



Informational Presentation

Agenda

Overview 3

Sales Representative Program 12

The SingleCare Difference 6

Payments 19

Pharmacy Savings Card 9

Q&A 25

Overview



What is SingleCare?

SingleCare offers savings on prescriptions. Whether it's a life-saving drug or a routine prescription refill, we believe patients should be able to get the best price for prescriptions without worrying about coverage limitations or deductibles. The best part is SingleCare is free!

What is SingleCare?



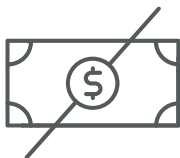
New benefit solution

SingleCare is revolutionizing the way patients access healthcare by creating a transparent retail marketplace.



Increased affordability

SingleCare offers pre-negotiated, **affordable rates** for prescription drugs – an ideal benefit solution for the uninsured, underinsured, and those lacking coverage for prescription drugs. Note, SingleCare is not insurance.



Free

SingleCare is **free to use**.



The SingleCare Difference

Why SingleCare?

SingleCare disrupts the traditional pharmacy savings card model by establishing direct contracts with major pharmacies, providing full price transparency for retailers and patients.

Traditional

- No direct contracts with pharmacies
- A Pharmacy Benefit Manager (PBM) controls the economics, retail relationships and claim processing
- Pharmacies hate this model!

vs



- SingleCare owns the retail pharmacy relationships through direct contracts and controls patient pricing and claim processing
- SingleCare creates a stronger overall financial profile for all parties by eliminating the third-party PBM
- Pharmacies love this model!

Pharmacy Partners

We have partnered with over 35,000 pharmacies which account for 94% of prescriptions filled nationwide.

Proprietary Relationships

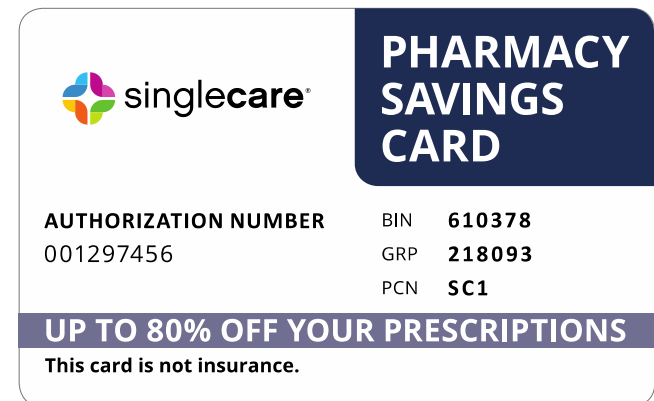




Pharmacy Savings Card

What is the SingleCare Savings Card?

- ✓ Free pharmacy savings card
- ✓ Covers most FDA-approved prescription medications
- ✓ Provides patients discounts of up to 80% on their prescriptions



How Does It Work For The Patient?



Step One

Patient is prescribed medication.



Step Two

Patient compares pricing.



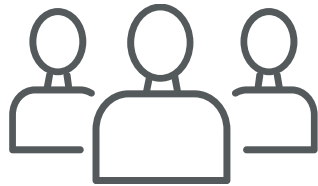
Step Three

Patient presents card at the pharmacy to unlock savings!

A photograph of a doctor in a white lab coat with a stethoscope around his neck, smiling and shaking hands with a man in a dark suit. The background is a bright, modern interior with large windows.

Sales Representative Program

How Does the Program Work for You?



Step One

Find leads. Use the CRM and your personal network.



Step Two

Log kits using the CRM.
Note, cards that are handed to individuals do not require a kit to be logged.

