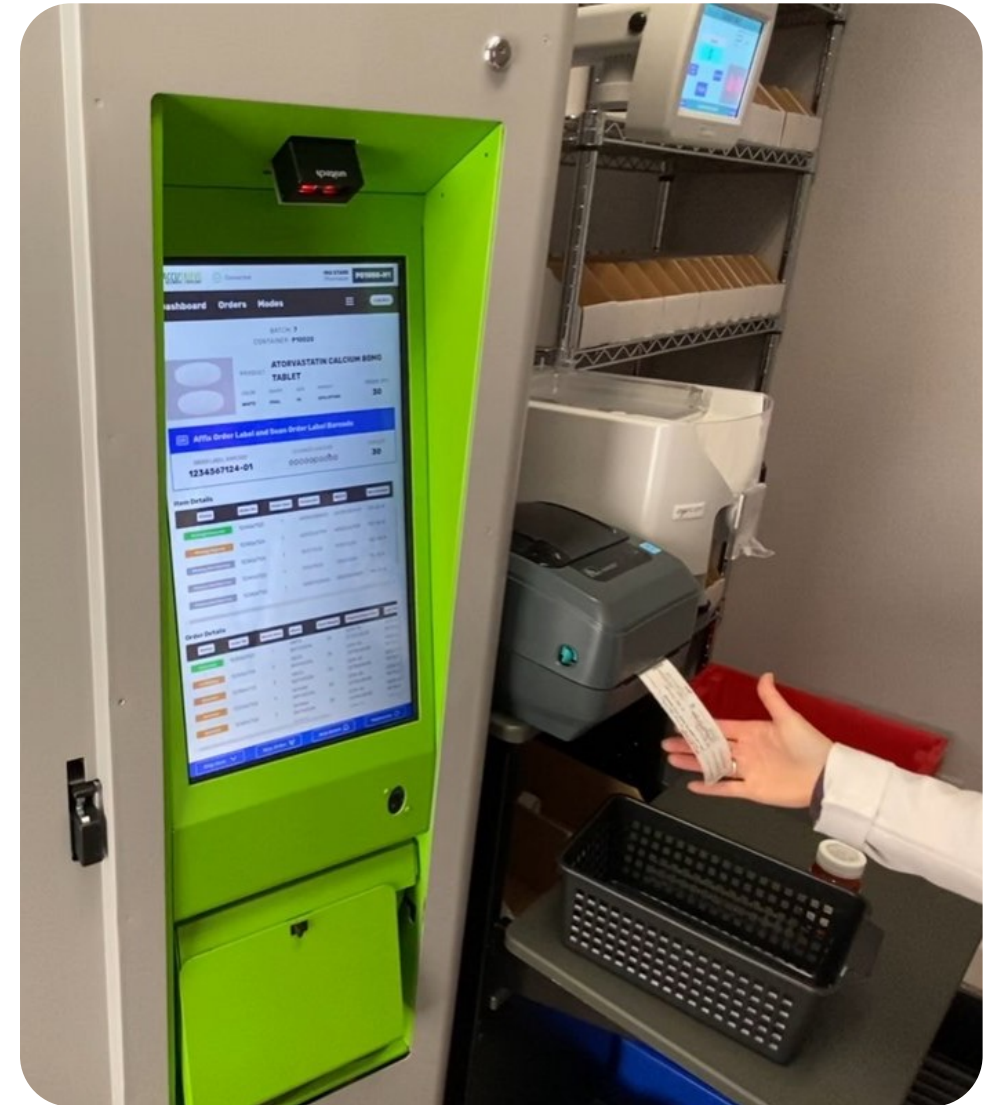


# ACCUTRIEVE

AUTOMATED PHARMACY SOLUTIONS



# Leadership Team

## Bradley Carson

Founder, CEO, Board Member

30+ years leading the creation, commercialization and selling of innovative technology solutions for some of the world's largest food, beverage, pharmaceutical, and pharmacy companies, including Merck-Medco, AstraZeneca, Omnicare and Körber Pharma

