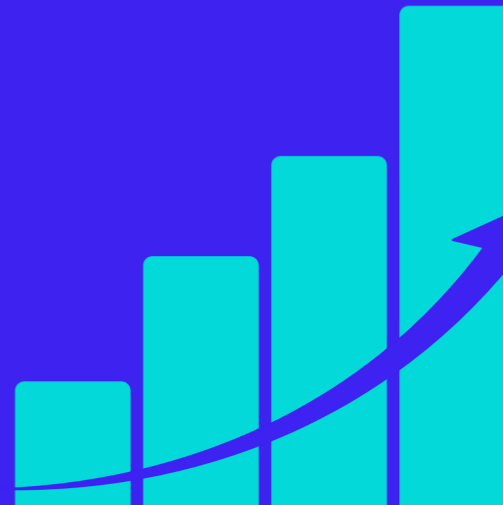




Dragonfly
PHD

Turnkey software designed for pharmacies to profit
from clinical services

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Profit at the point of care

Problem

Pharmacies want to offer clinical services but have no software to administer and get paid for these services.

Solution

Dragonfly is a turnkey solution designed to manage clinical services at scale .

What is Dragonfly?

A single solution for delivering clinical services at retail

- Appointment scheduling, reminders & changes
- Customized forms & patient notes for any procedure
- Patient demographics & insurance
- Reporting & claims processing



Why pharmacies should deliver clinical services

Market Drivers

- Delivering routine services is not practical for primary care
- Patient access is insufficient
- Insurance companies want to shift to pharmacies (the lowest cost provider)
- Pharmacies want the business, but are not setup for it



Dragonfly solution

- ✓ Convenient
- ✓ Affordable
- ✓ Pharmacy demand from chains and independents
- ✓ Simple to use
- ✓ No upfront investment

Market Overview

Low-acuity services, a \$2 billion revenue market

\$2+ Billion

$$\text{\$11B} \times 5\% = \text{\$550M}$$

Vaccines

Pharmacy-credentialed services

Vaccines are just the tip of the iceberg for pharmacies

POC Testing

(screening & chronic disease monitoring)

$$\text{\$10B} \times 5\% = \text{\$500M}$$

$$>\text{\$20B} = \$1\text{B}$$

Additional services

Birth Control

Erectile Dysfunction

Infusion therapies (**COVID**, CAR-T)