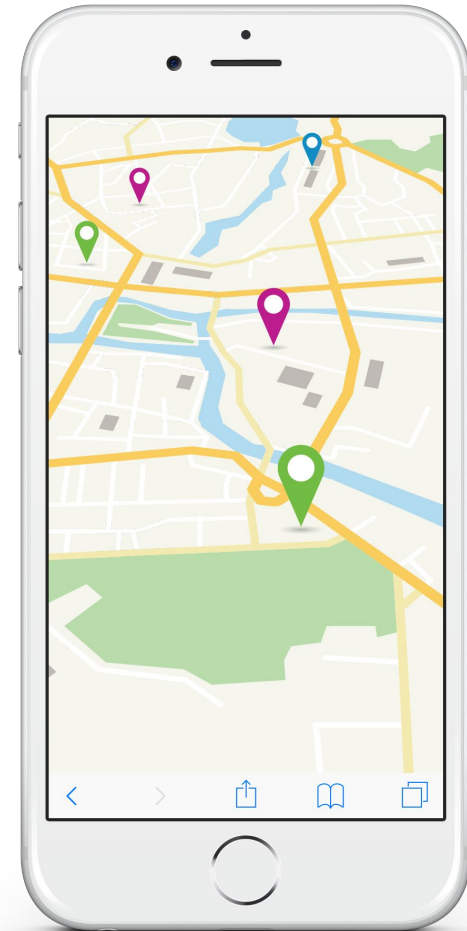


Step Three

Receive commission for every card activation.

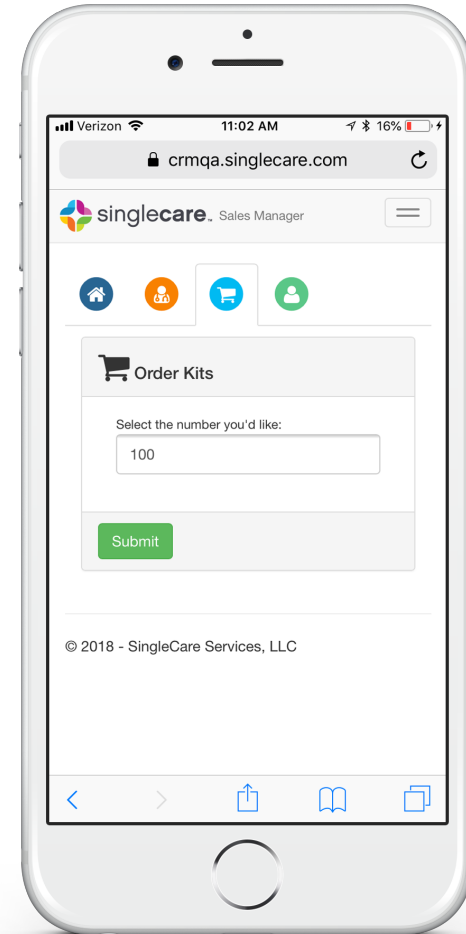
Boundless Opportunity

- Remember, you're not bound to a specific zip code
- Carve out your own territory
- Take advantage of travel opportunities to distribute cards



Materials

- Use CRM tool (crm.singlecare.com) to order anything you need
- All materials are free
- Approximately 2-week shipping time



Where Can Kits Be Dropped Off?

Kits can be dropped off anywhere prescriptions are written.

Examples include:

- Doctors Offices
- Urgent Care Centers
- Emergency Rooms
- Dental Offices
- Weight Loss Clinics
- & more!



Training & Support



Training Schedule

- **Informational Presentation:**
Tuesdays, 11am ET
- **CRM Sales Manager Presentation:**
Wednesdays, 3pm ET
- **Best Practices Presentation:**
Thursdays, 1pm ET



Support

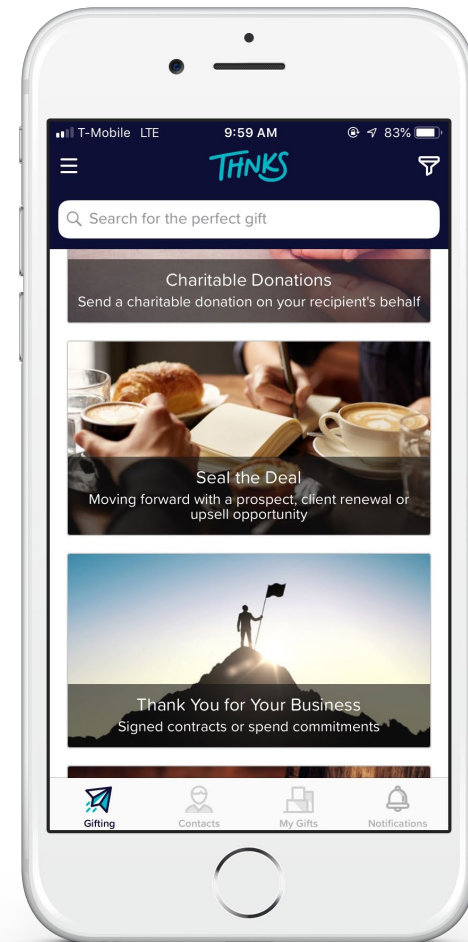
- Email Support:
reps@singlecare.com
- Individual 1-on-1 calls:
calendly.com/singlecaresalesreps

