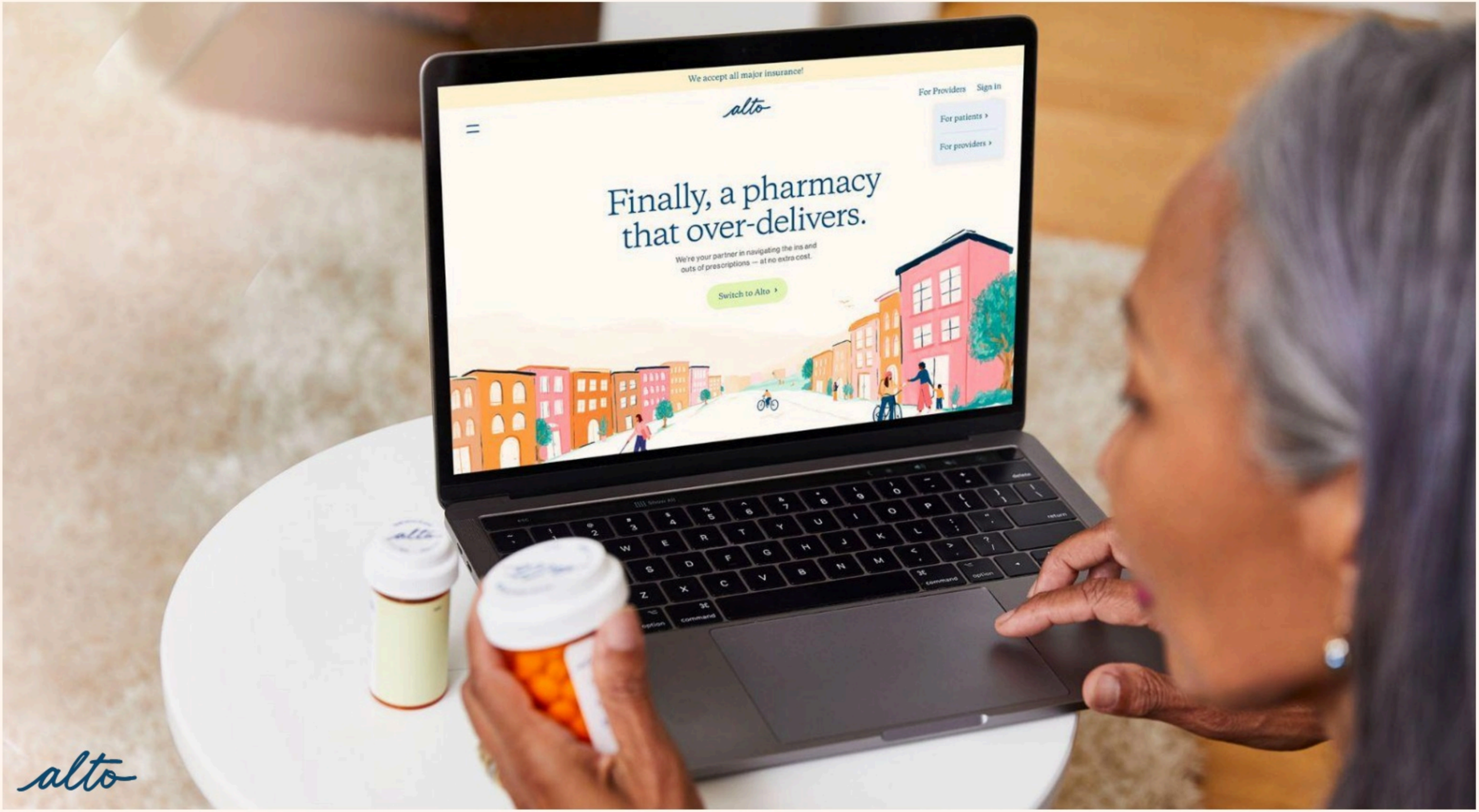
We accept all major insurance!
alto
For Providers
Sign in
For patients ›
For providers ›
Finally, a pharmacy that over-delivers.
We're your partner in navigating the ins and outs of prescriptions — at no extra cost.
Switch to Alto ›
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Investment Highlights