Medication Therapy Management

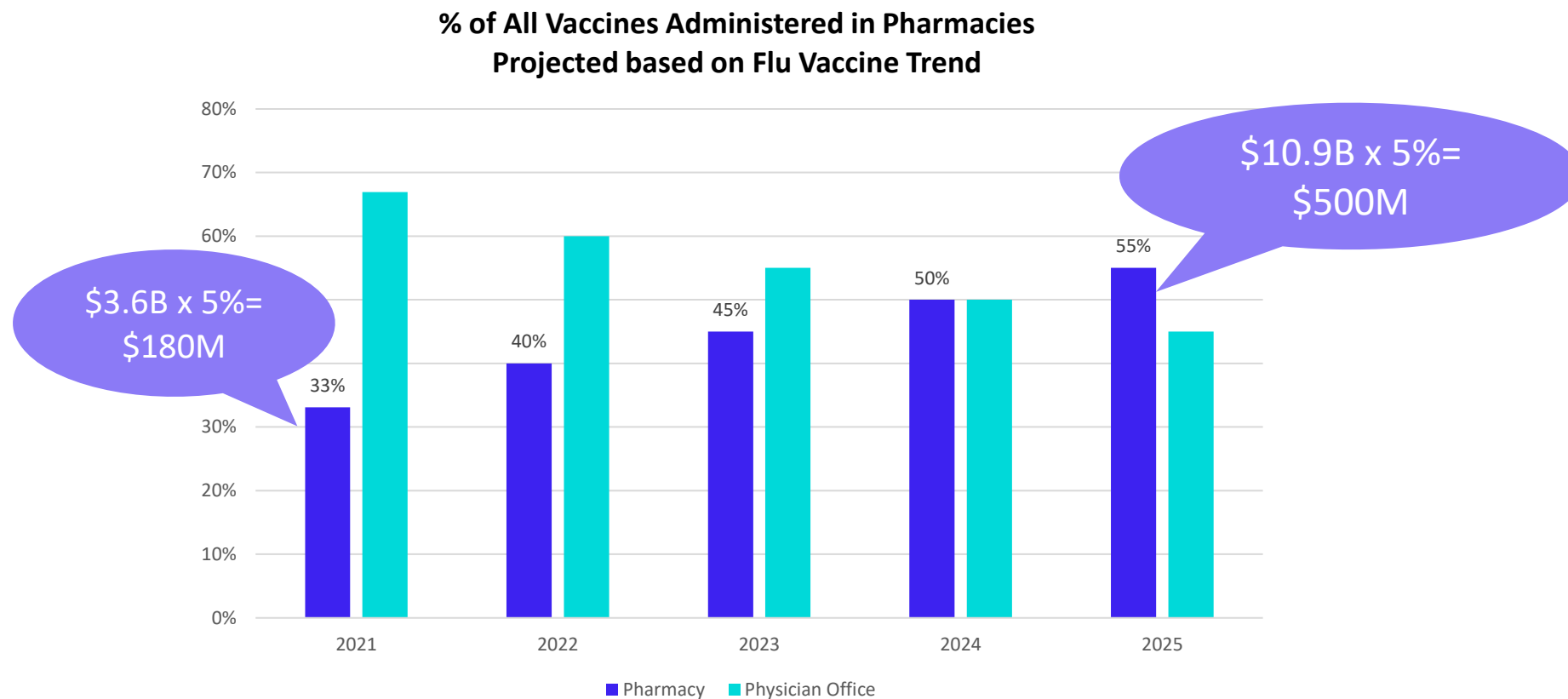
Travel Prep

Pharmacogenomic

Testing

Vaccines alone represent a \$500 million market for Dragonfly

Today 55% of Flu vaccines are already delivered in pharmacies



*2021 figures based on flu and COVID vaccines only

Investment Highlights

>\$100k/month run rate

Rapid customer adoption

\$2B Market

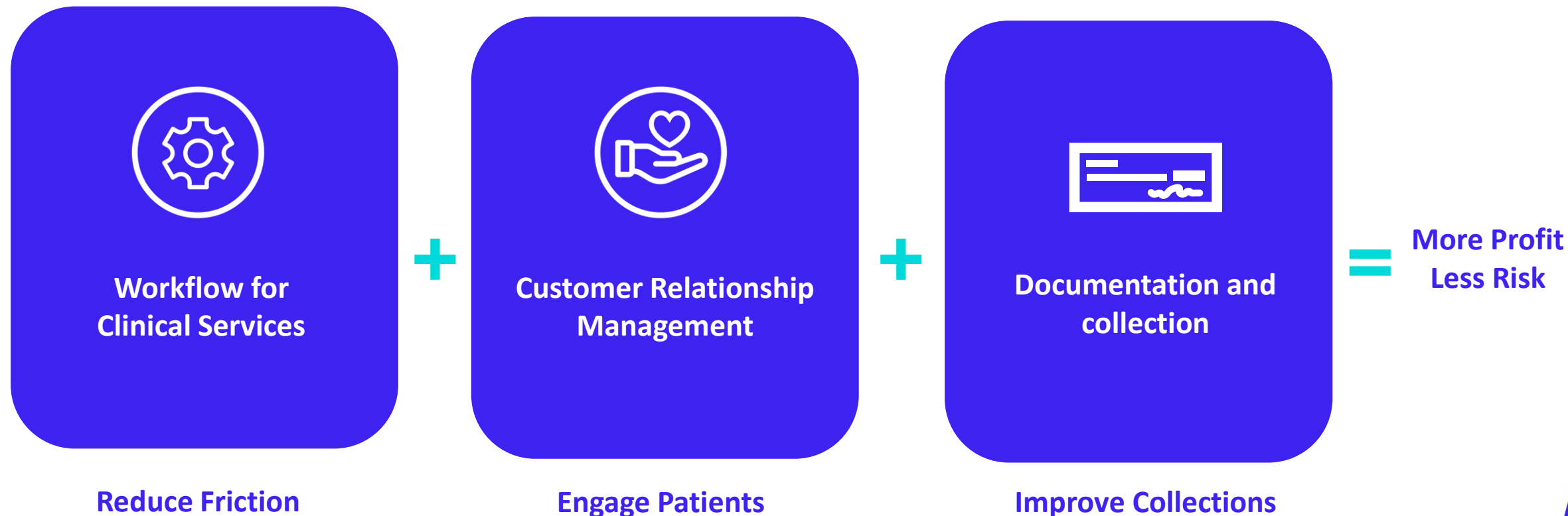
**Seamless experience for
provider and patient**

