



PROGRESSIVE CARE

OTCQB: RXMD

MANAGEMENT

Shital Mars
Chief Executive Officer

Alan Jay Weisberg
Chief Financial Officer
Chairman of the BOD

Key Statistics

- Market Cap: ~\$50-70 Million
- Total Shares Outstanding: 414,084,140
- Float: 324,358,080
- 52 Week Range: .01 – 0.2659
- 2018 Range: .0140- .2659
- 30 Day Average Volume: 14,373,651
- Filing Status: OTCQB
- Alternative Reporting through OTC Markets



Management Team

Board of Directors

- Alan Jay Weisberg – Chairman
- Shital Mars
- Jervis Hough (Independent)
- Oleg Firer (Independent)



Senior Management

- Shital Mars – CEO
- Alan Jay Weisberg, CPA – CFO
- Armen Karapetyan – General Manager
- Robert Bedwell, CPA – Controller
- Birute Norkute – Pharmacy Operations Manager
- Pamela Roberts, Rph – Pharmacist-in-Charge
- Lyz Dominguez- Compliance Supervisor

PharmCo·Rx

Introduction





- PharmCo, LLC is the wholly owned subsidiary of Progressive Care and the sole operating entity
- PharmCo was established in 2005 as traditional retail drug store
- Location: 901 N Miami Beach Blvd, Ste 1-2, North Miami Beach, FL 33162
- In 2010, the Company reverse merged into a public entity and began a business transformation
- Today, PharmCo is a fully formed health care services company and provider of prescription pharmaceuticals

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Outline of Services

- ✓ Retail Pharmacy
- ✓ Compounded and Specialty Medications
- ✓ Long Term Care Pharmacy
- ✓ 340 B Services to community organizations
- ✓ Tele-Pharmacy
- ✓ Medication Therapy Management (MTM)
- ✓ Health Practice Risk Management
- ✓ Patient Health Risk Review
- ✓ Case Management Access Point
- ✓ Durable Medical Equipment
- ✓ Free Same Day Delivery
- ✓ OTC Pharmaceuticals and Medical Supplies



How Do We Compare

Traditional Pharmacy

- The average US pharmacy fills 6,000 prescriptions per month to a retail patient
- Traditional drug stores have business models that revolve around using pharmaceuticals as a loss leader to bring the customer in the door to buy higher margin convenience items.
- Management of medication therapies are primarily driven by the patient

PharmCo·Rx

- PharmCo fills ~20,000 prescriptions per month
- PharmCo is more than a traditional drug store
- PharmCo is a health services company that is structured around the provision of prescription pharmaceuticals
- PharmCo coordinates patient care with the health care provider, insurance company, the care giver, and the patient
- PharmCo reviews the prescribing trends of physicians
- PharmCo conducts in-home health risk assessments
- PharmCo produces custom compound medications