1. **Delivering $XM ARR and growing >100% YoY**
   Leading disruptor of $450B pharmacy space

2. **Demonstrated positive contribution margin (+$X per order)**
   Up from -$X in 2019 and on track for +$X by 2023

3. **Capital efficient geo expansion model**
   Live in 11 cities, centralized Rx processing, licensed in 48 states, and robust regulatory tech backbone

4. **Powered by the only next generation pharmacy tech infrastructure**
   In house systems supporting prescription processing from doctor to delivery

5. **Beloved by patients and providers with NPS of 90**
   NPS of >85 sustained for more than 4 years (with weekly sample >1000)

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Business Overview

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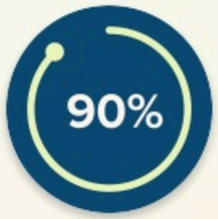
The Current Pharmacy Experience is Highly Inefficient



Scripts still picked up at retail

Scripts never picked up

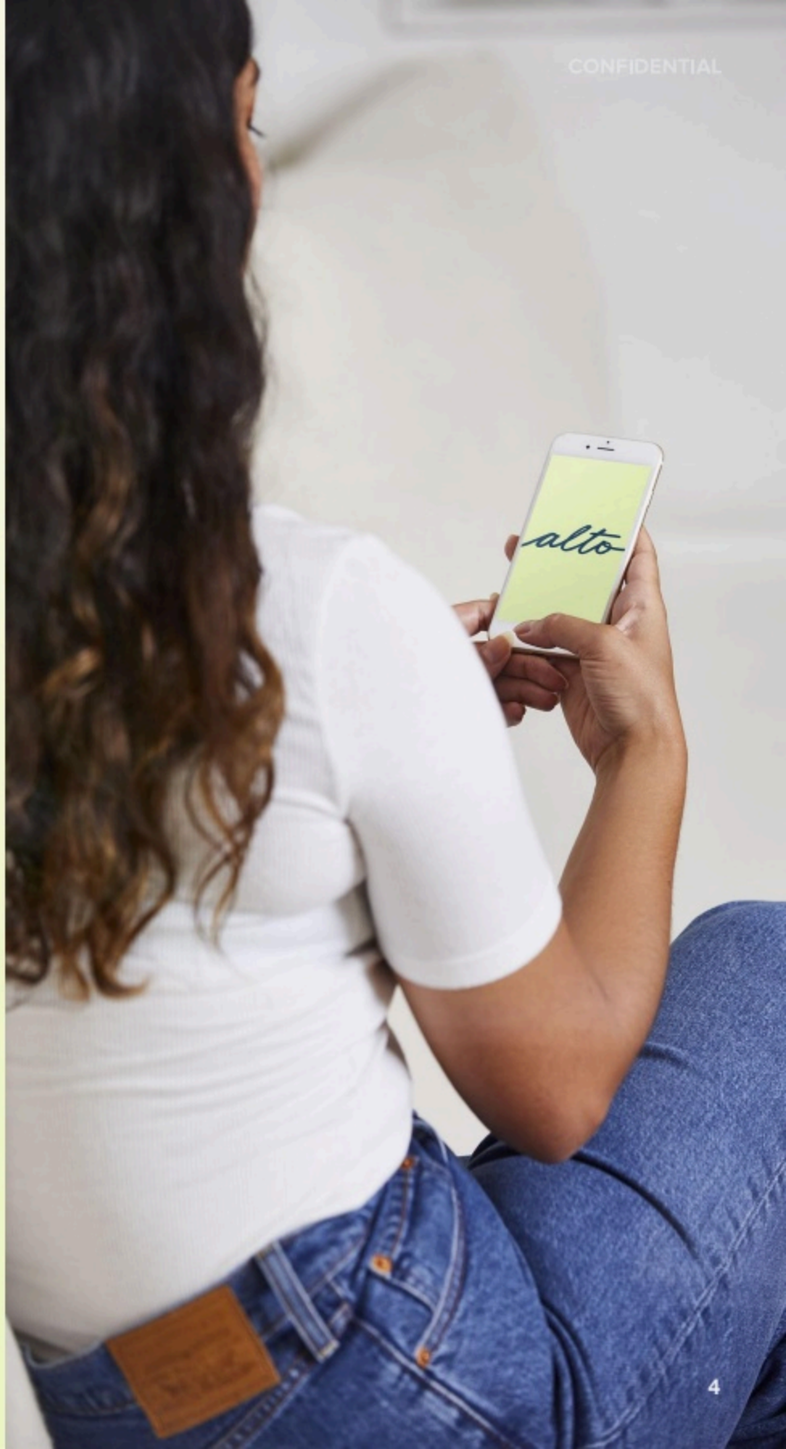
NPS at the largest U.S. Pharmacy[1]