Experienced team

**Proprietary software and
time-to-market advantage**

Business Overview

Dragonfly enables pharmacies to scale with a single solution



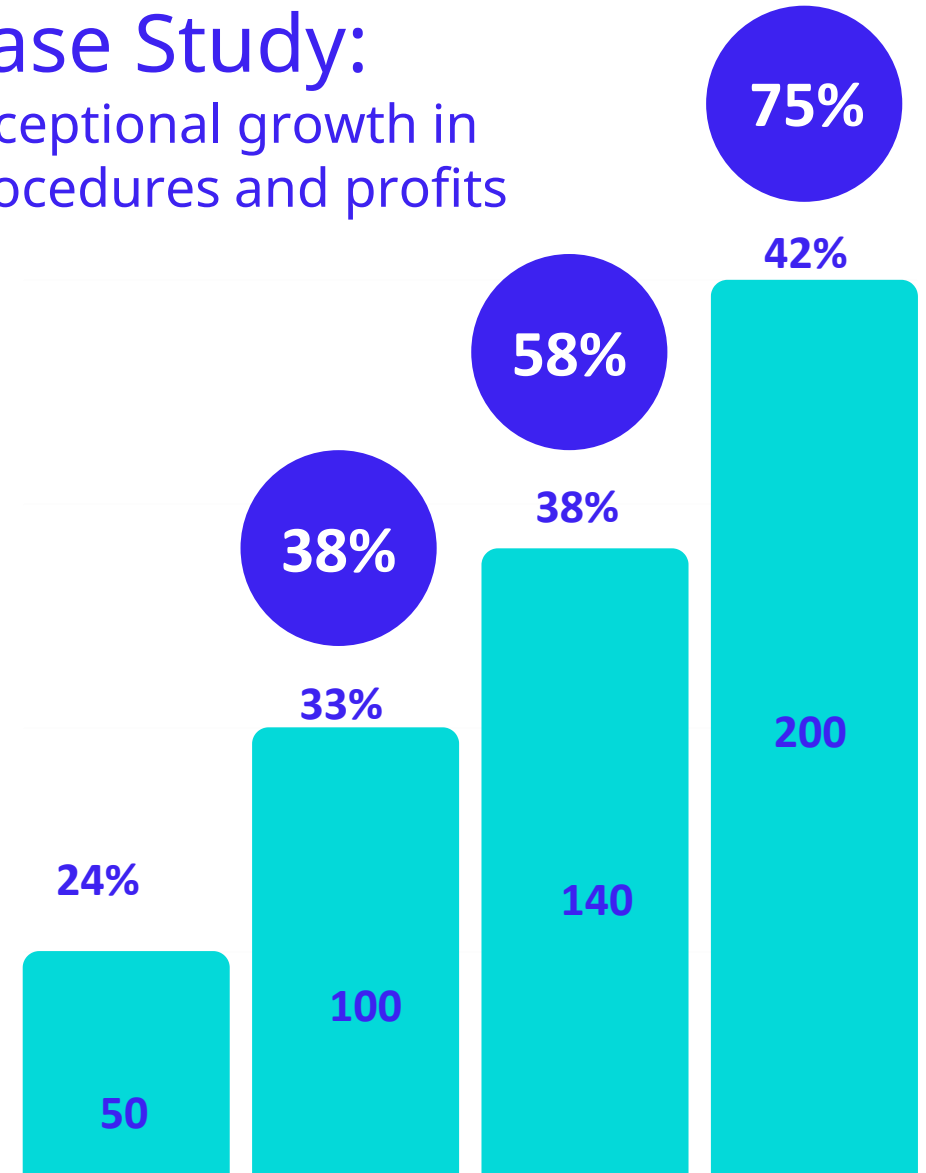
Pharmacy economics improve with scale

Case Study: Exceptional growth in procedures and profits

Increase in Profit

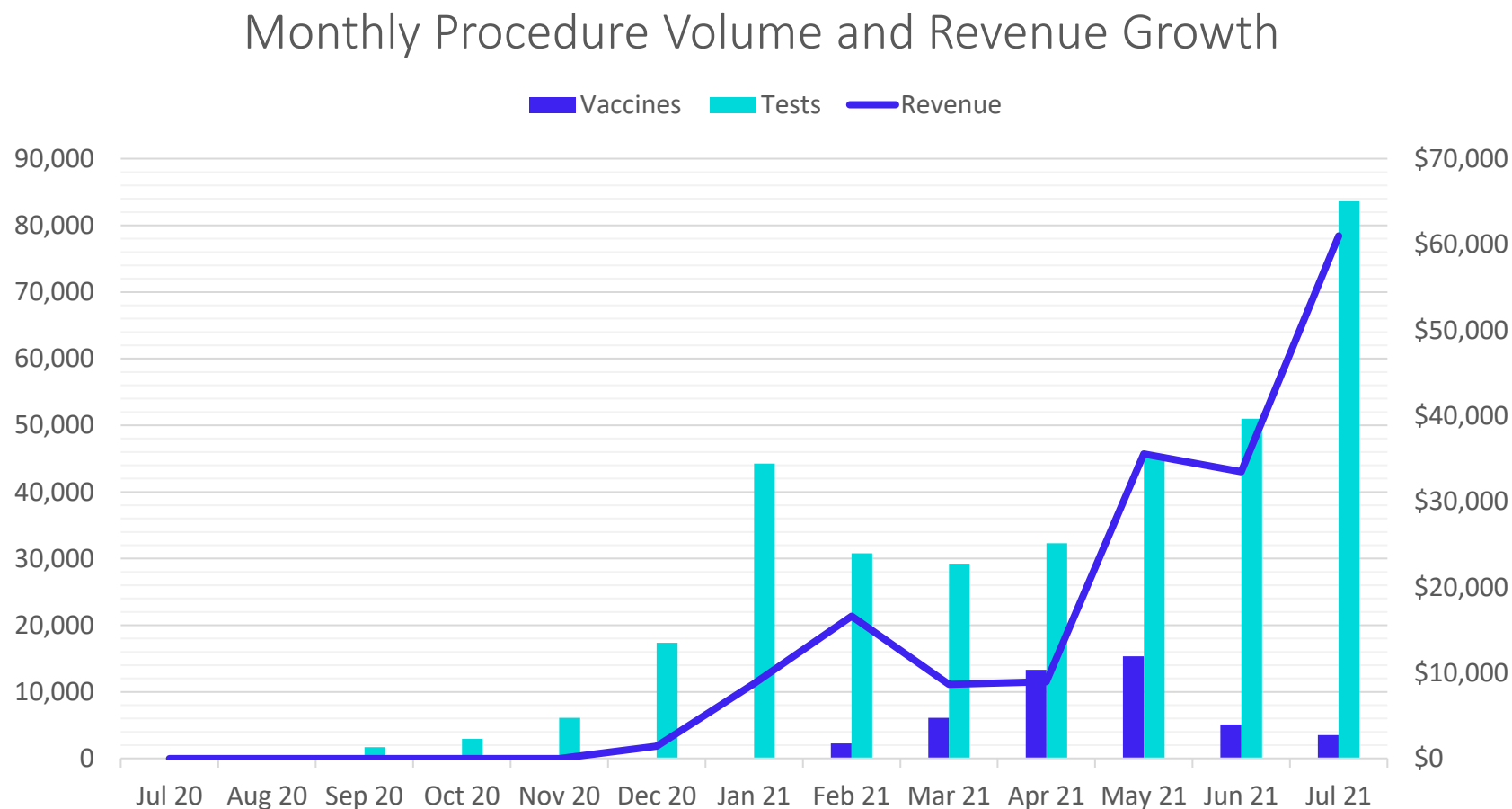
Profit Margin Per Test

Daily Test Volume



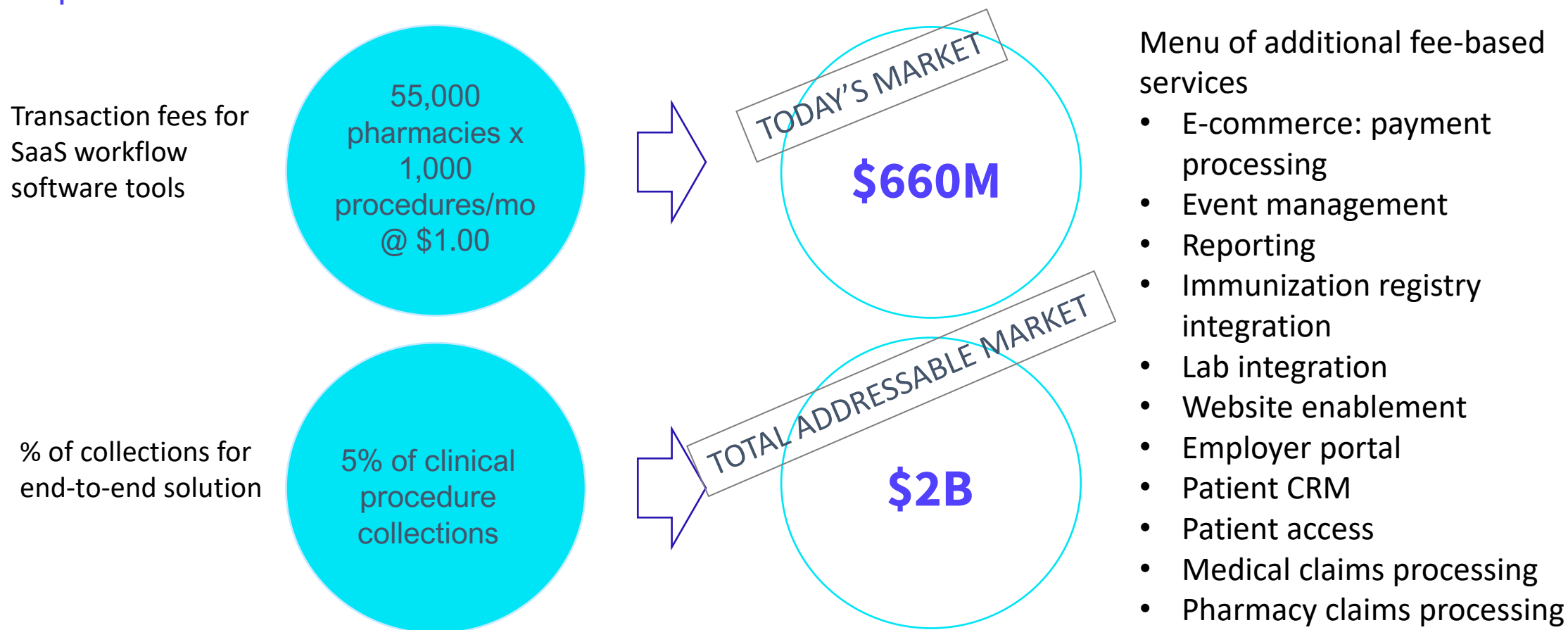
Dragonfly has demonstrated commercial traction

Revenue and procedure growth since inception



Business Model

Like Shopify and QuickBooks, our tools enable independents to win business from larger competitors



Path to market adoption

Independent Pharmacy market

- Signed deal with 3,500 CPESN pharmacy network
- Partnerships with regional chains, networks and vendors

Independent pharmacies: 22,000
Chains: 30,000

Physician practices, home health, urgent care, nursing home and infusion services

High-volume markets requiring frequent services

Physician practices >100,000
Home health care providers: 12,000
Urgent care providers: 9,000

End-user experience will drive demand for provider adoption

Dragonfly users can instantly access and share verifiable data from their patient record

Patient-driven demand for Dragonfly's "my data" solution

Multiple paths to drive sustainable long-term growth

Forces driving long-term growth

- Shortage of primary care physicians
- Pressure to reduce costs and increase access to care
- Pharmacies included in care management offerings