Industry Trends

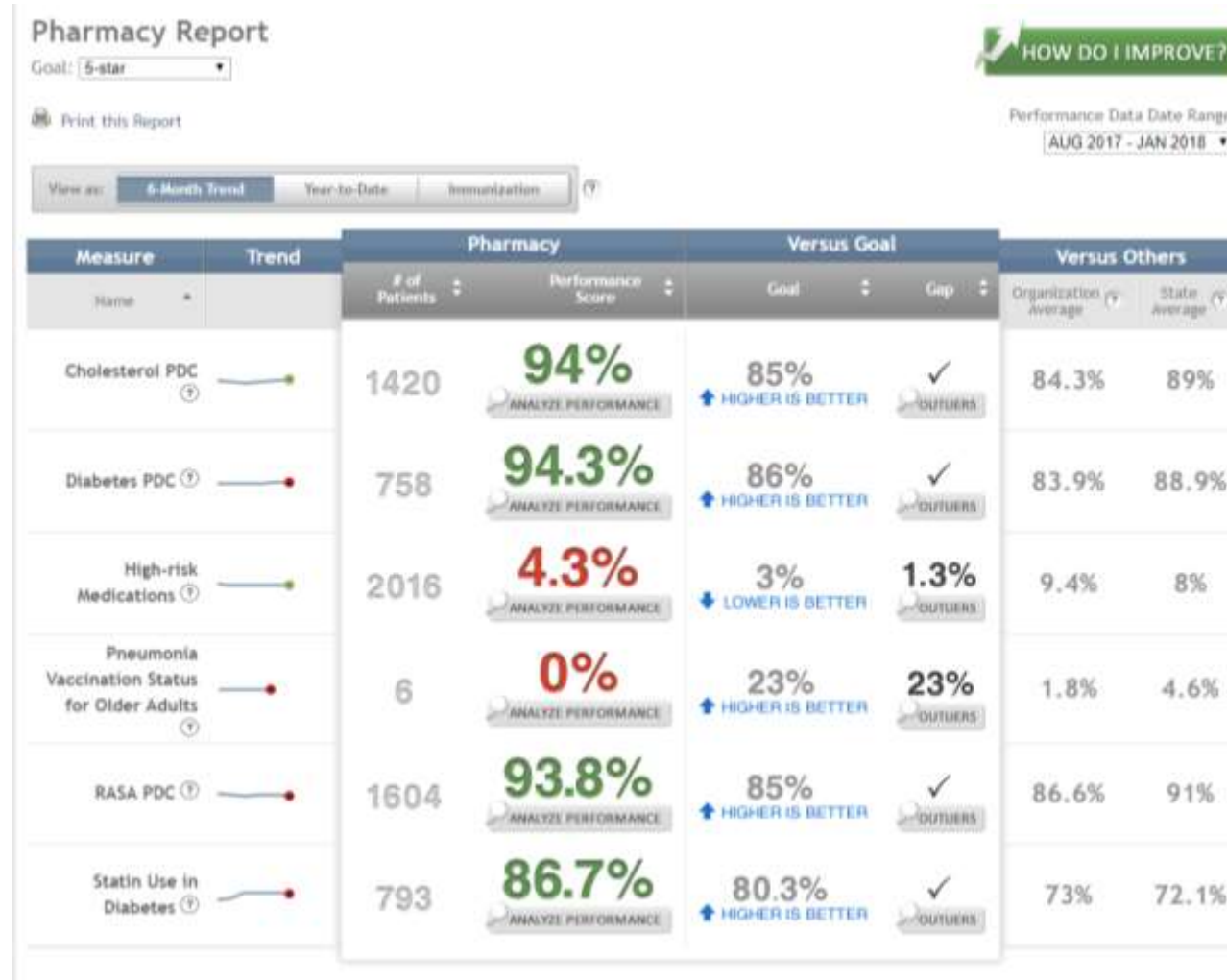


- Chronic Disease is soaring
 - Need for maintenance medications is rising, leading to predictable and reliable prescription patterns
- Healthcare policy makers and payers are increasingly mandating what doctors can prescribe
 - Pharmacies must be proactive with doctors about what they prescribe to ensure that they are not subject to costly recoupments and the doctor can provide best health outcomes for its patients under the guidelines
- Boundaries between different forms of health care are blurring
 - Pharmacies need to develop healthcare alliances that unify the health care delivery process
 - Doctors, Pharmacies, and Care Givers must work together to manage the health of the patient
- Increasing accountability for health outcomes placed on physicians and pharmacies
 - With capitated risk contracts, providers are responsible for the healthcare usage of their patients as well as the outcomes.
 - Pharmacy and Provider performance is tied to each other.