In drug spend per capita

~$100B In medical waste directly tied to the above criteria

1. 2021 NPS for CVS Health

Source: Customer.guru, Wall Street Journal



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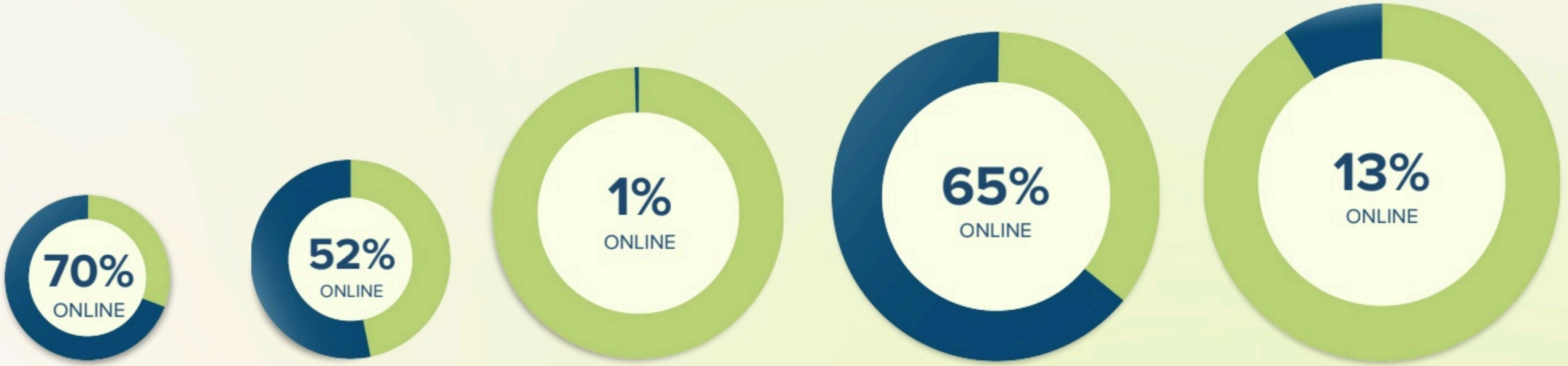
Pharmacy is the Largest Consumer Industry Still Offline

It is also one of the last large consumer sectors that can provide a wedge into consumers' homes



$48B TAM
Taxi / Ride-Hailing

$189B TAM
Food Delivery

$450B TAM
Pharmacy

$778B TAM
Travel

$1.1T TAM
Grocery

Source: Statista and other industry data. Pharmacy TAM from third party consulting work.

