



VENTURE
50
2023

Investor Package

**Moving pharmacy
forward.**

Cautionary Note Regarding Forward-Looking Statements

Information in this press release that involves Avricore Health's expectations, plans, intentions, or strategies regarding the future are forward-looking statements that are not facts and involve a number of risks and uncertainties. Avricore Health generally uses words such as "outlook," "will," "could," "would," "might," "remains," "to be," "plans," "believes," "may," "expects," "intends," "anticipates," "estimate," "future," "positioned," "potential," "project," "remain," "scheduled," "set to," "subject to," "upcoming," and similar expressions to help identify forward-looking statements. In this press release, forward-looking statements include statements regarding: the completion of the placement and the expected timing thereof and the Company's expected use of proceeds from the placement; the unique features that the HealthTab™ platform offers to pharmacists and patients. Forward-looking statements reflect the then-current expectations, beliefs, assumptions, estimates and forecasts of Avricore Health's management. The forward-looking statements in this press release are based upon information available to Avricore Health as of the date of this press release. Forward-looking statements believed to be true when made may ultimately prove to be incorrect. These statements are not guarantees of the future performance of Avricore Health and are subject to a few risks, uncertainties, and other factors, some of which are beyond its control and may cause actual results to differ materially from current expectations, including without limitation: failure to meet regulatory requirements; changes in the market; potential downturns in economic conditions; and other risk factors described in Avricore's public filings. These forward-looking statements speak only as of the date on which they are made, and the Company undertakes no obligation to update them publicly to reflect new information or the occurrence of future events or circumstances, unless otherwise required to do so by law.

Neither the TSX Venture Exchange nor its Regulation Services Provider (as that term is defined in the policies of the TSX Venture Exchange) accepts responsibility for the adequacy or accuracy



We made the list!

TSXV:**AVCR**

Learn more about the Venture 50 [here](#), and watch our CEO, Hector Bremner speak on what this means for the company [here](#).

[#V50](https://tsx.com/venture50)



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TSXV: AVCR



The Problem

Healthcare needs new tools.

Healthcare systems around the world are feeling the strain of a reactive model that is costly and ineffective. At Avricore Health, we believe in a more accessible and proactive approach that empowers patients and improves outcomes.

The Problem

Chronic disease epidemic.

Chronic illness causes [71% of deaths worldwide](#) and is responsible for the majority of the global burden of disease. Yet these conditions are preventable and can be managed proactively with medication and lifestyle modification.

\$68B

Direct healthcare costs in Canada from chronic illness

50%

Canadians over 20 have one or more chronic diseases

1/3

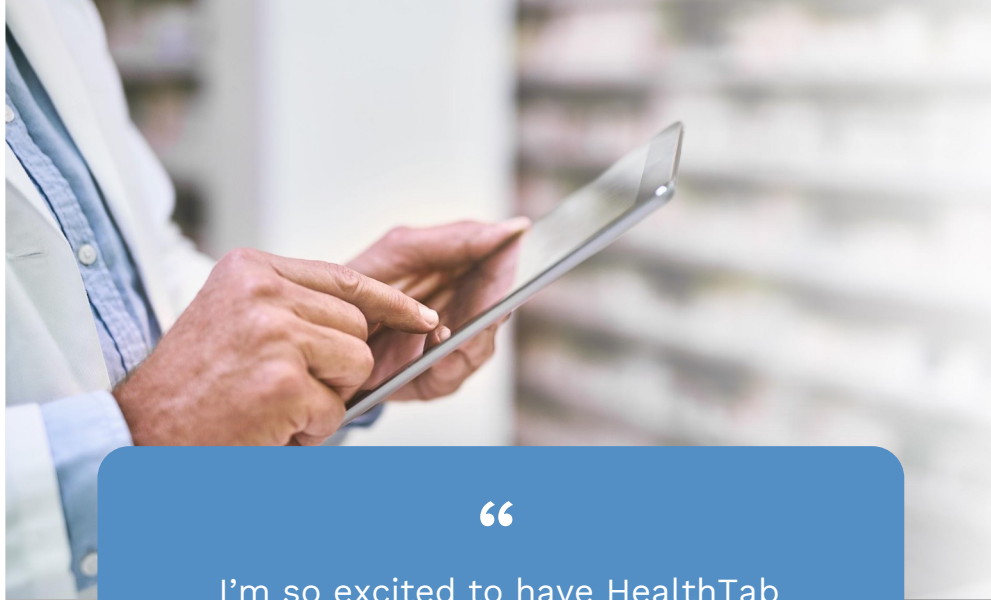
Canadians currently has diabetes or prediabetes

Pharmacy Shift

Pharmacy is transforming.

