

Sempre allows members to share in the savings they generate when they make responsible decisions with their health.



 SEMPRE  
HEALTH



# 1 in 3 Americans skips care because of cost.

This nonadherence has sweeping consequences.



## \$300B

Annual cost of nonadherence & suboptimal drug administration

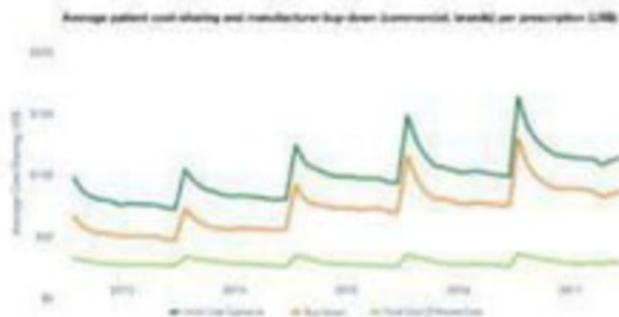
\* Clinical side effects, cognitive/behavioral issues, inconvenience, or primary/secondary care

Brewster, S. A., Gabel, J. R., & Scrimshaw, S. C. (2007). Potential role for cost-containment medication nonadherence in control of the epidemic. *Journal of General Internal Medicine*, 22(5), 364-371.  
The New England Journal of Medicine. (2010). *Tracking Down the Pillbox: A System of Incentives to Improve Patient Medication Adherence for Chronic Diseases*. *New England Journal of Medicine*, 262(26), 1-27

There are billions spent on pharma drug coupons each year.  
But, they're not spent well.

**\$4B**

Annual spend on drug coupons



Source: IMS MIDAS, IMS MIDAS, IMS MIDAS, IMS MIDAS, IMS MIDAS, IMS MIDAS, IMS MIDAS



Lack of payor visibility  
& control



One size fits all / little  
power to incentivize



Unsophisticated  
targeting & economics



Increasing regulatory  
scrutiny

What if payors were in the driver's seat?

**Medication affordability is a budget redistribution problem.**



# Sempre allows payors to leverage manufacturer dollars.

We improve adherence and provide a personalized patient benefit over time, **for free**.

1

Sempre's two-sided marketplace matches the supply of brands & budget to demand from payors on the platform.



2

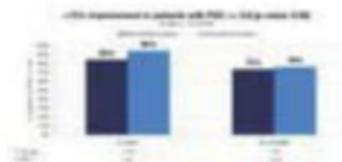
Sempre's proprietary technology ingests payor data, assigns pricing algorithms, and drives adherence with SMS + dynamic discounts at any pharmacy in the country.

Okay - your prescription is ready for pick-up. Because you're on time, you'll pay just \$20 (usually it's \$35) next month. Pick up here again & pay \$15.

Personalized Patient Benefit

3

Partners experience statistically significant improvements in adherence, engagement & downstream outcomes



## Members love us.



What do you like most about this program? What do you like least?



I like saving the money and being reminded to pick my meds up on time. I don't see a downside.

I like that I get reminded and that it gets cheaper when I refill on time and there's nothing I dislike about it.

Cost savings & reminders. There's nothing I dislike about this program.

I'm so happy just to save on these meds every thing helps in this expensive times all you hear is every thing is going up! Tax gas etc !! Makes me sad when do the middle class get their break! Thank you for all you can do for me!! 🙏❤️

I was thankful for [REDACTED] discounts I needed it to live without it after my stent I would have been in trouble I love this company

Obviously the discount is a nice benefit but so are the reminders. I can't think of anything that I don't like. Thanks.

Best would be the savings... And don't really have anything bad to say... The staff that runs this has been helpful in answering questions and taking care of problems with the pharmacy...

Saving money; least not saving enough money

Saving money, & You always notify me, when they are due to be refilled, what I like the least is having to take them

Saves me money which makes me pick up my meds on time and I don't run out and there is no negative

I like the savings. Don't like the fact u don't do it for all drugs.

That u make it possible to continue to live by discounting my scripts, so there is nothing bad about helping people.

So do payors across the country.