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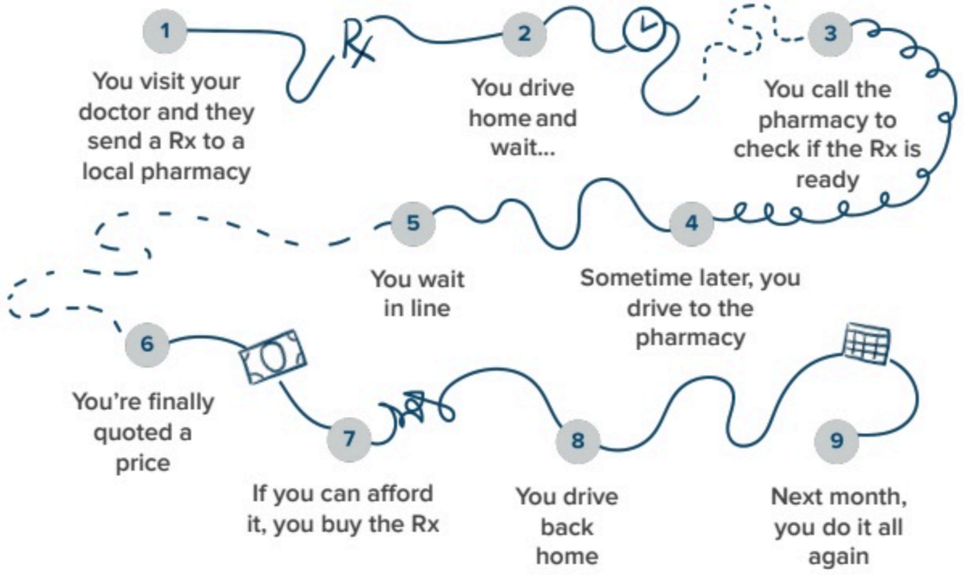
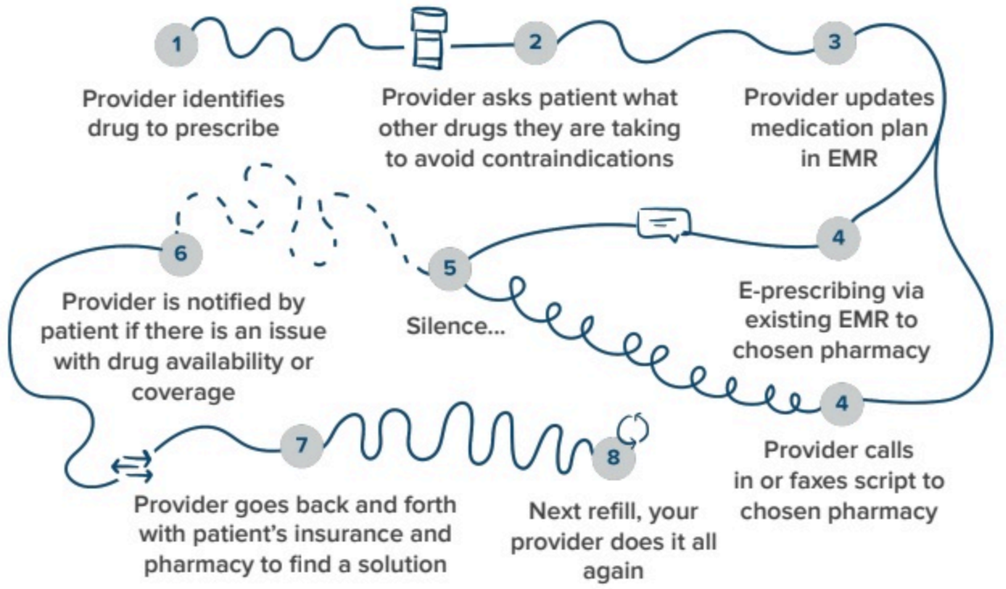
The Current Experience is Broken for Patients and Providers

Patient



Provider



KEY CHALLENGES

- Inconvenient in-store pharmacy experience
- Lack of pricing transparency / affordability
- Lack of clear support channels

KEY CHALLENGES

- Manual processes cause administrative burden
- Lack of visibility to patient adherence
- Patient dissatisfaction with lead times and refill requests

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The Alto Experience Fixes That

Patient

1. You visit your doctor, and they **recommend Alto Pharmacy**

2. You **receive a text in minutes** notifying you that Alto is processing your script

3. In **less than an hour**, you are notified of the price, availability, and you can **schedule your delivery**

4. You head home, track your delivery on the app, and your **script arrives soon after**

5. You opt-in for refill enrollment, and next month your medication **automatically arrives** at your door

Provider

1. **Same initial steps** from drug identification to calling in the script to the pharmacy[1]

