



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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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

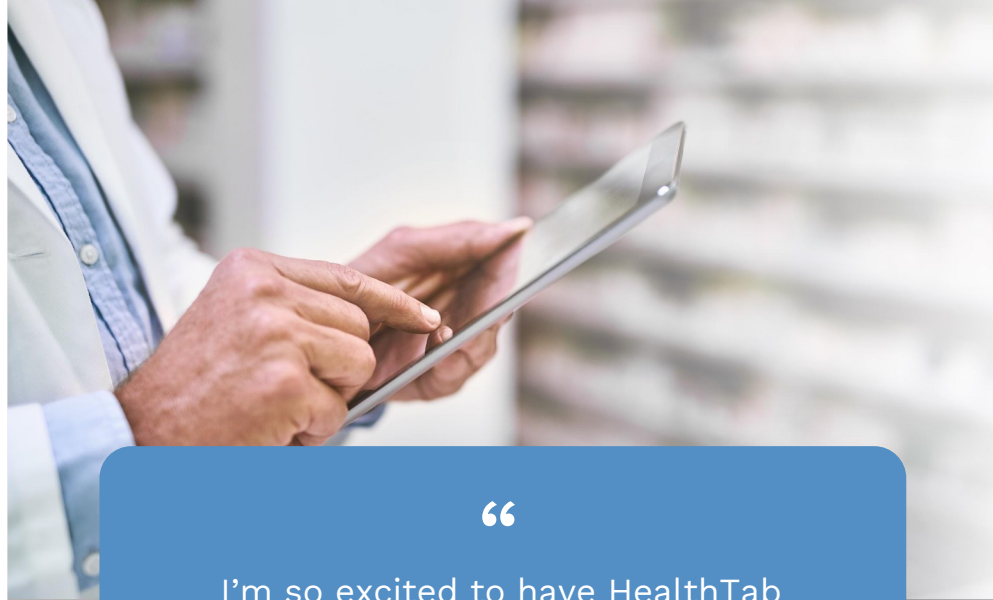
Canadians currently has diabetes or prediabetes

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.

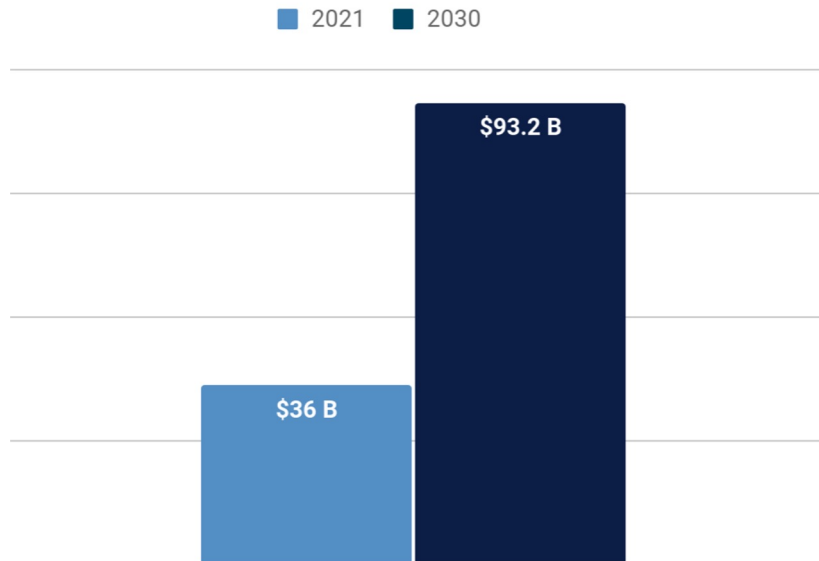
– **Mohamed Adel Elsabakhawi**

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.