Near-term catalysts

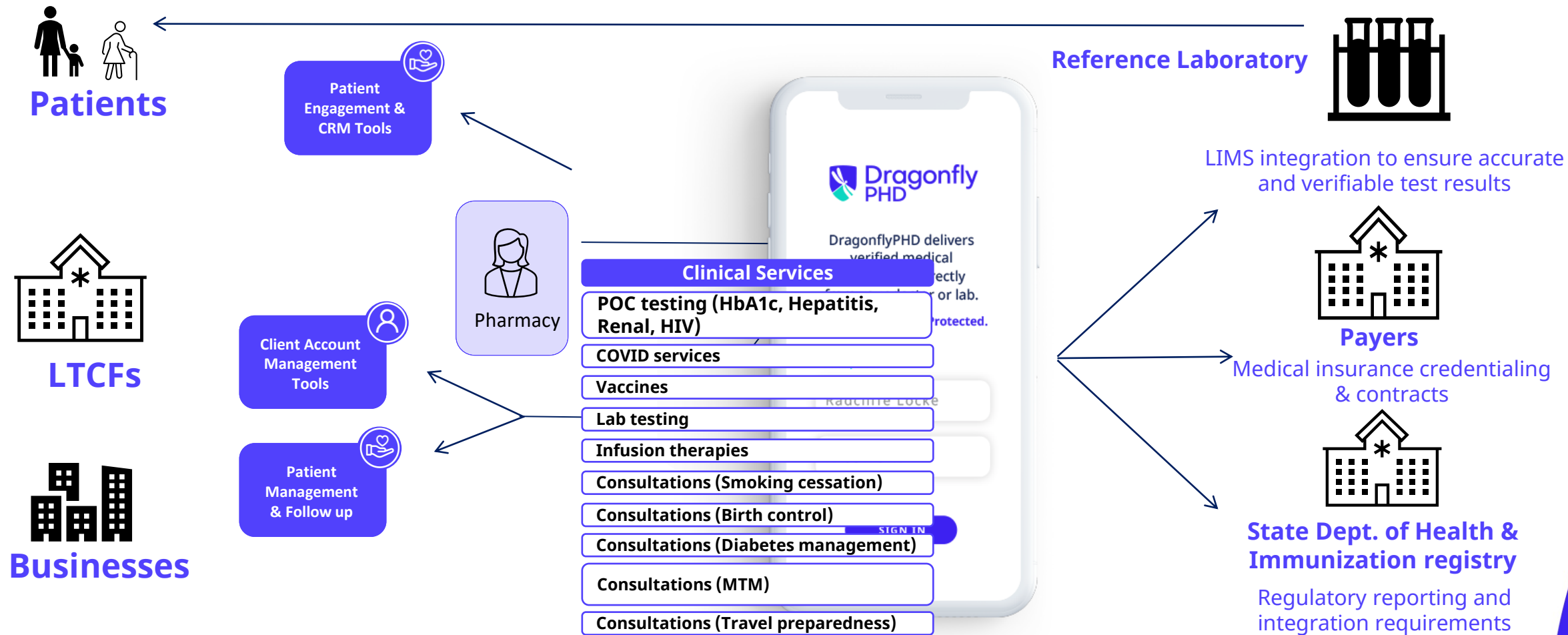
- COVID (testing and therapy), increased infectious disease testing and flu/covid vaccinations
- Patient acceptance of pharmacies as trusted providers; mass sites closing down
- Need for verifiable results
- Pharmacies replacing declining margins from prescriptions with clinical services

Technology Overview

Dragonfly's proven technology platform is used by Amazon and AMEX

- Proprietary application built on proven platform reduces investment risk
- Platform and team advantages enabled rapid development timeline
- Platform has passed extensive security audits and testing
- No software is installed or maintained by our customers
- Our application employs the most advanced features for data security and HIPAA compliance

Dragonfly is at the center of a complex ecosystem



Established pharmacy software vendors have not developed competing offerings

Customers	Pharmacy Software	Clinics, Urgent Care, Home Health Care, Physician practices	DragonflyPHD
Features	<ul style="list-style-type: none"> ✓ Stock Management ✓ Drug Database ✓ Drug Verification ✓ Medical Document Management ✓ EHR Integration ✓ Pharmacy billing & Accounting ✓ POS System 	<ul style="list-style-type: none"> ✓ Labs and vitals ✓ Patient access ✓ Integration with: ✓ Telemedicine ✓ E-prescribing ✓ Billing & Claims processing features 	<ul style="list-style-type: none"> ✓ Online appointment scheduling, e-mail and text communications, payment processing, regulatory reporting ✓ POC testing and vaccine platform ✓ Instant delivery of results ✓ Employer dashboard ✓ Lab integration ✓ Highly competitive medical claims collection, credentialing and payor contracting ✓ Patient access and sharing
Pricing	\$300/user/month	\$3-500/user/mo	5% of collections (\$1-2 x 1,000+)