2. Provider can **track real-time status** of prescription **through AltoMD**

3. Provider is **automatically contacted to resolve any issues** with drug availability or coverage

4. Provider **drives medication adherence**

ALTO VALUE PROPOSITION

- Prescription price visibility / optimization
- Real-time care access by phone, text or app
- Flexible and fast courier delivery

ALTO VALUE PROPOSITION

- Eliminates 20+ hours / week of back-office time
- Core infrastructure to track prescription adherence
- Patient satisfaction with prescription service

1. See prior page for initial steps

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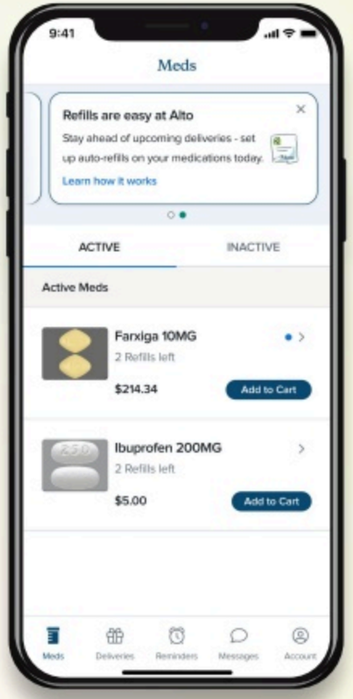
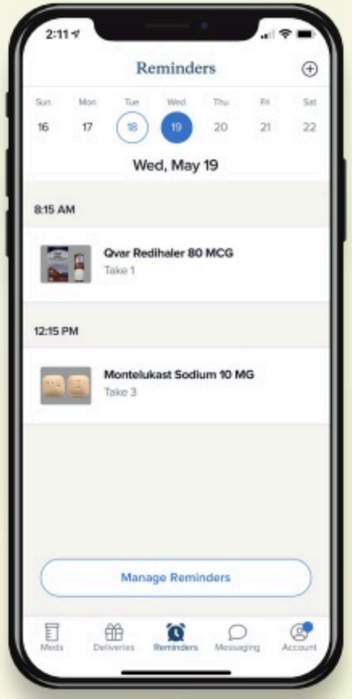
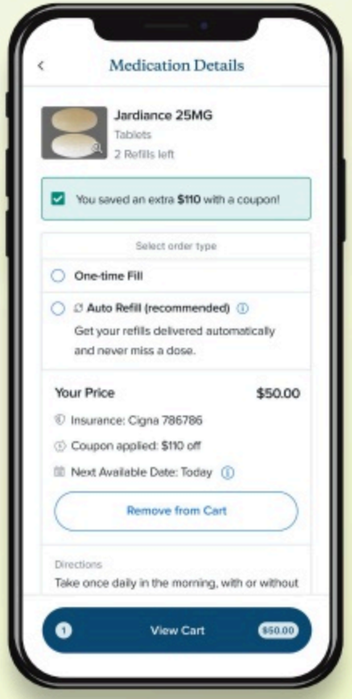
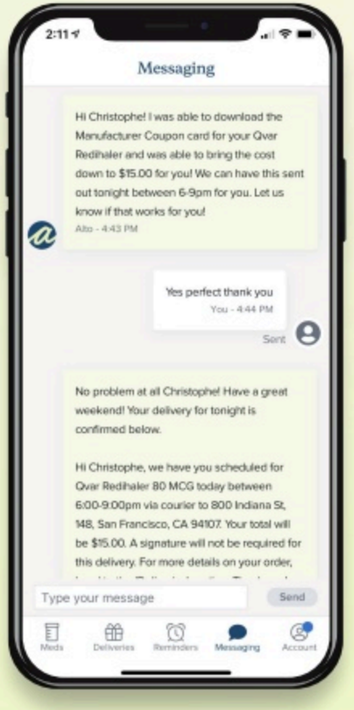
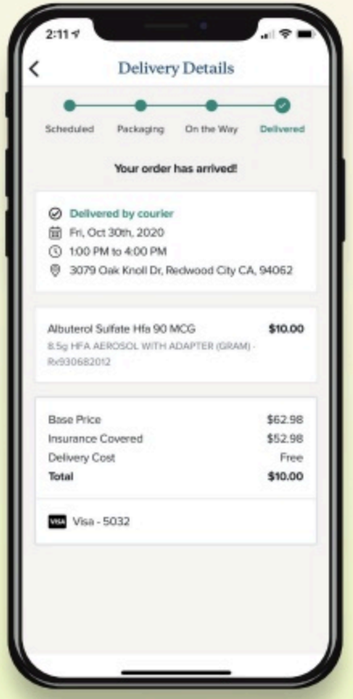
Alto Patient Value Proposition