Design & startup of world's two largest automated pharmacies together automatically filling over 2.5M prescriptions weekly

Design & startup of 33 central fill pharmacies with custom software, proprietary workflow and fully automated robotic solutions

Serial inventor with 24 issued patents



## Chandler Rapson

Chairman

Founder of Rainmaker, Inc., a private equity firm specializing in healthcare and healthcare technology

Chairman and Founder of Facility One Technologies, Smart Reach Technologies and Somnomed Technologies

Demonstrated record of helping companies rapidly achieve their growth initiatives, including prescription drug benefits companies, software compliance companies (340B Technologies) and third-party administrators (TPA's)

Realizing explosive growth and an average estimated valuation improvements of 13X within 36 months with most recent exit was \$200M (Parthenon)

## Ryan Rush

Board Member

Serial entrepreneur started and currently operating multiple, privately held wholesale distribution companies since 2002

Founded Universal Packaging servicing industrial and healthcare companies such as Rite-Aid, Cardinal Health, CVS and other pharma and pharmacy companies

Co-founder of Universal Foam Products, the largest national reseller of expanded polystyrene products to manufacturers, contractors and consumers

Founder of Hunt Valley Capital, a private wealth fund investing in early-stage companies

# All Pharmacy Sectors Face Pressures

## Staffing, Margins and Services:

Pharmacist **roles continue to change** and expand

Difficult to attract and retain **qualified staff**

Staff increasingly **unreliable while demanding** higher wages

Resulting in **increasing error rates** and **poor customer service**

## Current Technology Solutions are:

Focused on **pills** (tablet / capsule) type medications

Most are based on two different, 25+ year old, 3rd party **technology platforms**

Most providers cobbling **disparate technologies** together via software



# Automated Hardware & Software Solutions

Software can be deployed as a standalone solution or integrated with one of our multiple carousel technologies

## ACCUTRIEVE'S CAROUSEL PLATFORM

One Carousel  
Multiple Solutions

Order Fulfillment

Packaging Support

Controlled Substance

Inventory Kitting

First Dose Dispensing

Point of Use Dispensing

TelePharmacy / Remote

Will Call Pickup

Sorting / Staging

## ACCUTRIEVE'S SOFTWARE PLATFORM

Administrative Console  
Reorder  
Receiving  
Replenishment

Reporting Dashboards / Displays  
**Inventory  
Management**

**Order  
Fulfillment**

Manual Workstation(s)  
Mobile Workstation(s)  
Replenishment

QA / Exception Workstation(s)

Verification Workstation(s)

Sorting Workstation(s)

**Order  
Staging**

Manual Workstation(s)  
Carousel(s)

Manual Workstation(s)  
Carousel(s)

**Order  
Will Call**

Shipping  
Workstation(s)

# Workflow & Process Overview

Fill scripts 4X ~ 5X faster (120 to 150 Rx's per hour)