Pharmacies are investing in technology to facilitate the [future of their practice](#) as it shifts from pill dispensary to health consultancy.

As trusted health experts, pharmacists can then provide high value clinical services, such as early disease risk and prevention.



“

I'm so excited to have HealthTab in my store because I believe it demonstrates a new and better way to do pharmacy practice.

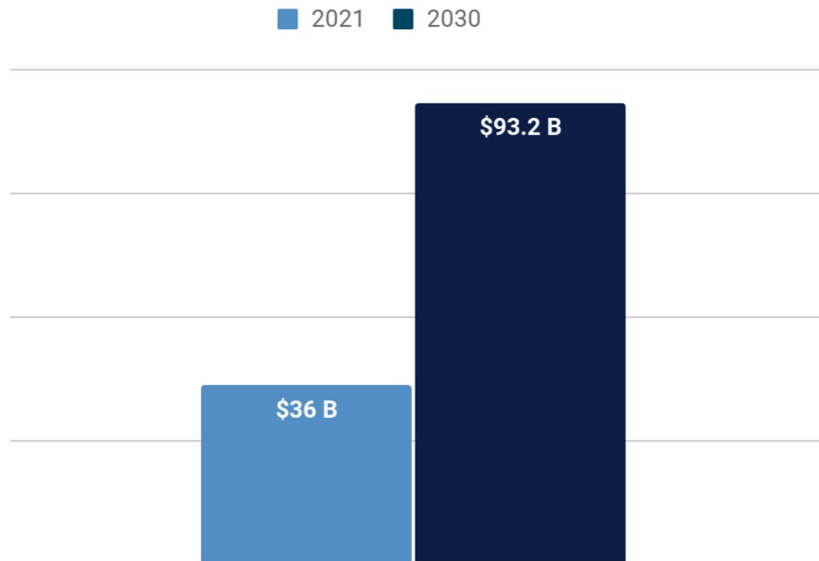
– **Mohamed Adel Elsabakhawi**

Pharmacist & Associate Owner,
Shoppers Drug Mart

Market Potential

Growth of POCT.

The point-of-care testing market is poised for [significant growth](#) over the next eight years to meet the increasing demand for fast, accurate health data in the community.





Digital Health Trend

Empowered patients.

The digital health revolution is finally putting patients at the centre of their own care. With better access to actionable data, they can take an active role in achieving their health goals.

‘HealthTab is focused on becoming the world’s largest, most reliable POCT network in community pharmacies.’

– **Hector Bremner**

CEO, Avricore
Health

HealthTab Solution

Turnkey POCT for pharmacy.