eCommerce-Like Experience

Simple order fill, cart review, and checkout process

Efficient Health Management

Medication adherence and refill reminders

Prescription Price Optimization

Price transparency and automated coupon search

Communication & Visibility

In-app messaging for all questions

Flexible, Fast Courier Delivery

Real-time courier and delivery tracking

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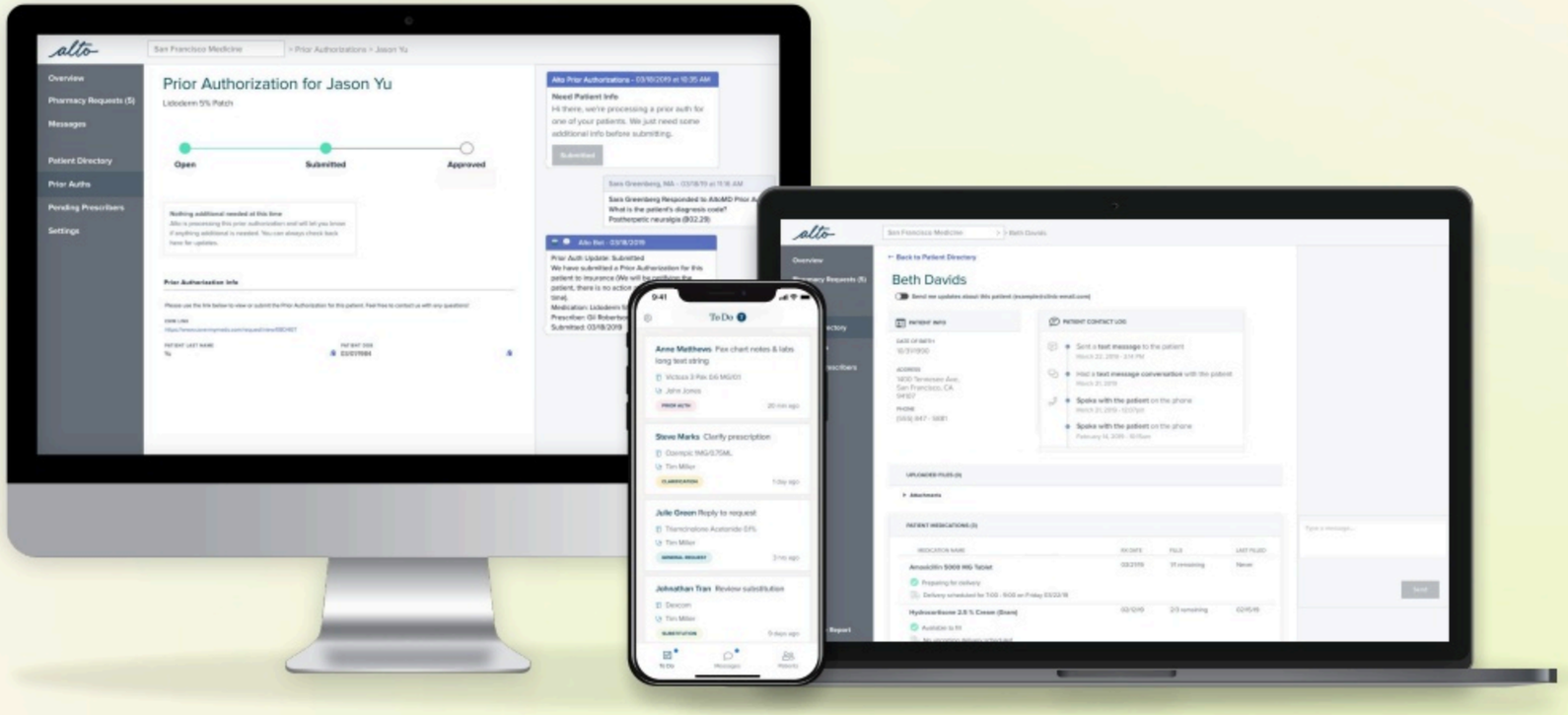
Alto Provider Value Proposition



