MedAvail®

Corporate Presentation

Safe Harbor Statements

Forward-Looking Statements.

MedAvail, Inc. ("MedAvail") cautions you that the statements in this presentation that are not a description of historical fact are forward-looking statements which may be identified by use of the words such as "anticipate," "believe," "expand," "expect," "grow," "intend," "opportunity," "plan," "potential," "project", "target" and "will" among others. These forward-looking statements are based on MedAvail's current expectations and involve assumptions that may never materialize or may prove to be incorrect. Actual results and the timing of events could differ materially from those anticipated in such forward-looking statements as a result of the ability to project future cash utilization and resources need for contingent future liabilities and business operations, the availability of sufficient resources for combined company operations and to conduct or continue planned product development activities, the ability to execute on commercial objectives, regulatory developments and the timing and ability of MedAvail to raise additional capital to fund operations, and other factors , including, but not limited to, those factors discussed in the section entitled "Risk Factors" of our Current Report on Form 8-K filed November 18, 2020. Although we believe the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, level of activity, performance or achievements. We undertake no obligation to update any of these forward-looking statements for any reason, even if new information becomes available in the future, except as may be required by law The risks and uncertainties may be amplified by the COVID-19 pandemic, which has caused significant economic uncertainty. The extent to which the COVID-19 pandemic impacts MedAvail's businesses, operations, and financial results, including the duration and magnitude of such effects, will depend on numerous factors, which are unpredictable, including, but not limited to, the duration and spread of the outbreak, its severity, the actions to contain the virus or treat its impact, and how quickly and to what extent normal economic and operating conditions can resume. You are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date on which they were made. MedAvail undertakes no obligation to update such statements to reflect events that occur or circumstances that exist after the date on which they were made, except as may be required by law.

Transforming Pharmacy

Healthcare is being transformed by technology, consumer demands and the essential need to drive down cost while increasing access

New entrants are disrupting major markets with breakthrough 'blank slate' offerings – Teladoc, Oak Street Health, One Medical, Livongo, Invitae...

MedAvail is transforming the $300B U.S. pharmacy market with a full-stack technology-enabled solution utilizing robotics, telemedicine backed up with localized home delivery providing exceptional service

Initially, MedAvail is focused on high value Medicare members, which is a $16.5B market

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MedAvail:
Transforming Full Service Pharmacy

Legacy Pharmacy		MedAvail
Brick and mortar retail location	**LOCATION**	Embedded at point-of-care
Proliferation of superfluous non-pharma products	**FOCUS**	Therapeutics
Pharmacy wait-times; confusing mail order delivery	**SERVICE**	High touch in-clinic and delivery service
High capital (~$500K) and operating costs	**COST**	Low capital (~$50K) and operating costs
No proactive data sharing with care providers	**FEEDBACK/DATA**	Medication adherence data to providers

Better Health **OUTCOMES*** **+** Outstanding Patient **EXPERIENCE**

*(Aguilar et al, 2015)

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MedAvail – Our Business Model

Pharmacy

Telehealth Pharmacy Platform, Medicare Focused

- 80% of revenue
- Turnkey full-stack pharmacy offering
- Telehealth platform delivering remote pharmacist consultation through onsite dispensing kiosk, supplemented with home delivery capability

Technology Vendor

Sell/License Technology

- 20% of revenue
- Sell and license our technology to a select list of large enterprise customers
- Customers use their back-end pharmacy operations (pharmacists, inventory)

MedAvail – Technology Vendor

We license and sell our proprietary hardware and software to health systems, retailers and other industry players