**4X ~ 5X INCREASE IN SCRIPTS  
PROCESSED PER HOUR!**

**AUTOMATICALLY RETRIEVE ITEMS FROM BATCH**

**ITEM SCANNED FOR VERIFICATION**

VERIFY CORRECT MEDICATION ITEM / PRODUCT

**PRINT PRESCRIPTION LABEL**

AFTER VERIFICATION OF CORRECT NDC & DISPENSE QTY

**APPLY LABEL(S) TO ITEM(S) OR CONTAINER(S)**

**SCAN PRESCRIPTION LABEL**

VERIFY CORRECT PATIENT / CUSTOMER

**SCAN MEDICATION ITEM BARCODE**

RE-VERIFY CORRECT MEDICATION ITEM / PRODUCT

**PLACE VERIFIED MEDICATION ITEM TO TOTE**

# Unit Economics

**Average Deal: 2 Carousels + 1 Workstation + Software Licensing + Service and Support**

**Effective Revenue contract 10 years\***

**Increases Pharmacy overall efficiency**

**Fill scripts 4X to 5X faster than before**

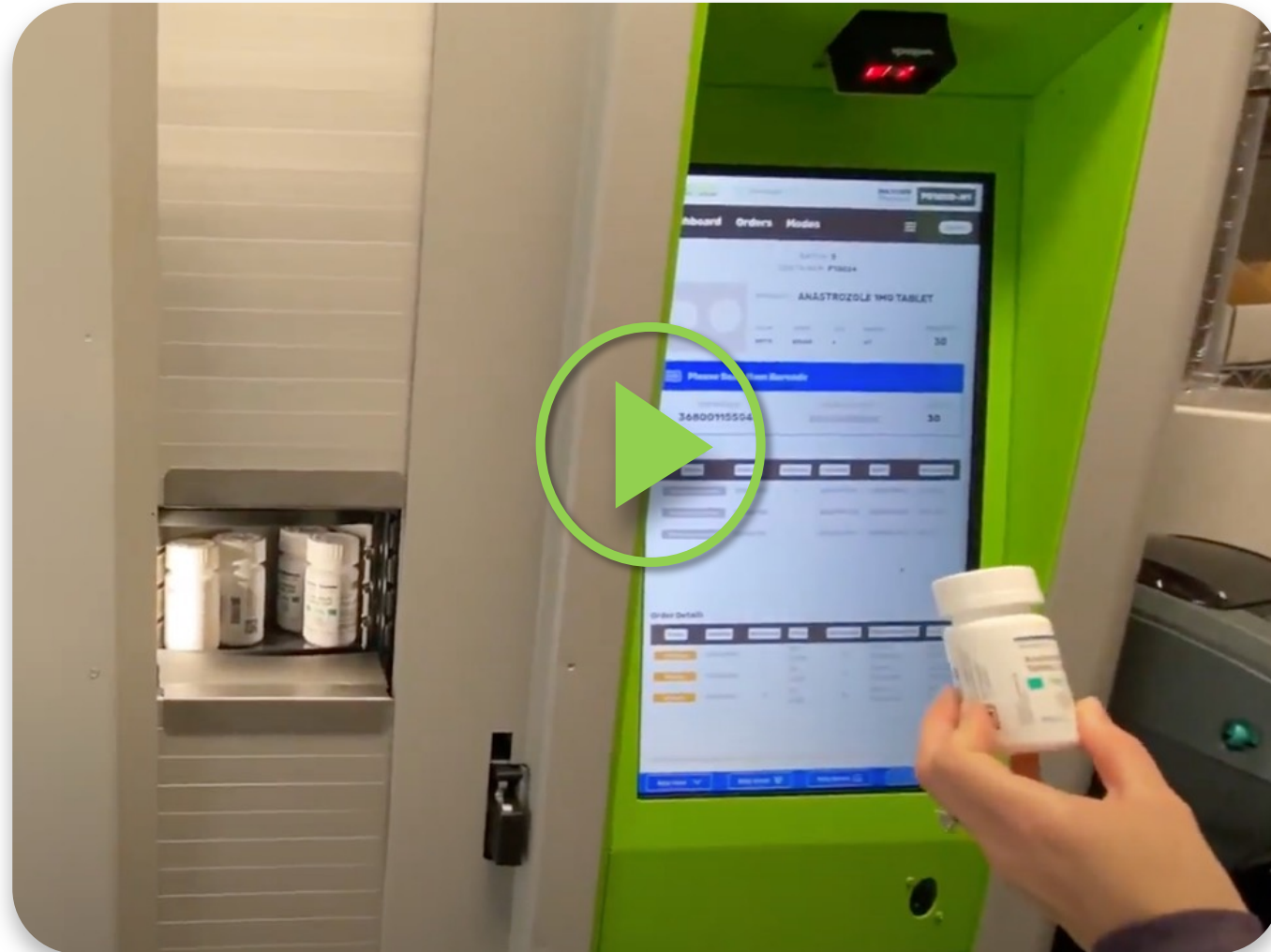
**Average deal Replaces 2 Techs & 1 Pharmacist**