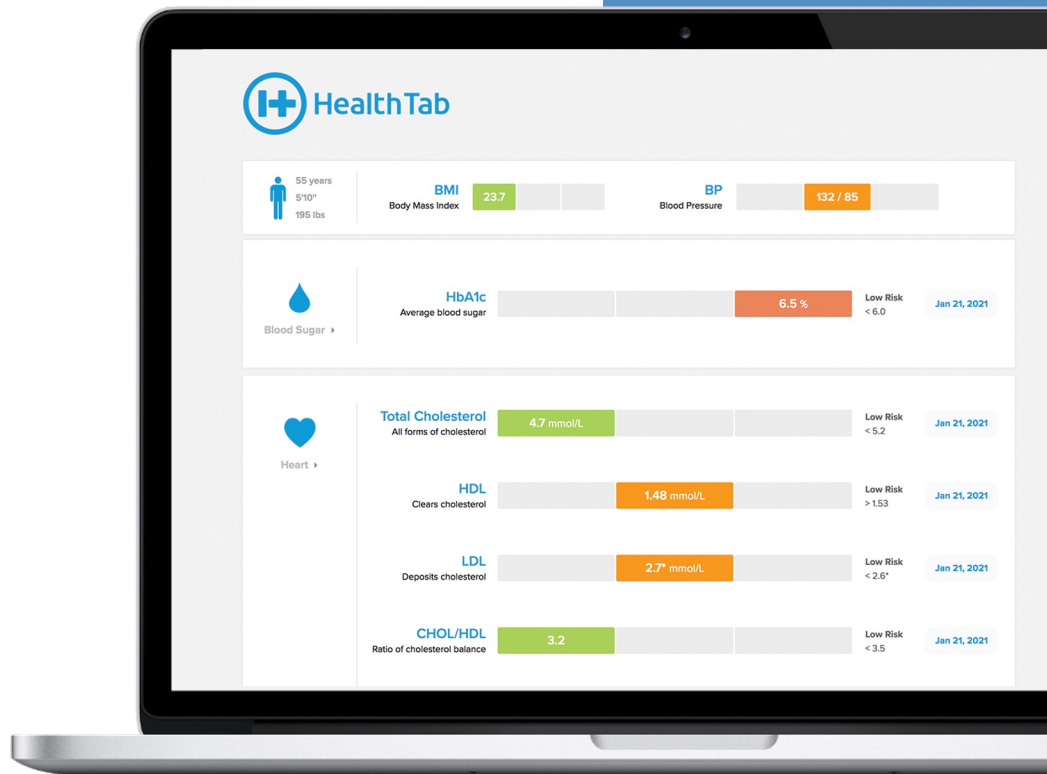


HealthTab™ brings the best point-of-care analyzers onto a single, secure cloud-based network. It gives patients and pharmacists access to actionable data in real time, when it matters most.

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

Instruments

Expanding our scope.

The Company also recently announced that in late 2023 the world's most accurate and popular blood glucose meter for people living with diabetes will be integrated into HealthTab.

This is the first time near-to-patient data will be reporting in patient's accounts, providing time-in-range data which will greatly enhance the pharmacists' ability to support meaningful consultations and advice.

**Contour[®]
next GEN[™]**
Blood Glucose
Monitoring System



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

Current

**Approx.
532**

- Currently operating

2023

**Approx.
1000**

- Combination of Canadian and other market growth

The following

**Approx.
2500**

- 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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e



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

Shoppers Drug Mart Initial Pilot 2021-2022

Pilot Patient Impacts.

- ✓ 6900 Patients, 15,000 tests completed
- ✓ On average, **31%** received a new chronic medication
- ✓ **28%** required a change in their current medication
- ✓ 235 patients were newly identified as diabetic
- ✓ Research has also shown that pharmacist-led care management resulted in lower total cost of care and fewer hospitalizations. These results demonstrate the important role that a pharmacist plays as a key member of the patient's health care team.
- ✓ 60 per cent of patients needed an intervention to better manage their chronic disease

"This pilot highlights the significant gap in access to treatment for those living with a chronic illness in Ontario. However, this pilot project also demonstrates that pharmacists can play a role in helping to close this critical healthcare gap by offering accessible, high-quality care."

- **Justin Bates**

CEO, Ontario Pharmacists Association.

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Master Agreement

Primary Care Innovation

With the expanded scope of practice for community pharmacists in Alberta, the Loblaws 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



New Markets

Going International



HealthTab™ has been selected by a collaborative involving the internationally renowned Barts Heart Centre and HEART UK to assess the feasibility of community pharmacists in the UK's ability to complement opportunistic blood pressure checks with cholesterol testing to assess overall cardiovascular risk and build on the clinical services offered.

The feasibility study seeks deeper insights and ways to build off the successful delivery of over 930,000 blood pressure checks in just over a year through approximately 6000 pharmacies as part of NHS initiative to support risk identification and prevention of cardiovascular disease.

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 |



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Thank You