- Integrated into back-end pharmacy systems
- Customized patient workflow
- 24/7 help desk support
- On-site maintenance support
- Customer branding
- Manufactured in the USA
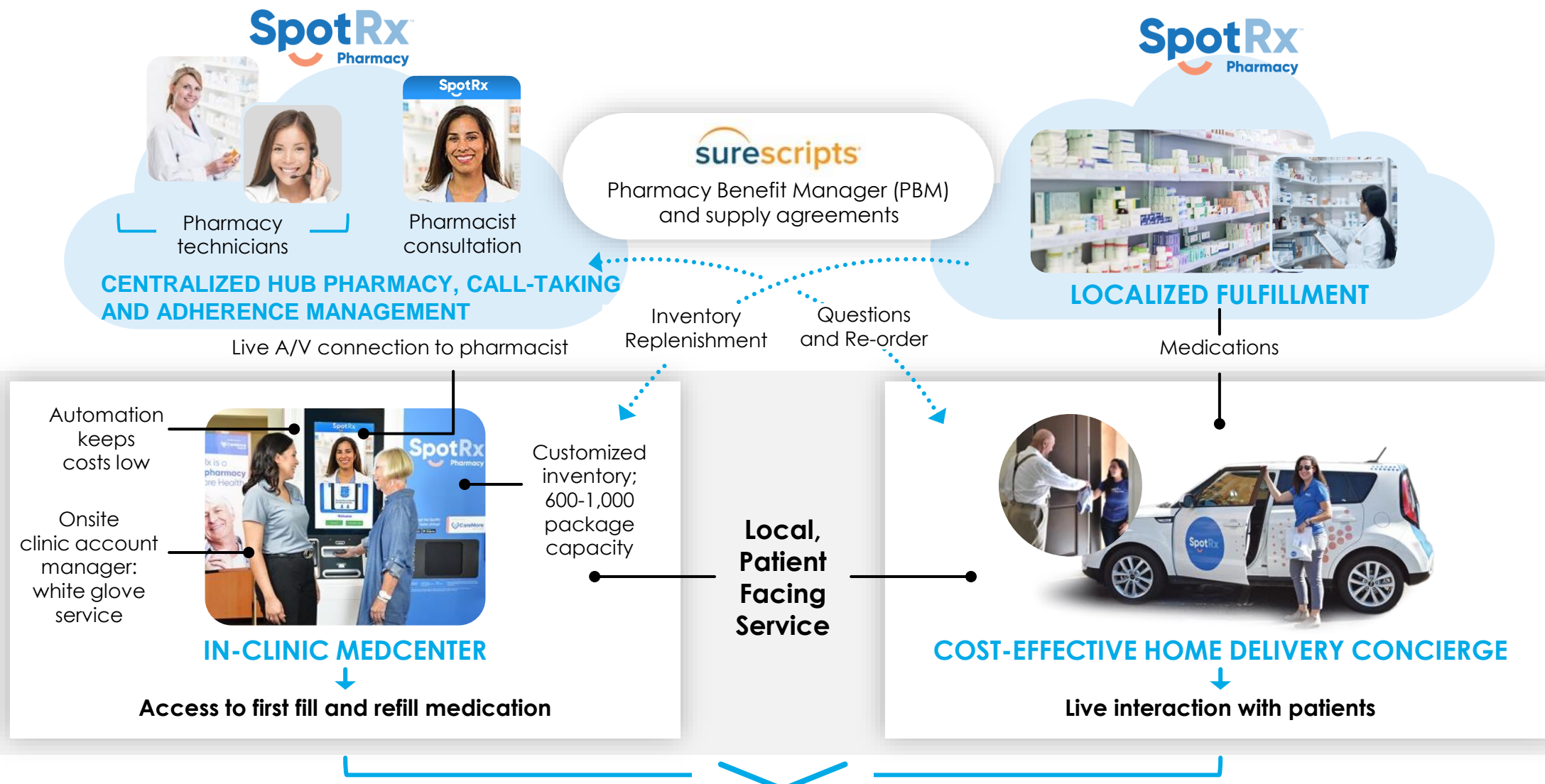
Sam's CLUB

- 8 Initial sites in 3 states
- Sam's Club: 600 stores

HCA Healthcare

- 3 hospitals deployed,
- 150+ hospitals, 1,800 sites of care

Texas Health Resources
Healing Hands. Caring Hearts.

- 11 sites deployed in 2020
- 350 points of care, 27 hospitals

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SpotRx Pharmacy is a Full-Stack Telehealth Pharmacy Platform

Pharmacy technicians

Pharmacist consultation

CENTRALIZED HUB PHARMACY, CALL-TAKING AND ADHERENCE MANAGEMENT

Pharmacy Benefit Manager (PBM) and supply agreements

LOCALIZED FULFILLMENT

Live A/V connection to pharmacist

Inventory Replenishment

Questions and Re-order

Medications

Automation keeps costs low

Onsite clinic account manager: white glove service

Customized inventory; 600-1,000 package capacity

Local, Patient Facing Service

IN-CLINIC MEDCENTER

Access to first fill and refill medication

COST-EFFECTIVE HOME DELIVERY CONCIERGE

Live interaction with patients

Resulting in Superior Medication Adherence and Satisfaction

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High-touch pharmacy model

In-clinic presence providing patient and staff support

New prescription follow-up 3 days post-dispense

Onsite access to live pharmacist via MedCenter
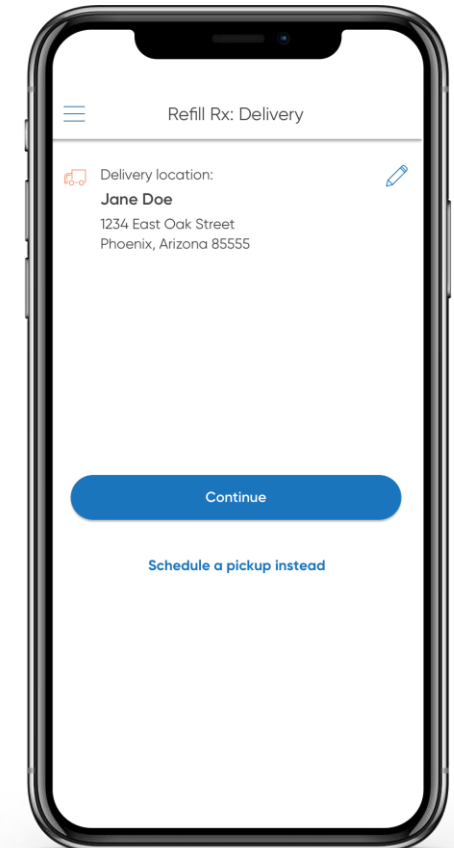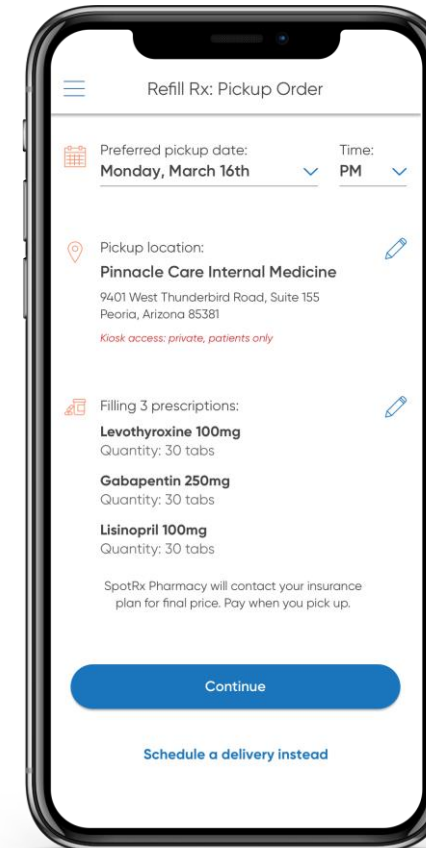
Patient education on our offering