Investment Highlights

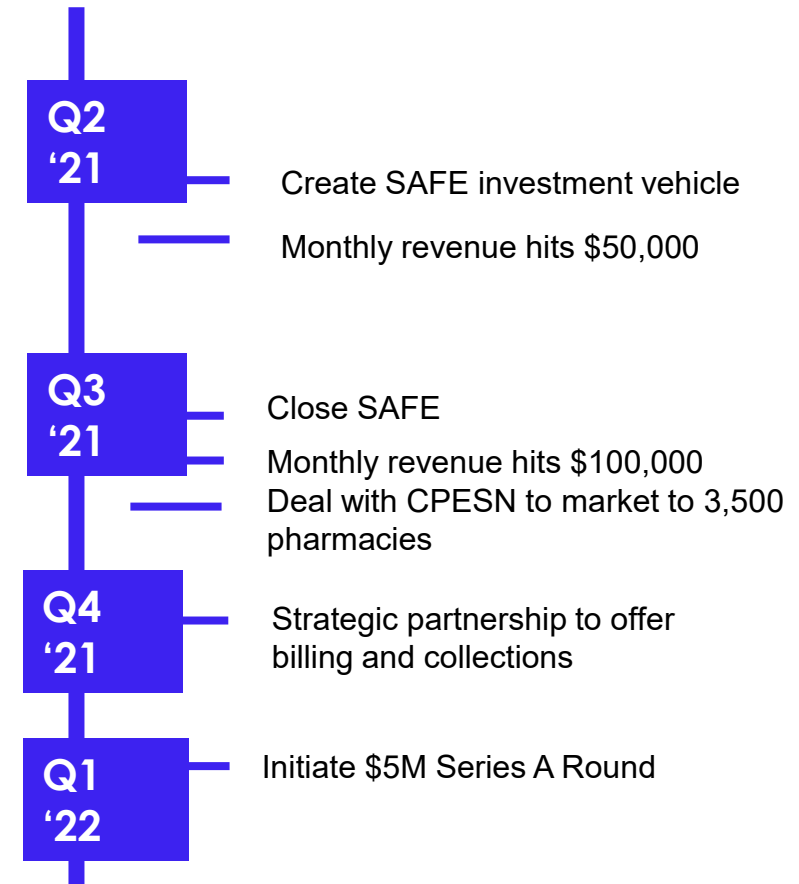
Investment Opportunity and Timeline

\$1-2M Seed Round closing 9/30/2021

- Allow strategic investors and customers to invest before first priced round

Use of proceeds

- Self-service onboarding technology
 - Communications strategy and support for pharmacy associations and schools
 - Sales and support personnel
 - Facilitate claims processing
-
- ✓ Bring current software development team in-house
 - ✓ Hire commercial team to grow existing customer volume and expand footprint
 - ✓ Further product development to support expanded clinical services and self-service capabilities
 - ✓ Complete the solution with improved payment and claims system



Our technology and health care expertise are the right capabilities to lead Dragonfly



JULIE ESKAY EAGLE, CEO

- Career in health care as both an executive and an entrepreneur.
- Professional experience at McKinsey, Lazard
- Head of Health Care Investments for The Wellcome Trust (\$1bn health care portfolio).
- Early-stage VC Investor in biotech and HCIT; multiple exits including Castlight Health (IPO), Amplimmune (AstraZeneca), Micromet (Amgen), Intact Medical (Medtronic)
- Co-founder of 3 digital health start ups



RYAN REID, CTO

- Track record of building business process solutions for enterprise
- Built and sold solutions for Amazon, American Express and other Fortune 500 companies
- Experience building HIPAA and SOC2 compliant platforms
- Over 25 years of experience in software development
- Founder of VC-backed StaffGarden, nursing staffing platform used by 26 major health systems across the US and 55,000+ nurses

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Profit At The Point Of Care.

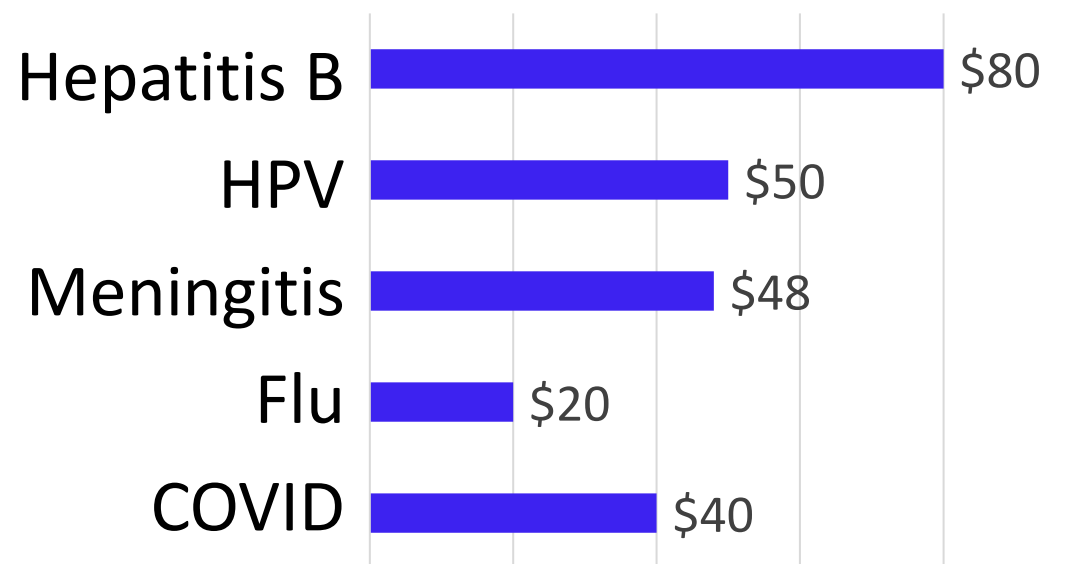
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Backup

