ScriptDash

The pharmacy. Reinvented.

A better pharmacy experience.

ScriptDash is technology focused **online pharmacy** offering **convenient delivery** of medication.

We offer **recurring** monthly delivery by mail and on-demand delivery within a **2 hour** window.
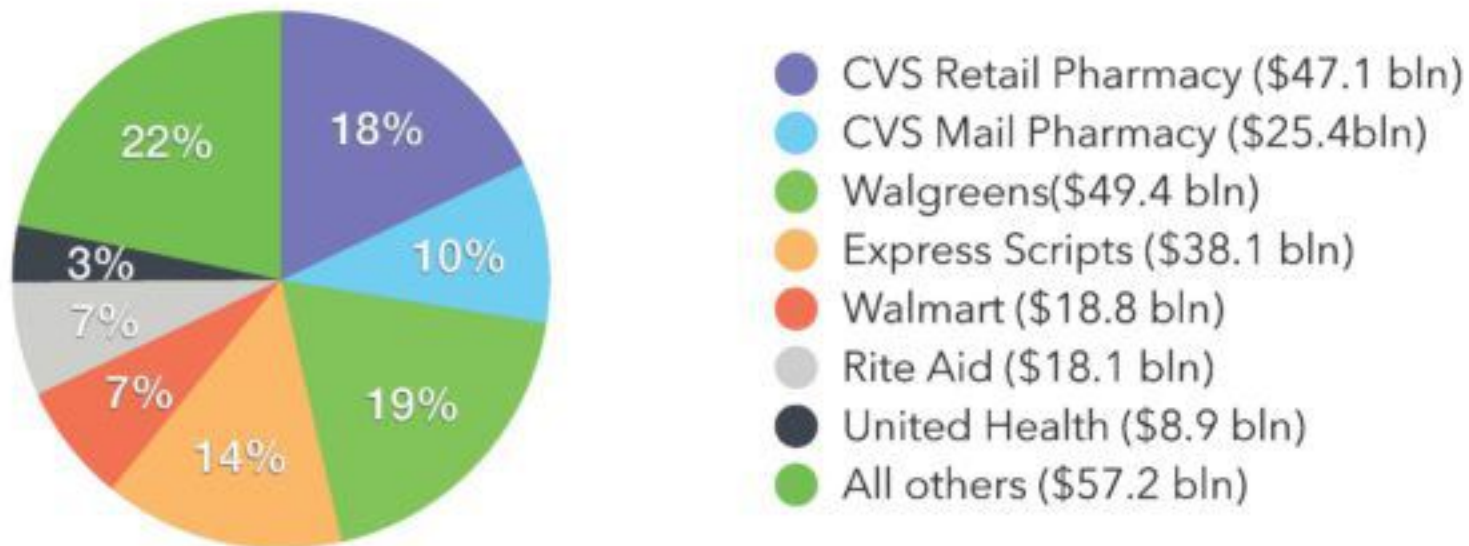
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Why now?

With Obamacare "it is inevitable that there will be a large shift in market share from Walgreens and CVS to better solutions."

-Tom Lee | CEO One Medical Group

- Obamacare tracks improvement of patient care
- Creates financial incentives for adherence
- Calls for efficiency gains
- Opens **window of opportunity** for new entrants

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OBAMACARE

How big is the market?

CVS Retail Pharmacy ($47.1 bln)
CVS Mail Pharmacy ($25.4bln)
Walgreens($49.4 bln)
Express Scripts ($38.1 bln)
Walmart ($18.8 bln)
Rite Aid ($18.1 bln)
United Health ($8.9 bln)
All others ($57.2 bln)

$263 Billion U.S. Market in 2014

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How does ScriptDash work?

Prescription

Sent to us from the doctor's office or transferred from another pharmacy.

Sign up

The patient signs up on our website or mobile app and schedules a delivery.

Delivery

We deliver the medication anywhere in the state of California.

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What's in the delivery?

A great patient experience

1. Medication
2. Plain english instructions
3. Gift: chocolate, candy, etc.
4. Discreet packaging

Starting with birth control

Birth control is a recurring prescription with an average duration of 15 years. (Age 18-33)

$9 margin per month
$108 annual LCV
Up to $1,600 LCV

Expanding to all prescriptions

160 million active patients in the US
4.1 billion prescriptions filled in 2014
$12.60 avg. margin per prescription
$323 annual LCV for an average patient

Cost of Acquisition

Sell To Doctors

10 man-hours per doctor

$50 per man-hour

160 monthly prescriptions

$3.20 CAC per prescription

Online Advertising

Facebook, Google, WebMD

Advertising Retargeting

$18 per conversion

$72 CAC per prescription

Founding Team

Mattieu Gamache-Asselin

Co-founder

5th engineer
@ Parse

Jamie Karraker

Co-founder

Engineer @ Parse
Engineer @ Facebook

Vlad Blumen

Co-founder

Founder @ WalkSource
Biz Dev @ Dell

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Appendix

Technology Focused Approach

- iPhone app & web app at **ScriptDash.com**
- Push notifications
- Text to talk
- Automatic refill of prescriptions
- Transparent smart management of insurance
- By generation Y for generation Y

Not Just Better Tech: Life Saver!

Hospital Admissions

16%

16% of hospital admissions are related to adverse reactions to medicines

Drug Reactions

70

There are **70** potential reactions in the average prescription drug

Cause of Death

#4

4th leading cause of death in the U.S. ahead of pulmonary disease, diabetes, AIDS and automobile deaths

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