Prior Authorization and refill management

Refill follow-up to ensure compliance
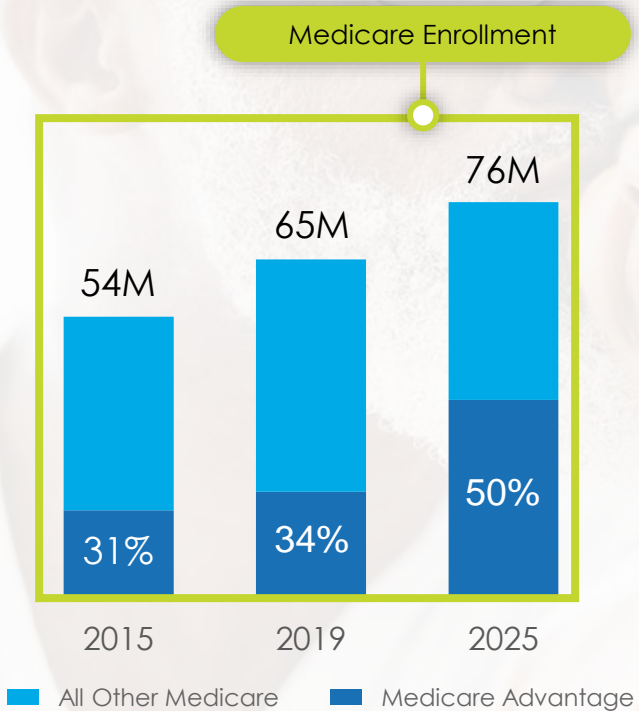
In-clinic flu vaccinations

Web and app enabled patient self-service

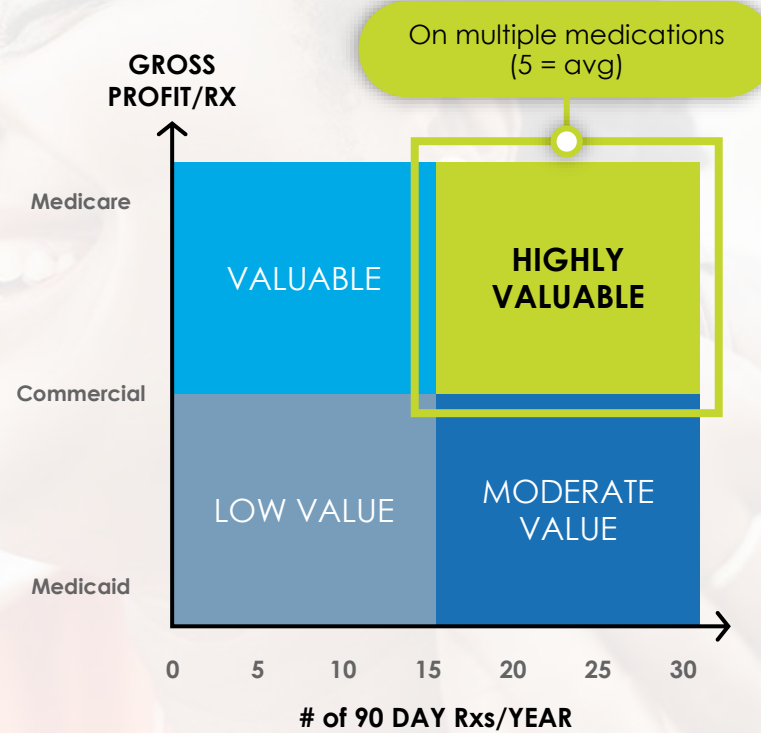Home delivery or pickup at local MedCenter