Routine healthcare services represent an untapped opportunity for pharmacies

Pharmacy Revenue by Type of Vaccine



Flu vaccines generate \$4-5 billion in revenues annually

CLIA waived POC test procedures available in retail pharmacies across the USA

- HbA1c and blood glucose tests for diabetes screening and monitoring
- Cholesterol test for screening and monitoring
- Urine albumin test for kidney function
- Strep test for sore throat
- Mononucleosis test
- Urinary tract infections test
- Tuberculosis purified protein derivative test
- Common sexually transmitted infections tests
- (chlamydia, gonorrhea, hepatitis A, B and C, HIV, genital herpes, syphilis, trichomoniasis and genital warts)

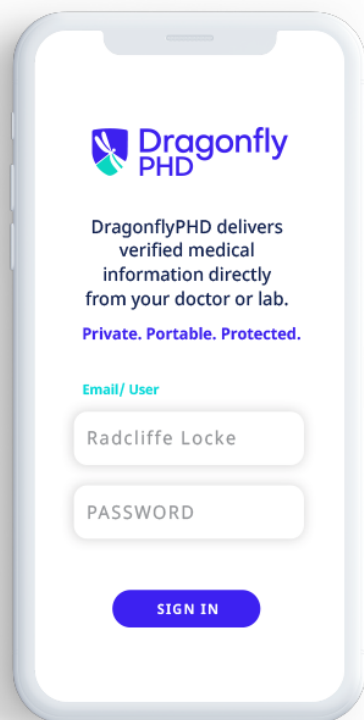
Pharmacists can reduce costs and improve health outcomes associated with chronic diseases

Collaborative Care Program	Average Net Savings	Improved Patient Health
The Asheville Project	Average net savings of \$1,622–\$3,356 per person per year	50% average reduction in number of sick days
Patient Self-Management Program for Diabetes (PSMP)	Average net savings of \$918 per person per year	94% of patients met the Health Plan Employer Data Information Set (HEDIS) goal of A1C levels < 7%
Diabetes Ten City Challenge (DTCC)	Average net savings of \$1,079 per person per year	A1C and screening rates improved to 97%; 91% of patients achieved an A1C level that met the HEDIS goal

https://www.cdc.gov/dhdsp/pubs/docs/translational_tools_providers.pdf

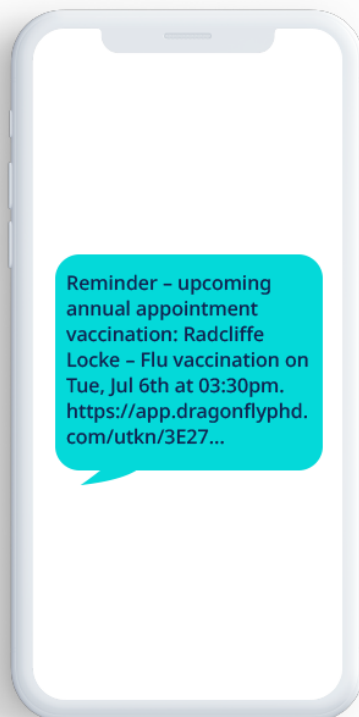
Tools for Patient Engagement

Patient sign up and Portal



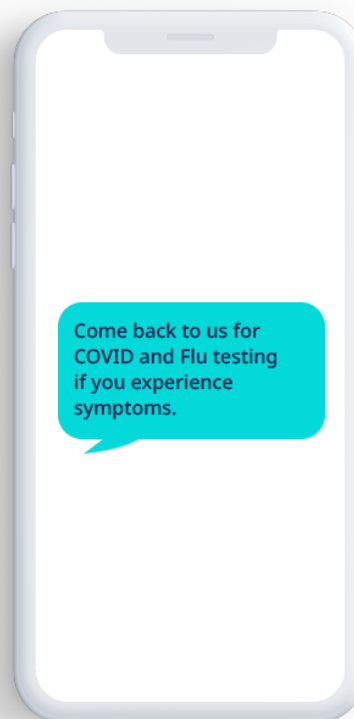
Dragonfly remembers patient profile information