**Pharmacy savings \$220K to \$300K annually**

\* Contract is three year auto-renew but in reality it is a lifetime revenue stream

Installation Fee	\$20,000
Monthly Fee	\$3,350
Annual	\$40,200
MRR	\$3,350
Lifetime Value	\$402,000
Gross Profit	85% \$331,000
Breakeven 15 Months	\$71,000

# Carousel Workflow Video



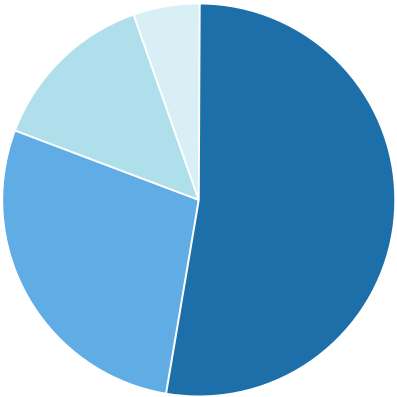


# U.S. Pharmacy Automation Market

Accutrieve's solutions can service ANY vertical pharmacy segments (65K+ pharmacies)

## Global Pharmacy Automation Devices Market

\$6.0B global market in 2023

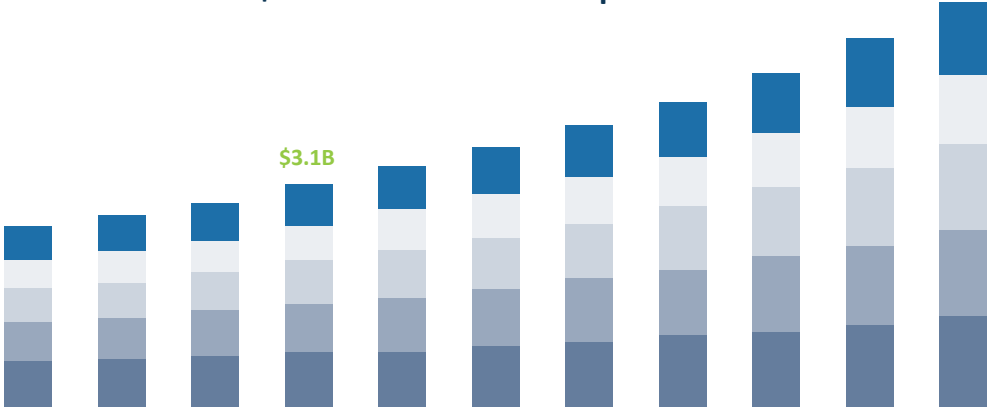


Revenue breakdown 2022 (%)

- Retail Pharmacy
- Inpatient Pharmacies
- Outpatient Pharmacies
- Pharmacy Benefit Management Organizations and Mail-Order Pharmacies

## U.S. Pharmacy Automation Devices Market

\$3.1B market in 2023 | 9.1% CAGR








Market size by system 2020 - 2030

- Medication Dispensing Systems
- Packaging & Labeling Systems
- Storage & Retrieval Systems
- Automated Medication Compounding Systems
- Tabletop Tablet Counters