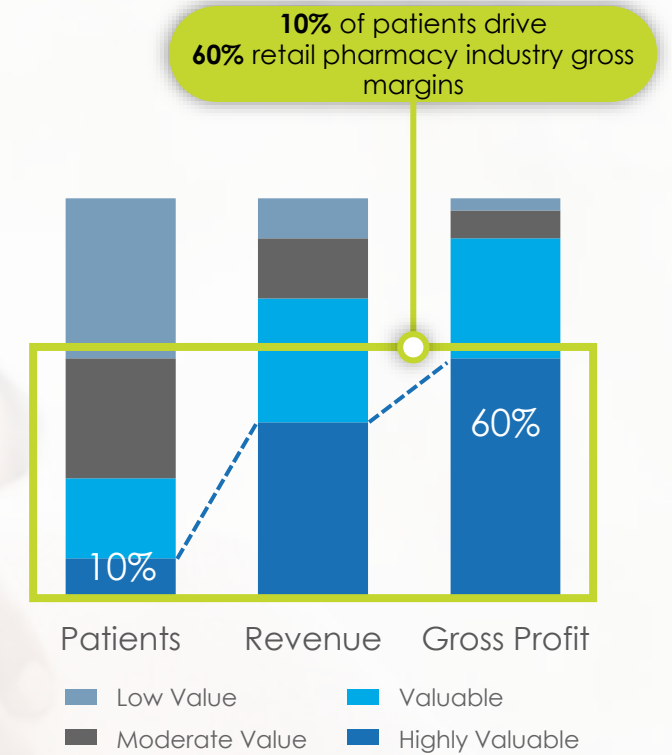# Focused on High Value Patient Customer: Medicare Population

Large, Growing MARKET

Medicare Enrollment

- 2015: 54M (All Other Medicare; Medicare Advantage 31%)
- 2019: 65M (All Other Medicare; Medicare Advantage 34%)
- 2025: 76M (All Other Medicare; Medicare Advantage 50%)

Legend:
- All Other Medicare
- Medicare Advantage

Significant VALUE

GROSS PROFIT/RX (y-axis: Medicare, Commercial, Medicaid)

On multiple medications (5 = avg)

- VALUABLE
- HIGHLY VALUABLE
- LOW VALUE
- MODERATE VALUE

x-axis: 0, 5, 10, 15, 20, 25, 30

of 90 DAY Rxs/YEAR

Concentrated VALUE

10% of patients drive 60% retail pharmacy industry gross margins

- Patients: 10%
- Revenue
- Gross Profit: 60%

Legend:
- Low Value
- Valuable
- Moderate Value
- Highly Valuable

Source: Kaiser Family Foundation; LEK Insights

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The Challenge of Medication Adherence

THE FACTS

"Drugs don't work in patients who don't take them."

C. Everett Koop, MD

28%
of newly prescribed medications are never filled
(Fischer et al. 2010)

Medication non-adherence rates are up to **50%**
(Luga and McGuire, 2014)

Non-adherence costs between **$100B - $289B** a year
(Viswanathan et al. 2012)

EMBEDDED PHARMACY OPPORTUNITY

Potential for Improved Outcomes

- **3.4x better adherence** at employer-sponsored sites with Embedded Pharmacy (Aguilar et al, 2015)
- Higher medication adherence resulted in cost **savings of $58 per member per month** (Wright &Gorman 2016)

**Improved Reimbursement/
Less Risk for Providers and Plans**

- Medicare **directly ties physician reimbursemen**t to medication adherence
- Improving from a 3- to a 4-Star Rating can **increase annual health plan revenues by 13.4 %*to 17.6%**

Large, vertically-integrated players embracing embedded pharmacy

Cigna

Humana.

OPTUM® **Acquires** genoa healthcare®

Embedded physical pharmacies

Retail pharmacies in MOB

Behavioral health retail pharmacy

Source: https://www.ajmc.com/contributor/jason-rose/2019/08/medication-adherence-the-lever-to-improve-medicare-advantage-star-ratings

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Medication adherence impact on Star rating and PMPY cost

*"… The biggest selling point of SpotRx is medication adherence. **Re-hospitalization due to a lack of medication adherence is a real issue,** so knowing that a patient is leaving the office with their medication is a step in the right direction …"*

-Practice Manager, AZ clinic client

*"… **Physicians in particular want medication compliance as high as possible** because they are really interested most in clinical outcomes and ensuring a patient is getting what they need to get better …"*

-VP of Medical Group Operations, CA clinic client

*"… From a corporate standpoint, increased medication adherence is beneficial because **it directly improves the ratings that payers use to determine reimbursements and decreases costs by reducing hospitalizations** of patients not taking their medications …"*

-Medical Director, MI clinic client

Star Ratings / Financial Impact

- Clinics benefit from **reduced cost-of-care and improved Star Ratings** as a result of adherence, which results in MA bonuses for capitated and integrated payer-providers

Adherence impacts 42% of Star Ratings[1]

Direct impact[1]