Unavailable to join live? Download the PDF slide decks available on Applicant Stack, or request decks by emailing reps@singlecare.com

Training Bonuses

Complete all 3 Live Webinar trainings
and receive a Thnks gift of your choice!

THNKS



A woman with short blonde hair and red-rimmed glasses, wearing a dark grey cardigan over a white top, is smiling and shaking hands with another person whose back is to the camera. They are sitting at a white desk with a laptop, papers, a blue pen, a smartphone, and a white mug. In the background, there is a white shelf with blue binders and a purple folder. A teal banner with the word "Payments" is overlaid on the right side of the image.

Payments

Payments



\$10 per activation: Activations refer to the first time a patient uses a SingleCare card to fill their prescription at the pharmacy. Remember, each unique individual who uses the card counts as a new activation



Plus: Bonus incentives are offered on a monthly basis

Paylution/Hyperwallet Account



Account will be created when you are due to receive payment for the first time



Choose either direct deposit or mailed check



Payments are made on or around the 15th of each month for previous month activity

– Example: Sales Representative receives check on January 15th for December activity.

Monthly Incentives

\$25



for your first-ever logged kit

\$50



for your first-ever card activation

Note: Monthly incentives are subject to change. Refer to monthly bonus incentive email for details.

Activation Milestones

Activation milestones are awarded for achieving monthly activation thresholds

\$100



50 Activations

\$200



100 Activations

\$500



200 Activations

Note: Activation milestones are subject to change. Refer to monthly bonus incentive email for details.

Kit Bonus

\$1

▶ **per kit logged up to 1,000 kits**



Full Qualification ▶ **\$1,000 dollar/kit bonus**

Log 1,000 kits + 20 activations



Partial Qualification ▶ **\$500 dollar/kit bonus**

Log 1,000 kits + 10 activations



Do Not Qualify ▶ **\$0 dollar/kit bonus**

Log 1,000 kits + 0 activations

Note: Kit Bonus is subject to change. Refer to monthly bonus incentive email for details.

Competitor Photo Bonus

\$5



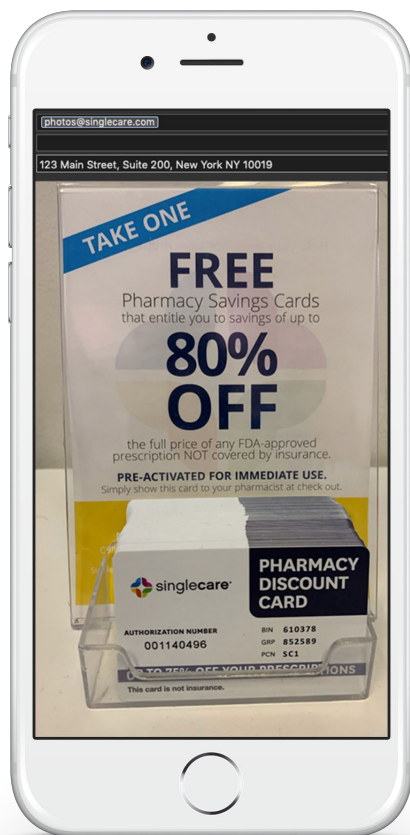
For photos of other prescription savings cards that are encountered in the field

- All competitor photos must be emailed to photos@singlecare.com on or before the last day of each month.
- A separate email must be sent for each photo submitted.
- The subject line must include the practice address (Address, City, State, Zip).
- Photo may be sent as an attachment or embedded in the body of the email.

Note: Competitor Photo Bonus is subject to change. Refer to monthly bonus incentive email for details.

Competitor Photo Examples

Qualified Submission



Rejected Submission



Q&A



Thank You

reps@singlecare.com