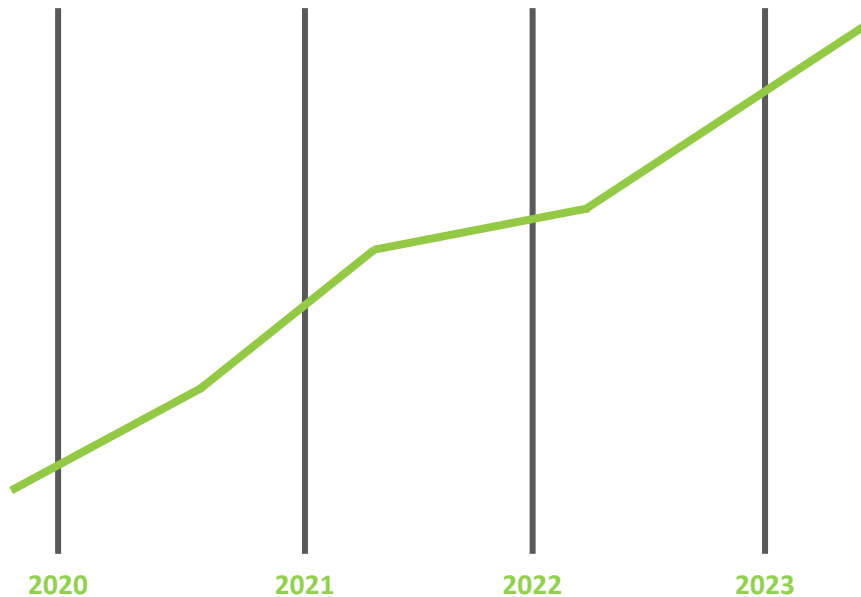


# Competitive Landscape

	 <small>AUTOMATED PHARMACY SOLUTIONS</small>	 <small>BD Parata</small>	 <small>RxSAFE</small>	 <small>ScriptPro</small>	 <small>Omnicell</small>	 <small>Innovative Pharmacy Solutions</small>	 <small>A</small>
<b>Inventory Management</b>	<b>Enterprise</b>	Enterprise	Limited	Enterprise	Enterprise	Limited	Limited
<b>All Medication Types</b> <i>3000 - 4000 SKUs</i>	<b>All</b>	All	Pills	Pills	All	Pills, IV's	Pills
<b>Packaging Automation</b> <i>35% - 50% of Volume</i>	<b>Vial Supports Pouch Blister</b>	Vial Pouch Blister Multiple Workflows	Vial Pouch Blister	Vial Pouch Blister Multiple Workflows	Blister  Multiple Workflows	Vial Pouch  Multiple Workflows	Vial Pouch (BD)  Multiple Workflows
<b>Workflow / Central Fill</b>	<b>Single Workflow</b>		Stock Bottles Only (limited)		Vertical Carousel (slow)	Vertical Carousel (slow)	Smart Shelf (limited)
<b>Automated AS/RS</b> <i>Automated Storage &amp; Retrieval System</i>	<b>All Scripts All Medications</b>						
<b>Sorting, Staging, Will Call</b>	<b>All</b>	Will Call Only	Will Call Only	Will Call Only	Will Call Only	Will Call Only	
<b>Point of Care Dispensing</b>	<b>Higher SKU &amp; QTY</b>	Cubex			Multiple models	MedSelect	
<b>Keyboardless Operation</b>	<b>Absolute Quality</b>						
<b>On-Demand Label Printing</b>	<b>Enables Batching</b>	Automation Only		Automation Only	Automation Only	Automation Only	Automation Only
<b>Work To Tote</b>	<b>Core Process</b>	Central Fill Only			Central Fill Only	Central Fill Only	Central Fill Only
<b>Price Range</b>	<b>\$</b>	\$\$\$\$	\$\$\$\$	\$\$\$\$	\$\$\$\$	\$\$\$\$	\$\$\$\$

# Sales & Milestones

Original Raise \$1.987M



Satisfied Customers:



## 2020

- Company formed Q4-19
- Developed carousel prototypes
- Developed initial software prototypes

## 2021

- Built production ready carousels
- Built production ready software platform
- Developed 4 carousel workflows
- Developed 5 workstation types