Other

10%

32%

58%

Indirect impact
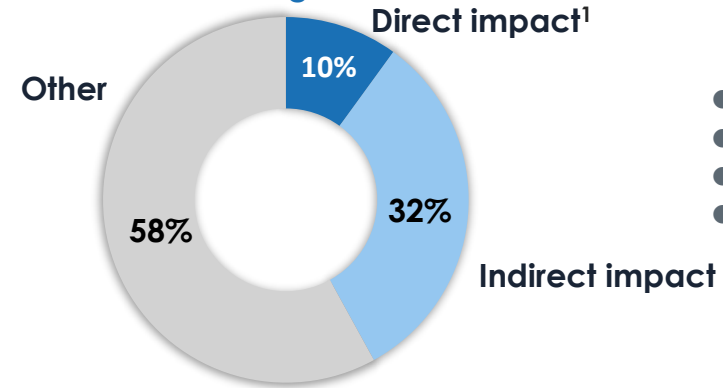
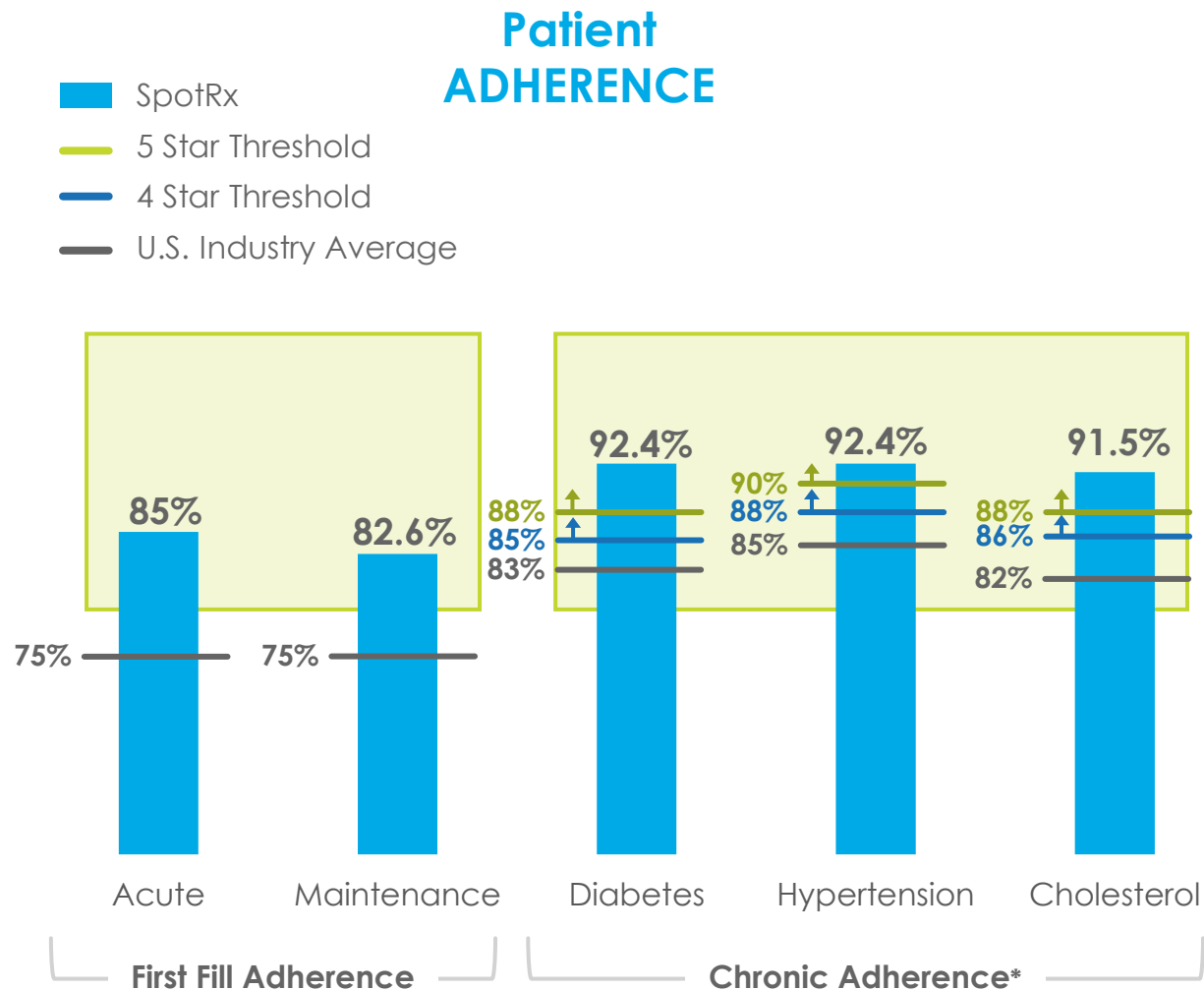**Net annual healthcare savings of $1-8k per member as a result of adherence[2]**

- ~$8k for heart failure
- ~$4k for hypertension
- ~$4k for diabetes
- ~$1k for cholesterol

Source: L.E.K. interviews and analysis.
1 Based on CMS; direct includes medication adherence for cholesterol, hypertension, and diabetes medications
2 Based on CVS Caremark study annual health care savings per member

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Our Solution is Driving Better Adherence

Our Customers are Happy

Patient ADHERENCE

- SpotRx
- 5 Star Threshold
- 4 Star Threshold
- U.S. Industry Average

First Fill Adherence

- Acute: 85% (75%)
- Maintenance: 82.6% (75%)

Chronic Adherence*

- Diabetes: 92.4% (88%, 85%, 83%)
- Hypertension: 92.4% (90%, 88%, 85%)
- Cholesterol: 91.5% (88%, 86%, 82%)

* CMS Star Rating Bands 2020, SpotRx measure over 12 month period from January 2020 to December 2020
** NPS measured from January 2020 to December 2020, N=6962
*** US average from CMS data

Patient / Provider / Payor SATISFACTION

Patients **

~90

Net Promoter Score (NPS)