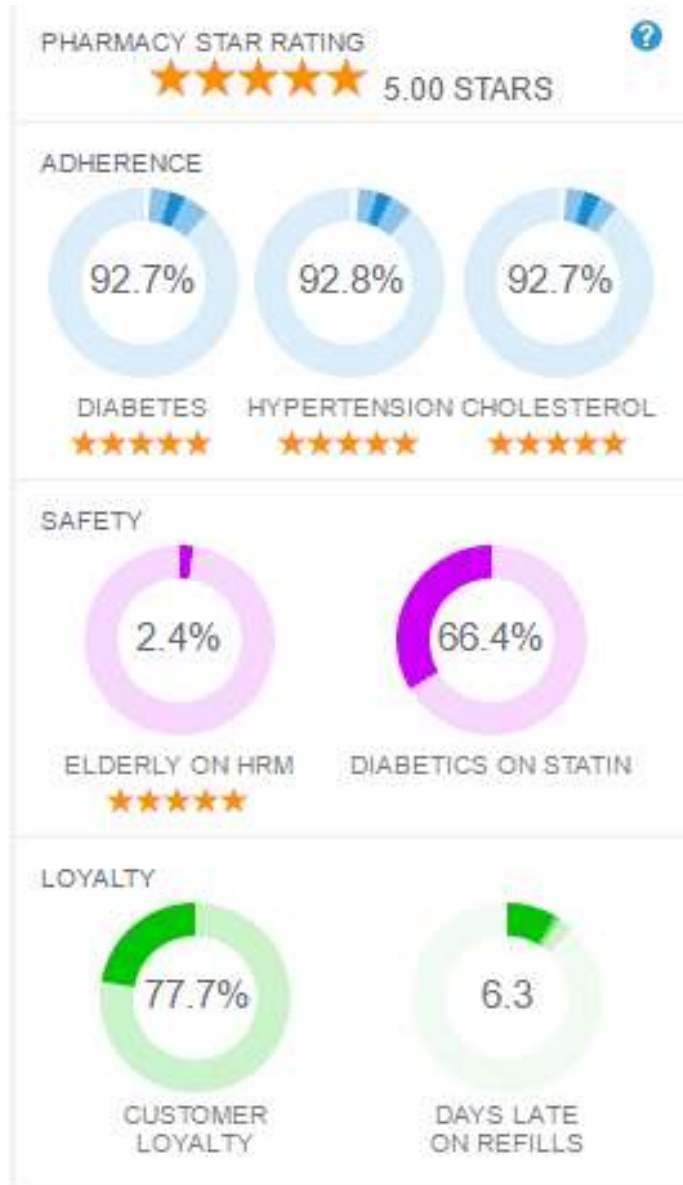
How is PharmCo·Rx· Leading the Industry

- PharmCo monitors the patient throughout the healthcare process
 - Doctors are under increasing pressure to ensure adherence to a therapy regimen to increase health outcomes and reduce costs.
 - By monitoring the patient, PharmCo ensures they take their prescribed medication and get their medications refilled on time
- PharmCo reviews a doctor's prescribing trends and advises on appropriate adjustments
 - This reduces risks of audit review for the doctor and increases the status of PharmCo in the eyes of the Provider Benefits Management companies (PBMs)
 - It also improves health outcomes for the patient because the pharmacy provides the most up-to-date pharmacology information to the doctor
- PharmCo sends a licensed healthcare individual to patient homes to evaluate health risks
 - Often doctors are unaware of impediments to adherence to drug regimens that exist within a patient's life situation.
 - PharmCo identifies the obstacles, informs the doctors and addresses the issues with the patient and his/her care giver.
- PharmCo is a community keystone
 - The Company sponsors health fairs, conducts education and outreach, and engages in a number of charitable giving activities such as hand delivering hundreds of turkeys for Thanksgiving.