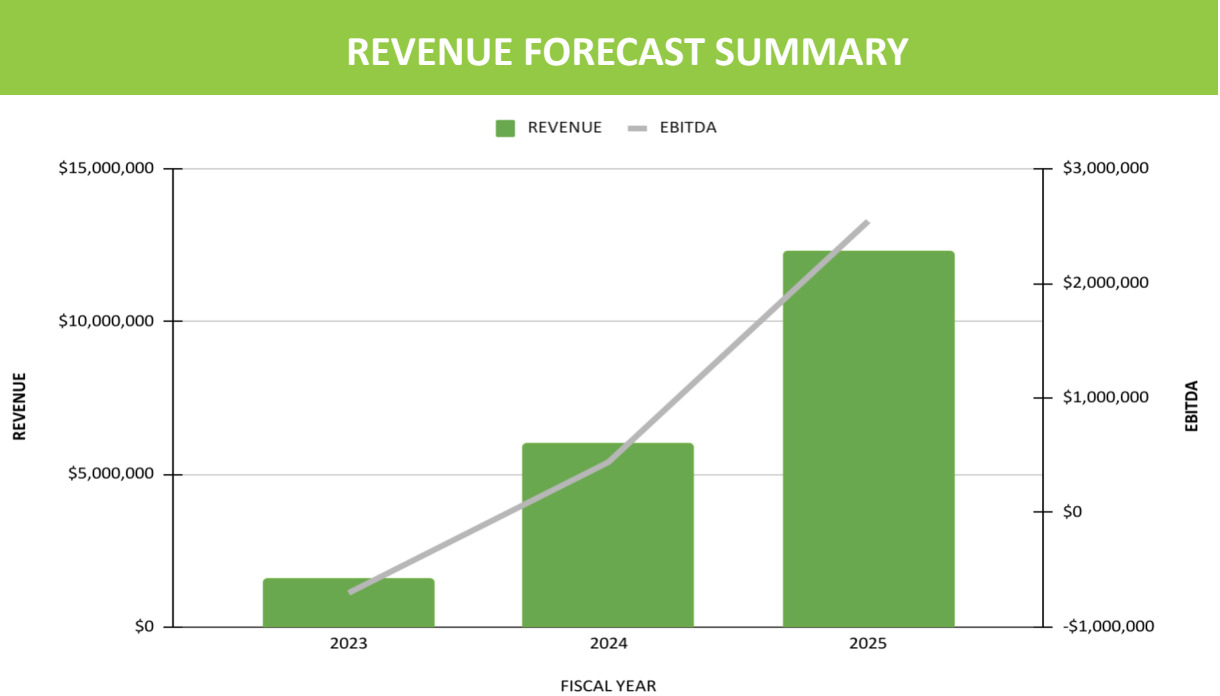
## 2022

- Sold and implemented 6 carousels to 3 customers
- Developed sales, solutioning, onboarding, support
- Developed additional features and functionality

## 2023

- Transitioning to Lease vs CapEx model
- Focused on sales and growth
- Provisional Patent Filing
- Current Raise
- Special \$1.250...

# Financial Summary



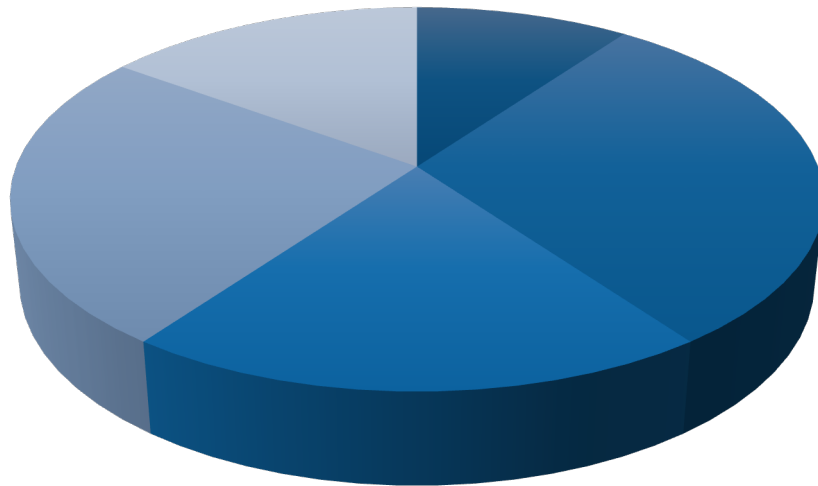
P&L SUMMARY (in 000's)			
FISCAL YEAR	2024	2025	2026
REVENUE	\$ 1,536	\$ 5,964	\$ 12,261
COGS	\$ 744	\$ 2,827	\$ 5,560
GM	\$ 793	\$ 3,137	\$ 6,701
%	52%	53%	55%
EXPENSES	\$ 1,496	\$ 2,698	\$ 4,157
EBITDA	\$ (703)	\$ 439	\$ 2,544
BURN	\$25	0	0