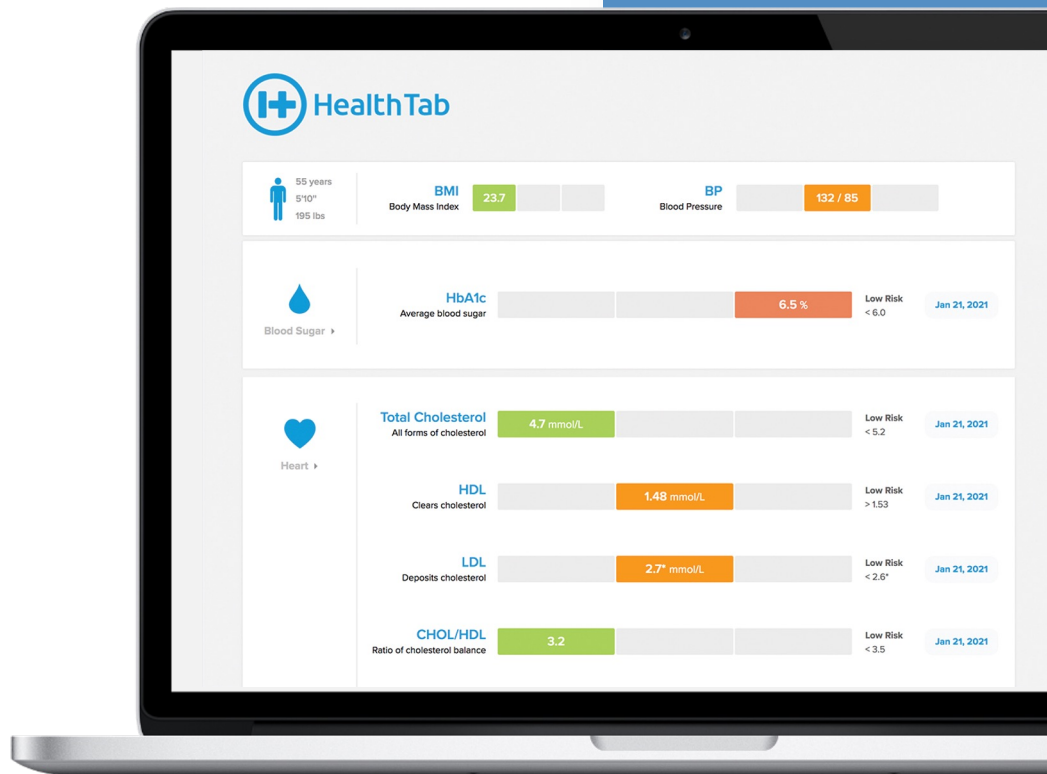


HealthTab™ brings the best point-of-care analyzers onto a single, secure cloud-based network. It gives patients and pharmacists access to actionable data in real time, when it matters most.

HealthTab

23 biomarkers in minutes.

HealthTab™ provides fast, lab-accurate results for screening and monitoring chronic disease as well as testing for some common viral and bacterial infections. Data can be viewed immediately online.



Instruments

Testing menu.

Through agreements with Abbott Rapid Diagnostics, HealthTab™ currently supports the following three POCT devices.



AFINION 2

Tests:

A1c, Lipid Profile,
C-Reactive Protein



I-STAT

Tests:

Kidney Function,
Electrolytes



ID NOW

Tests:

RSV, Strep,
Influenza A & B

HealthTab

Revenue model.

Pharmacies

100,000+

- Addressable market of community pharmacies in Canada, US & UK
- Currently in 416 Shoppers Drug Mart locations and entering growth phase

System Fee

\$250/mth

- Monthly cost to lease the system per location (based on a single instrument)
- Designed to be rapidly scaled through Abbott distribution agreement

Test Margin

30%

- HealthTab also generates revenue with each test (consumable reagents)
- Opportunities to drive volume include customized programs for health insurers and CROs

HealthTab

Store earning estimates

Baseline

\$1000/mo

- Still training up and building in-store workflow
- Maybe experiencing staff limitations or expertise.

Focused

\$2000/mo

- Has at least one staff pharmacist assigned to services.
- Has become comfortable and is building client base

Superstars

\$4000/mo

- Makes a specific decision to focus on services, commits resources.
- Does not accept limitations, focused on yielding the maximum returns on services, with the high-margin value.

HealthTab

Network growth

This year

**Approx.
1000**

- Currently in over 450 locations.

Next year

2500

- Combination of Canadian and other market growth

The following

4000

- Some pharmacy networks are in the several thousand locations in size.
- Regulatory and funding for screening in pharmacy is expected to be firm in most jurisdictions.

‘We’re proud to be a part of this amazing journey with HealthTab as we believe POCT in pharmacies is the future.’

– **Daniel Saint-Pierre**

GM, Abbott Rapid Diagnostics

Competitive Advantage

The HealthTab difference.