Appointment Reminders



Automation helps to reduce no-shows

Post-appointment Follow up



Keep patients returning to you for additional services

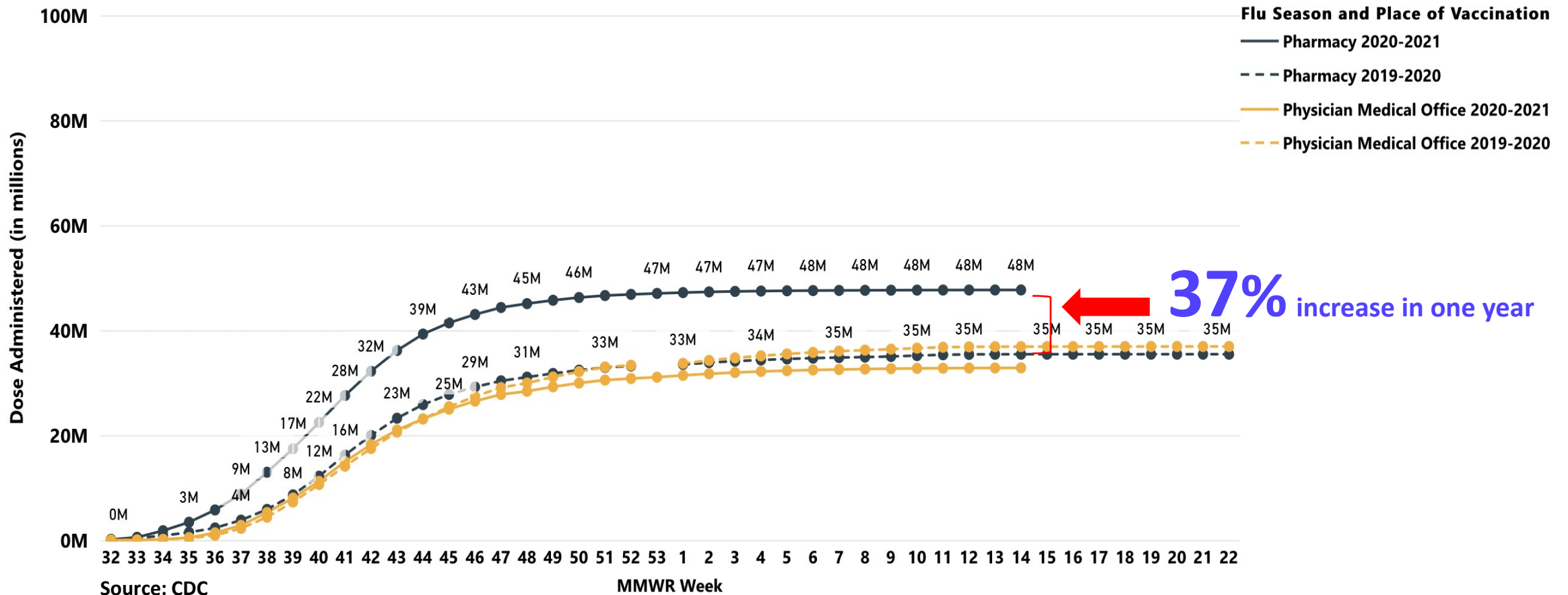
Clinical follow up

- ☒ Annual Flu Vaccine
- ☒ Shingles Vaccine
- ☒ Tetanus Booster
- ☐ Pneumonia Vaccine
- ☐ Pharmacogenomic Testing
- ☐ MTM Counseling
- ☐ HbA1C POC testing
- ☐ Lipid POC testing
- ☐ COVID testing
- ☐ COVID booster

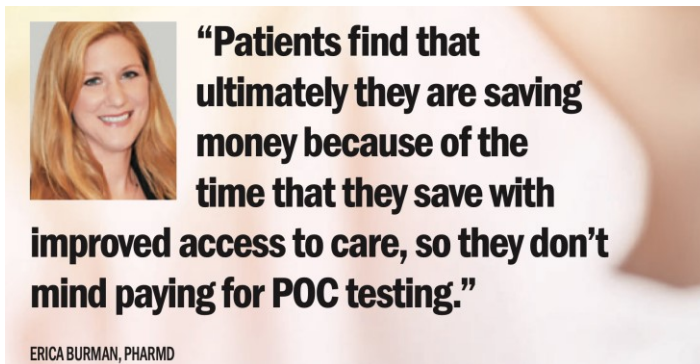
Target patients for additional services

Americans increasingly look to pharmacies to obtain the flu vaccine

Weekly Cumulative Estimated Number of Influenza Vaccinations Administered in Pharmacies vs. Physician Offices 2019-2021



Patients and payers are driving demand to pharmacies



Washington Post

U.S. pharmacies attract new flu shot customers as coronavirus surges

November 17, 2020

“...More Americans are choosing to get vaccinated at local pharmacies than in the past, partly due to cancellation of annual “flu shot clinics” in workplaces that remain shut by the pandemic. Walmart reported increased demand from entire families seeking shots.”

INSIDER

While the government didn't tell commercial health insurers what to pay doctors for the shot, most insurers have followed Medicare's lead and are paying about \$40, pediatricians said.

Pediatricians say that UnitedHealthcare is paying about half as much for the COVID-19 vaccine as other insurers



Dragonfly Addresses the Needs of Key Stakeholders

For Providers

- Seamless patient sign up and clinical processing
- Management of employees and facilities
- Integration with laboratories and EHRs
- Instant reporting to patients and accounts for compliance management
- Reporting, claims management and payment processing

For Patients

- Mobile-first web-based application
- Schedule, confirm, cancel appointments for convenient clinical services
- Instant access to results/records
- Create secure accessible account, no need to re-enter information

Enables providers to deliver profitable services at scale, driving additional customers and improved patient experience