Current Operational Burn Rate < \$25K / Month

# Investment Opportunity

**\$1,250,000 Raise \$5,000,000 Pre-Money Valuation**  
**Funding \$4.5 Million pipeline of current orders and commitments**

**Raise \$1,500,000**



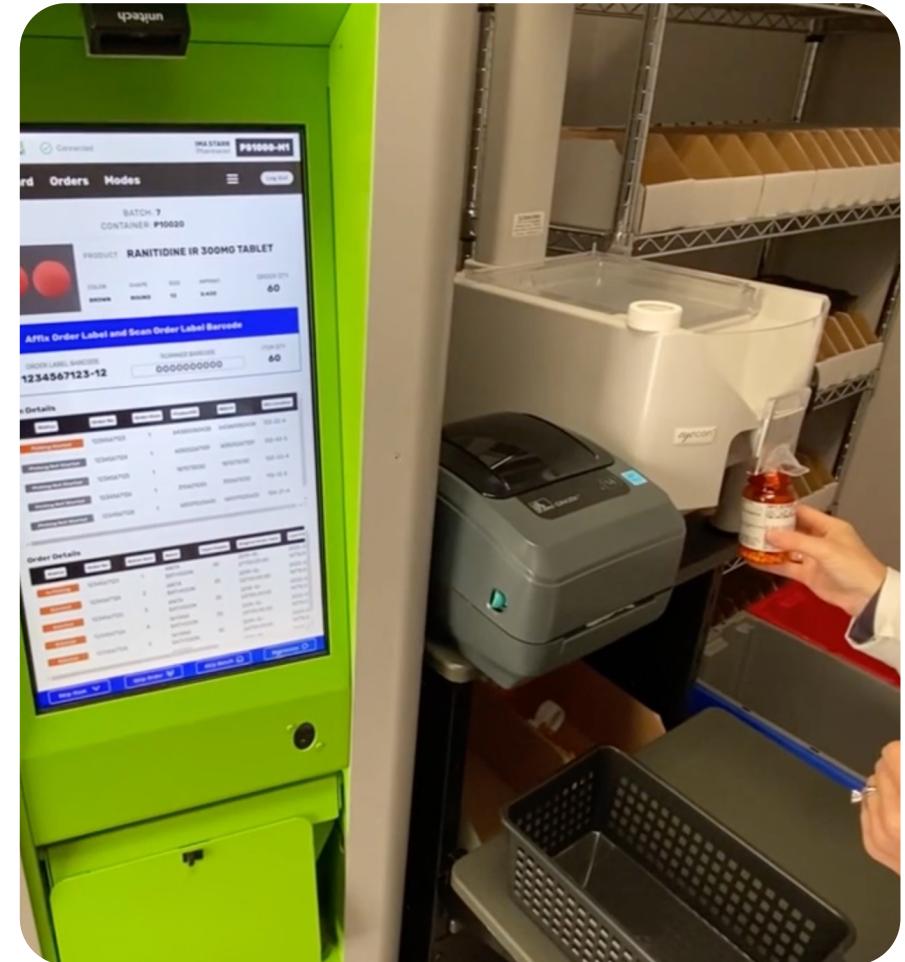
**65% Pharmacy hardware and software installations**  
**11% Personnel**  
**9% Operations**  
**8% Marketing & Sales**  
**7% Product Development**

**Pre-Money Valuation \$8,000,000**

**Aggressively go to market**  
**Increase organic and inorganic sales**  
**Inventory purchases for MRR model**  
**Hire minimal but critical staff**  
**Strategic product & interface development**

# Pharmacy Pipelines

Long Term Care Pharmacies  
Central Fill Pharmacies  
Retail Chain Pharmacies  
Retail Independent Pharmacies  
Onsite Clinic Pharmacies  
Federally Qualified Centers Pharmacies



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