1st to Market

Dedicated poct system for pharmacy



Easily Integrated

API allows for seamless data integration



Quality Control

World-class QC programs provided by CEQAL



Pharmacy Focused

Expert knowledge of industry and operations



Harmonized Data

Single testing network for consistent results



Patient Centered

Designed for convenience and quality of care

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SHOPPERS
DRUG MART



Master Agreement

Diabetes management.

In August 2022, Avricore announced a Master Agreement to expand the HealthTab™ platform for diabetes management in up to 450 Shoppers Drug Mart locations, plus the Real Canadian Superstore based Pharmacist Walk-In Clinics.



Shoppers Drug Mart

Pilot Overview.

53

Pharmacies across
Ontario
participated

A1c

Initial focus was diabetes
and heart disease markers

80%

Patients learned something
new about their health

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Master Agreement

Primary Care Innovation

With the expanded scope of practice for community pharmacists in Alberta, the Loblaw's owned Real Canadian Superstore in Lethbridge opened a first-of-its-kind Pharmacist Walk-In Clinic. The site includes HealthTab to offer real-time POCT screening for diabetes and heart disease risk

Avricore Health Inc.



Roadmap 2023

01

Canadian Expansion

Growing with existing and new partners

02

New Markets

Test UK and US as new markets for HealthTab.

03

Drive Volume

Increase testing volume with new programs.

04

More Partnerships

Adding new collaborations via API



Appendix

Cap table.

ISSUED AND OUTSTANDING		SHARES	POSSIBLE PROCEEDS
		97,845,264	
EXPIRY DATE	PRICE	WARRANTS	\$ CAD
November 27, 2022	\$0.20	770,733	154,147
		770,733	154,147
EXPIRY DATE	PRICE	OPTIONS	\$ CAD
December 8, 2022	\$0.10	650,000	65,000
March 27, 2023	\$0.10	200,000	20,000
April 11, 2023	\$0.10	150,000	15,000
January 24, 2024	\$0.08	140,000	10,500
April 1, 2024	\$0.06	140,000	8,400
October 15, 2024	\$0.05	1,470,000	73,500
November 18, 2025	\$0.08	500,000	40,000
December 8, 2025	\$0.08	710,000	56,800
January 28, 2026	\$0.19	150,000	28,500
March 22, 2026	\$0.25	1,800,000	450,000
August 10, 2027	\$0.15	2,725,000	408,750
		8,635,000	1,176,450
FULLY DILUTED		107,250,997	1,330,597

Income Projections.

Year ended December 31, 2023			
Inputs	Low	Mid	High
Total stores	930	1,371	2,080
Number of patients per day	2	4	6

	Low	Mid	High
	\$	\$	\$
Revenue	12,008,000	29,478,000	60,558,000
Cost of sales	7,010,000	18,647,000	39,359,000
Gross profit	4,998,000	10,831,000	21,199,000
Gross Margin	42%	37%	35%
Operating expenses	1,680,000	1,845,000	2,105,000
Net Income	3,318,000	8,986,000	19,094,000
Net Margin	28%	30%	32%

Balance Sheet

Projections.

Year ended December 31, 2023			
	Low	Mid	High
	\$	\$	\$
Cash	2,860,000	7,542,000	16,136,000
Accounts Receivable	1,657,000	4,438,000	9,775,000
Other Current Assets	79,000	79,000	79,000
	4,596,000	12,059,000	25,990,000
Capital Assets	2,354,000	3,550,000	5,459,000
Total Assets	6,950,000	15,609,000	31,449,000
Liabilities	1,614,000	4,606,000	10,338,000
Equity	5,336,000	11,003,000	21,111,000
Total Liabilities & Equity	6,950,000	15,609,000	31,449,000

Cash Flow

Projections.

Year ended December 31, 2023			
	Low	Mid	High
	\$	\$	\$
Net cash provided (used) by Operating Activities	3,418,000	9,430,000	20,145,000
Net cash provided (used) by Investing Activities	(1,535,000)	(2,864,000)	(4,985,000)
Net cash provided (used) by Financing Activities	35,000	35,000	35,000
Cash, end of year	2,860,000	7,542,000	16,136,000



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Thank You