"… I think SpotRx is fantastic. I am so glad they are here. I think a lot of patients that use it benefit from this service. I constantly recommend their product because I see the patient satisfaction …"
Practice Manager, AZ clinic client

"… The feedback from customers is that they are so satisfied with the product and the level of service provided. Overall, we have had a really good experience …"
Practice Manager, CA clinic client

"… I have only had good experiences with SpotRx, and I know our patients feel the same. There is no request that is not met with a solution or plan. They are a great partner …"
Director of Clinical Operations, CA clinic client

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SpotRx Value Proposition resonates with executives and physicians

Value proposition	Level of importance*	
	Executives	Physicians
Improved medication adherence		
Improved Star Ratings		
Patient satisfaction		
Administrative savings		
Ease of implementation and operations		
Quality reporting		
Scalability		
No cost to customer organizations		

Source: L.E.K. interviews and analysis. * Importance varies somewhat by size / geographic reach of organization

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Initial Target Markets – $16.5B of Annual Prescription Revenue

STATE SELECTION CRITERIA

- Large markets
- Favorable regulatory environment for automated dispensing technology
- Concentrated prescriber groups

Live 2020
CALIFORNIA
$4.5B

Live 2019
ARIZONA
$0.6B

Expansion 2021
ILLINOIS
$2.2B

Live 2020
MICHIGAN
$2.0B

Expansion 2021
TEXAS
$3.6B

Expansion 2021
FLORIDA
$3.7B
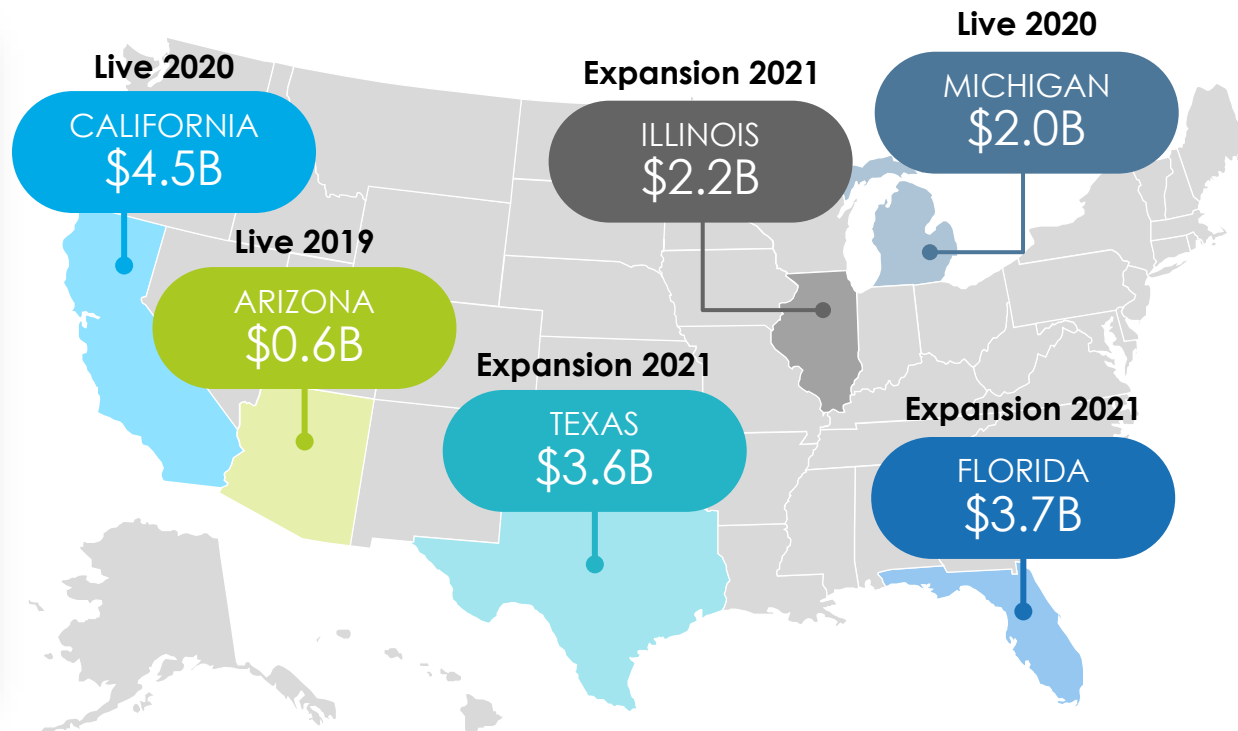
OPPORTUNITY

$100B
Part D medication spend in 2018

↓

$40B
Part D spend in our target states

↓

$16.5B
within 7,000 large clinics seeing ~6.5M Medicare patients/year

% of Rx's Written by Top 20 Groups

27%	23%	29%	50%	26%	30%
ARIZONA	CALIFORNIA	ILLINOIS	FLORIDA	TEXAS	MICHIGAN

Concentration enables efficient expansion via enterprise deals

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Enterprise Focused Business Development Strategy