Workflow Optimization

Clear, prioritized action list all in one place

Lower Administrative Burden

Easy to use, web-based platform that cuts down lead times

Increased Transparency

Visibility into prior authorization (PA) status and medication adherence

Real-time Communication

Instant messaging with Alto care team

Increased Patient Fill-Rate & Adherence

Visibility into when patients fill scripts with follow up reminders

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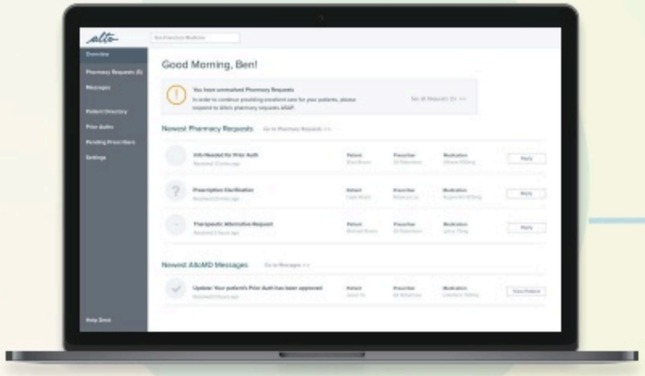
With an End-to-End Software Platform Powering the Next Generation of Pharmacy



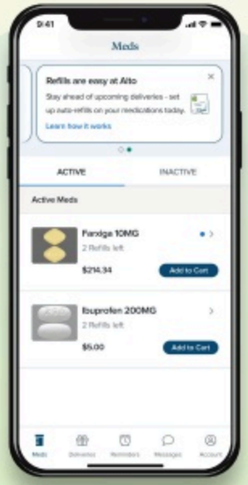
AltoMD

Provider focused portal for transactions, communication and reporting

Wunderbar Platform

Modern Pharmacy Software for Care, Fulfillment and Delivery Operations

- **Care Operations**
- **Supply Chain Operations**
- **Third Party Integrations**
- **Data Infrastructure**



Alto App

Mobile-first application for patient self-service

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Alto Offers a Differentiated Approach

alto PHARMACY

- Patient-First Mentality
- Same-Day Delivery
- Focus on Provider Pain Points
- Navigates Complex Sub-Specialties
- Clinical Operations Excellence
- Deep, Sticky Patient Experience

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Alto Uniquely Aligns the Broader Healthcare Ecosystem

Patient

1. Rx optimization
2. Communication transparency
3. Same-day convenience
4. “White glove” service

Provider

1. Satisfied patients
2. Lower administration burden
3. Increased fill-rate & adherence
4. Increased transparency (with AltoMD)

alto PHARMACY

Pharma

1. Medication adherence
2. Priority med alignment
3. Lower SG&A: Alto pull-through

Payor

1. Lower MLR[1] via adherence
2. Improved Med D star rating
3. Increased visibility & transparency
4. Patient / employer differentiator

1. MLR means Medical Loss Ratio

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Commercial & Growth Strategy