Key Performance Statistics

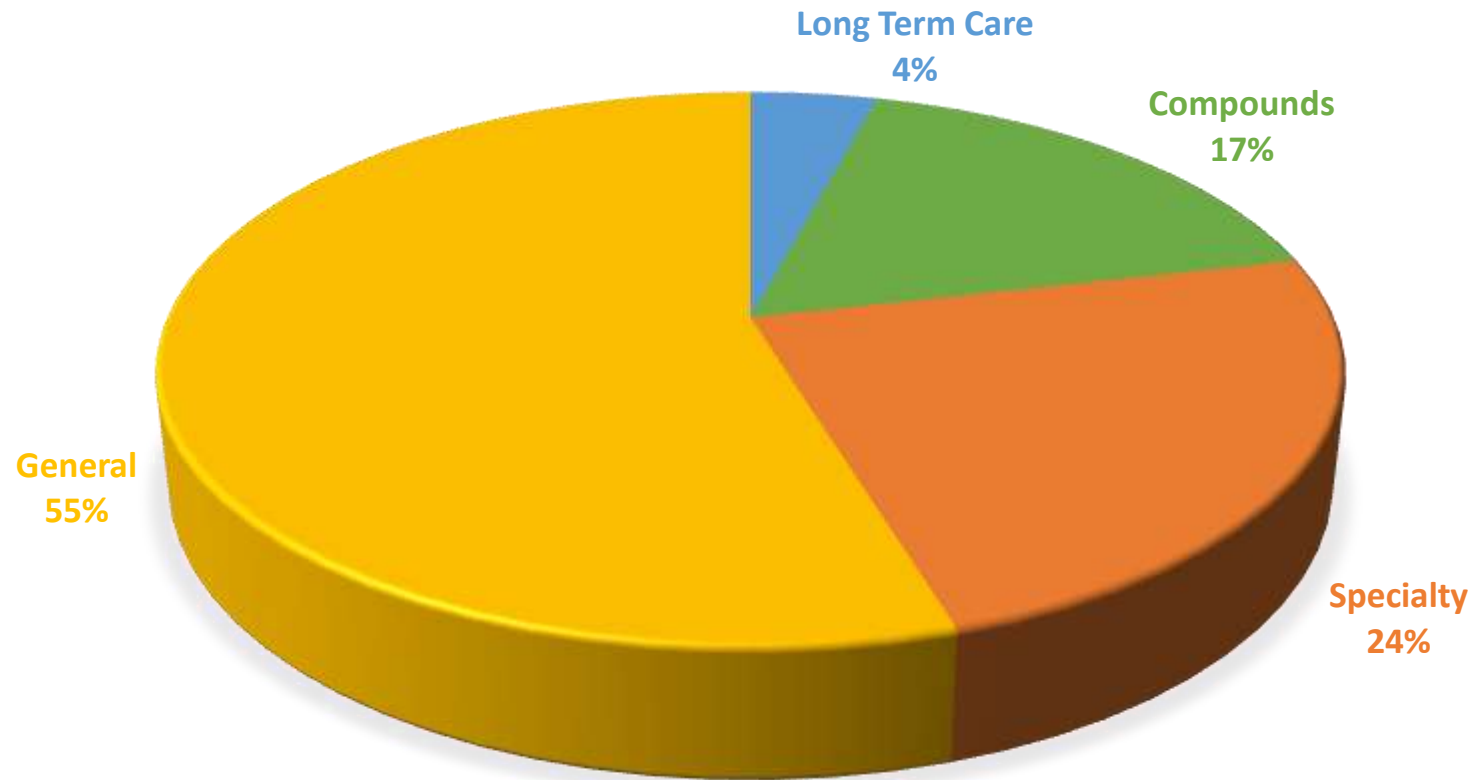


Key Performance Statistics

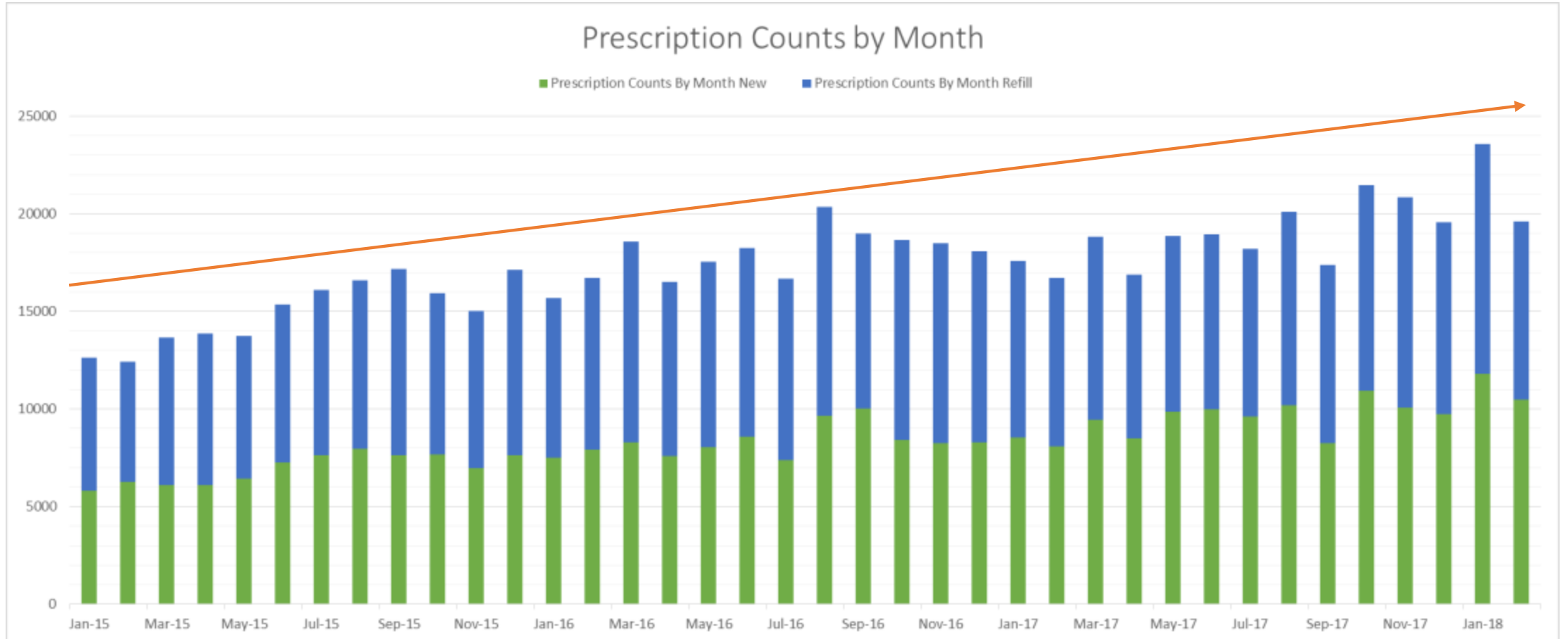


Last 12 Months
Chronic Diseases – 14
Active Patients – 13,000
Unique Drugs Dispensed – 5,700
Active Physicians – 2,600

Pharmacy Revenue Distribution



Prescription Counts by Month



Financial Statement Highlights



- Revenues
 - 2013 = \$9.33 Million
 - 2014 = \$11.27 Million
 - 2015 = \$13.60 Million
 - 2016 = \$18.32 Million
 - 2017 = \$20.11 Million
- 2nd Year of Positive Consolidated Earnings
- Over 225,000 Prescriptions Filled

Key 2017 Achievements



- Change of listing tier to OTCQB
- Addition of Independent Board Members: Jervis Hough and Oleg Firer
- Majority Independent Audit Committee
- Completion of 2016 Audited Financial Statements
- 225,000 prescriptions filled
- Over 21,000 prescriptions filled in a single month
- Over \$20 million in net revenues
- Secured Community AIDS Network 340B contract.
- Doubled monthly 340B revenues since December 2016
- Raised over \$2.75 million for 340B charitable organizations
- Reached over 50 employees
- Developed a tele-pharmacy platform in conjunction with software provider MDFlow
- Licensed in the following states: Colorado, Connecticut, Florida, Georgia, Illinois, Nevada, New Jersey, New York, Pennsylvania, Texas, Utah, Arizona, Massachusetts
- 5-star rating
- Opened first PharmCo Pharmacy Resource Center
- Celebrated PharmCo's 10-year anniversary

Agenda Going Forward

Progressive is working on ambitious goals for 2018

- Achieve 25,000 prescriptions filled in a single month by December 2018
- Increase annual overall sales to \$22 million
- Secure additional 340B contracts and long term care facility relationships
- Close on acquisition to further expansion into Palm Beach County
- Achieve full enterprise profitability and earnings growth
- Opening more Pharmco Pharmacy Resource Centers in retirement and long term care communities.
- Strengthening our tele-pharmacy platform
- Development of proprietary products and software



Thank you for listening

Any questions?