ARIZONA

CareMore HEALTH

Neighborhood Physician Alliance
Member of Banner Health Network

TMCOne
Your Health. Your Medical Group

Central Phoenix Medical Clinic
& Synexus Clinical Research

ARIZONA INSTITUTE
AIMS
MEDICINE & SURGERY

TAM of 262 clinics in AZ

CALIFORNIA

CareMore HEALTH

MemorialCare

HERITAGE PROVIDER NETWORK

HealthCare Partners

Monarch HealthCare
Part of OptumCare

AppleCare
MEDICAL GROUP
Part of OptumCare

TAM of 1,196 clinics in CA

MICHIGAN

OAK STREET HEALTH

TAM of 734 clinics in MI

Business Development Process

Lead with large group enterprise deals → multiple initial clinic deployments/group → Expand within groups and add groups

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Example of Single Site Economics

Target Model at Scale (ex. COVID 19 impact)

	Install	Year 1	Year 2-5+	5 Year Total
Rx Volume - per Day		20	40	
Revenue		$ 450,000	$ 1,050,000	$ 4,650,000
Total Gross Profit		$ 65,000	$ 180,000	$ 785,000
(-) Initial Investment	$ (50,000)	$ -	$ -	$ (50,000)
CASH FLOW	$ (50,000)	$ (30,000)	$ 60,000	$ 160,000

Key Metrics

- IRR of 45%
- 5-year ROI of >3x
- Initial investment of $50K
- Rx volume/day of 40 at scale

- Average target customer drives $1,700 rev and $340 gross margin per year
- In-clinic CAC $130*
- Average target customer fills 17 Rx's per year

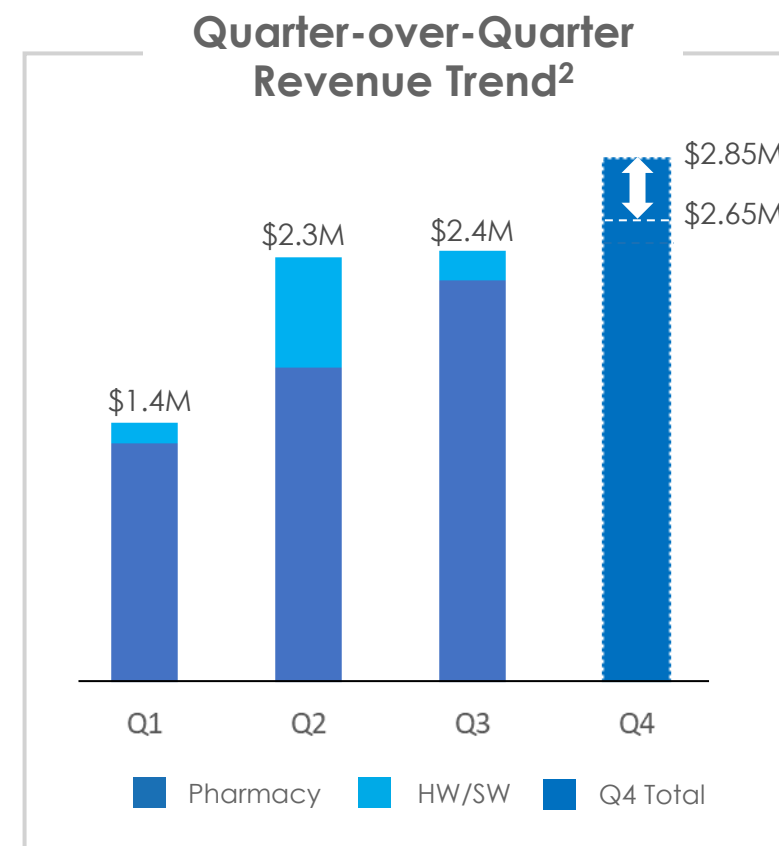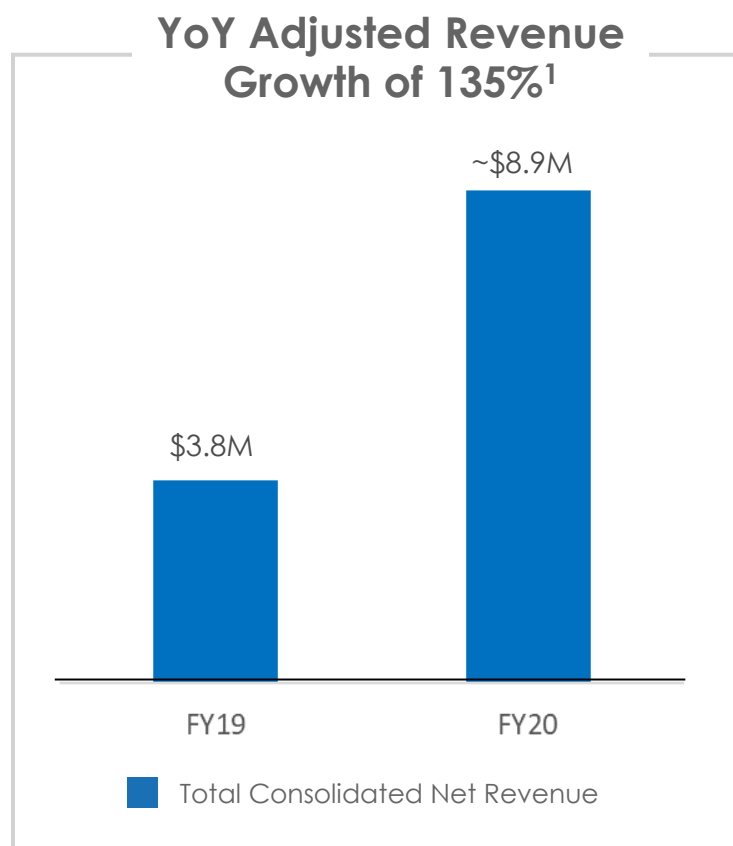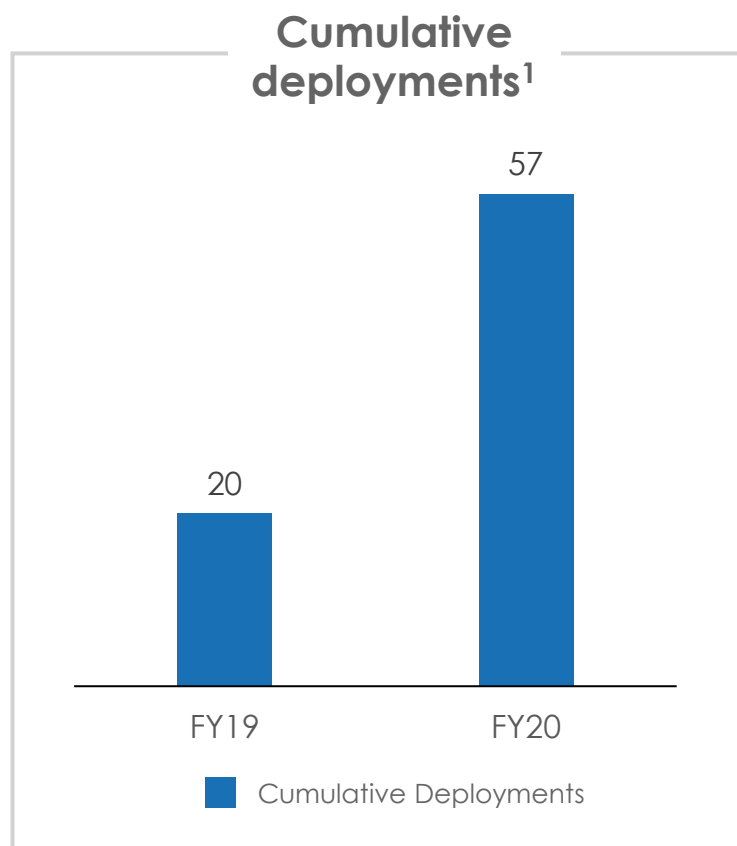*CAC based on analysis from January 2020 to February 2020