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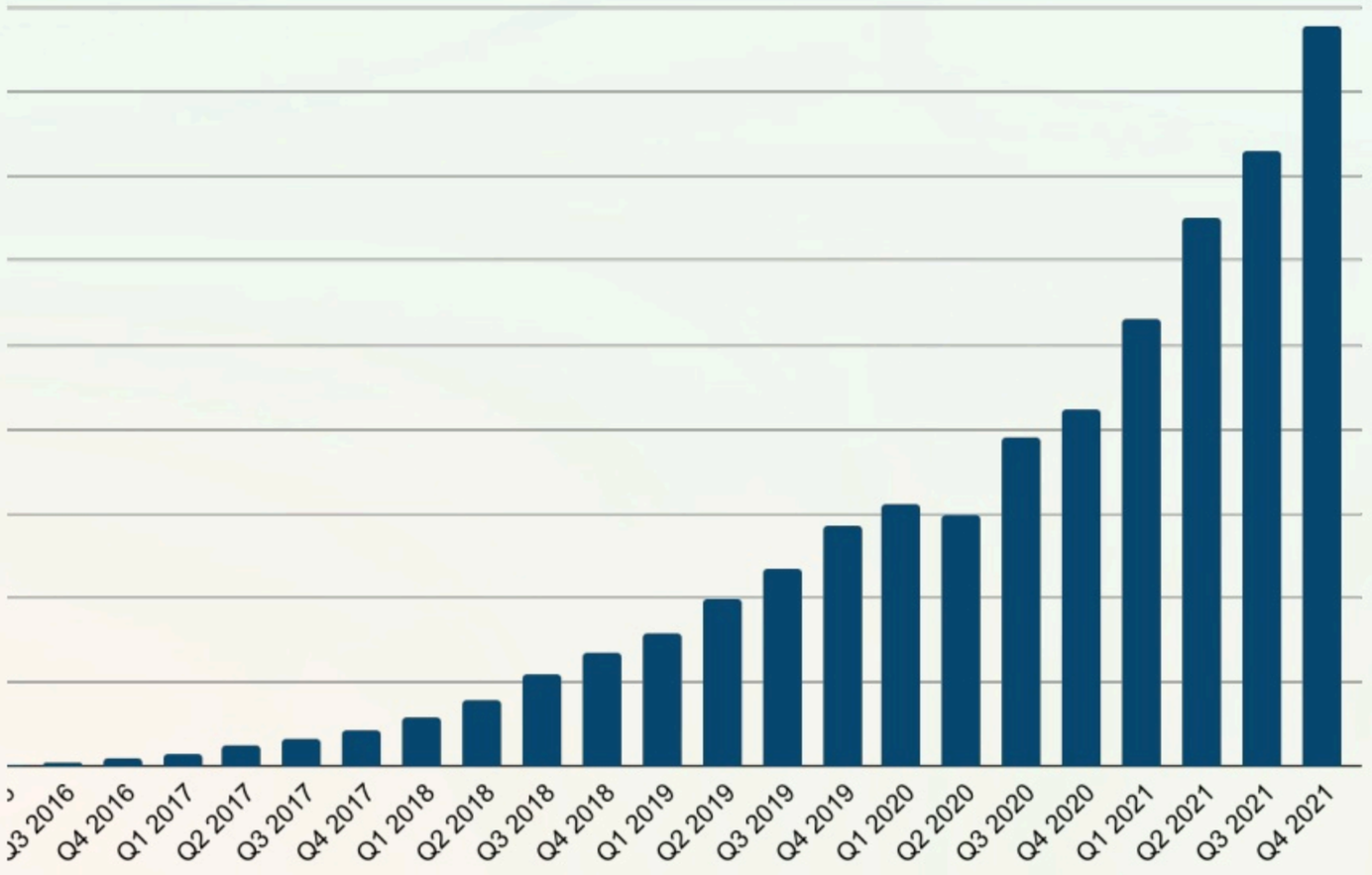
Currently delivering $XM in ARR, and drastically outpacing competitors

Revenue Growth



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Our Growth Strategy

Provider-Driven GTM Approach

Regional Focus

- Expand into high-value U.S. markets
- Deploy hub and spoke model to ramp up new markets in a capital efficient manner
- Augment and leverage existing logistics network

Sales & Marketing Efforts

- Augment sales force to capture market share in existing and new markets
- Roll out marketing campaigns to generate greater brand awareness

Therapeutic Offering

- Deepen focus in chronic treatments
- Leverage provider and patient relationships to become one-stop-shop for prescriptions over time

Other Core Initiatives

- Drive conversion to Alto app and refill-enrollment
- Enter adjacent care markets to increase value proposition
- Focus on enterprise customers
- Expand patient coverage (e.g., Medicare Part D, assisted-living, health plans)