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Reverse merger closed November 2020

November 18, 2020 closed reverse merger with MYOS RENS Technology traded as (Nasdaq: MYOS)

- MYOS muscle health business spun off as a private unaffiliated company

- Executed concurrent private placement raising $84M

- Private placement led by Ally Bridge Group, participation included Cigna Ventures, Redmile Group, Maven, Adage Capital, Pura Vida, Monashee

- Post close and debt repayment ~$61M on the balance sheet

- Trading under MedAvail Holdings (Nasdaq: **MDVL**)

- Cowen acted as Financial Advisor to MedAvail on the business combination

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MedAvail Growth Metrics FY 2020

Cumulative deployments[1]

20 — FY19
57 — FY20

Cumulative Deployments

YoY Adjusted Revenue Growth of 135%[1]

$3.8M — FY19
~$8.9M — FY20

Total Consolidated Net Revenue

Quarter-over-Quarter Revenue Trend[2]

$1.4M — Q1
$2.3M — Q2
$2.4M — Q3
$2.85M / $2.65M — Q4

Pharmacy   HW/SW   Q4 Total

2020 revenue figures are unaudited

[1] Based on preliminary results announced Feb 17, 2021. Excluding one-time contract revenue recognized in 3Q20, full year 2020 revenue grew approximately 135% in full year 2020

[2] 3Q20 revenue excludes one-time contract revenue of $4.7M

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Target Business Model

	Target
Pharmacy Revenue (SpotRx)	**80%-85% of revenue**
HW/SW Revenue	**15%-20% of revenue**
Gross Margin	**20-25%**
EBITDA	**~12-14%**

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Proven Team, Advisors and Investors

MANAGEMENT TEAM

Ed Kilroy
CEO

Neil Prezioso
CPO

Will Misloski
CMO

David Rawlins
CCO

Fraser Mackay
CIO

Ryan Ferguson
CFO

IBM · symcor | CVS caremark · DaVita Rx | GoDaddy · ORBITZ | Redmile Group · Morgan Stanley | RSA · CIBC | First Solar · Infusionsoft
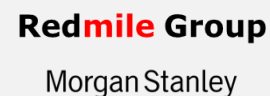
ADVISOR

David Feinberg
Advisor

Google Health

INVESTORS

Redmile Group

Walgreens

puravida INVESTMENTS

Ally Bridge Group

LEWIS & CLARK VENTURES

Adage | Capital Management, L.P.

Cigna VENTURES

EXPRESS SCRIPTS

BlueCross BlueShield Arizona

DEERFIELD

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Thank you

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