**Value to payor partners**

Improved affordability & adherence

Differentiated member offering

Conversational SMS engagement

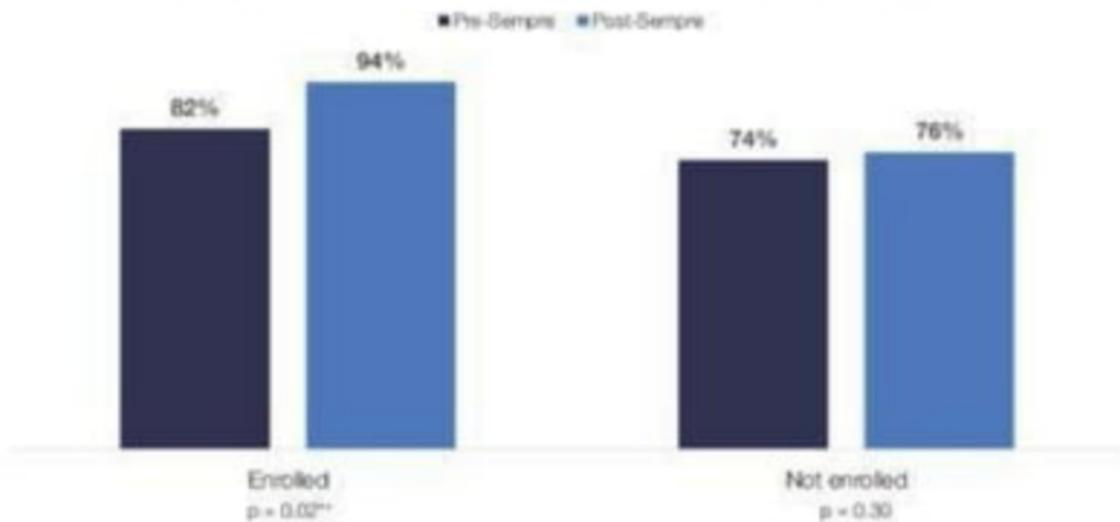
Real-time, real-world data

Supporting existing formulary

Free

It's because our programs work.

**Avg. 15% improvement in proportion of adherent members**



\*\* Statistically significant, 95% CI

We see 8x higher enrollment than typical payor programs.

ENROLLED

**35%**

Member submitted phone number & provided explicit consent to enroll

ACTIVATED

**92%**

Member has filed at least 1 prescription with Sempre

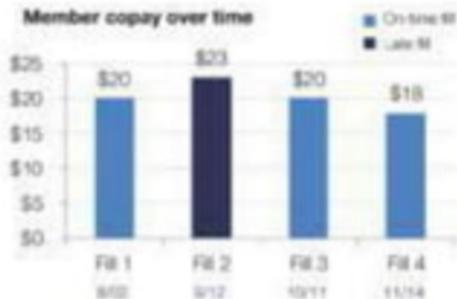
-80% of members enroll without intervention



## Our dynamic discounts change behavior.

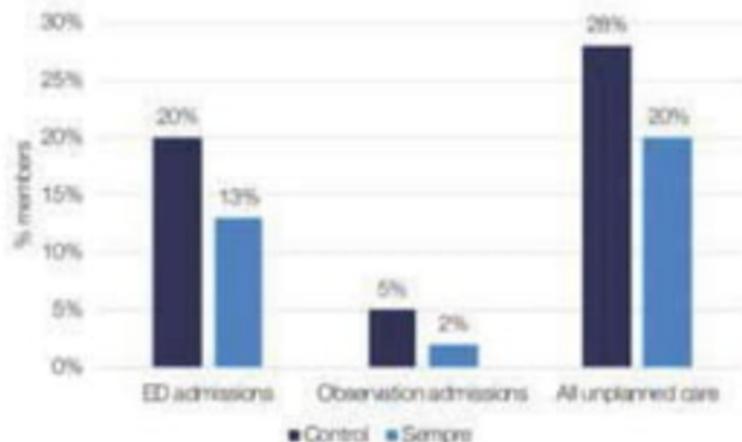
Chris - It's time to pick up your prescription. You'll pay just \$18 if you get it by Nov 14. That's a \$7 savings! After, your copay will go up to \$23.

Thanks - I'll get it today.



- 86% of fills are on-time (within 3 days of the expected refill date)
- 30% of enrolled members were reactivated (had stopped filling more than 30 days before enrolling)
- 36% of members text 'thanks'

This translates to healthier and happier members.



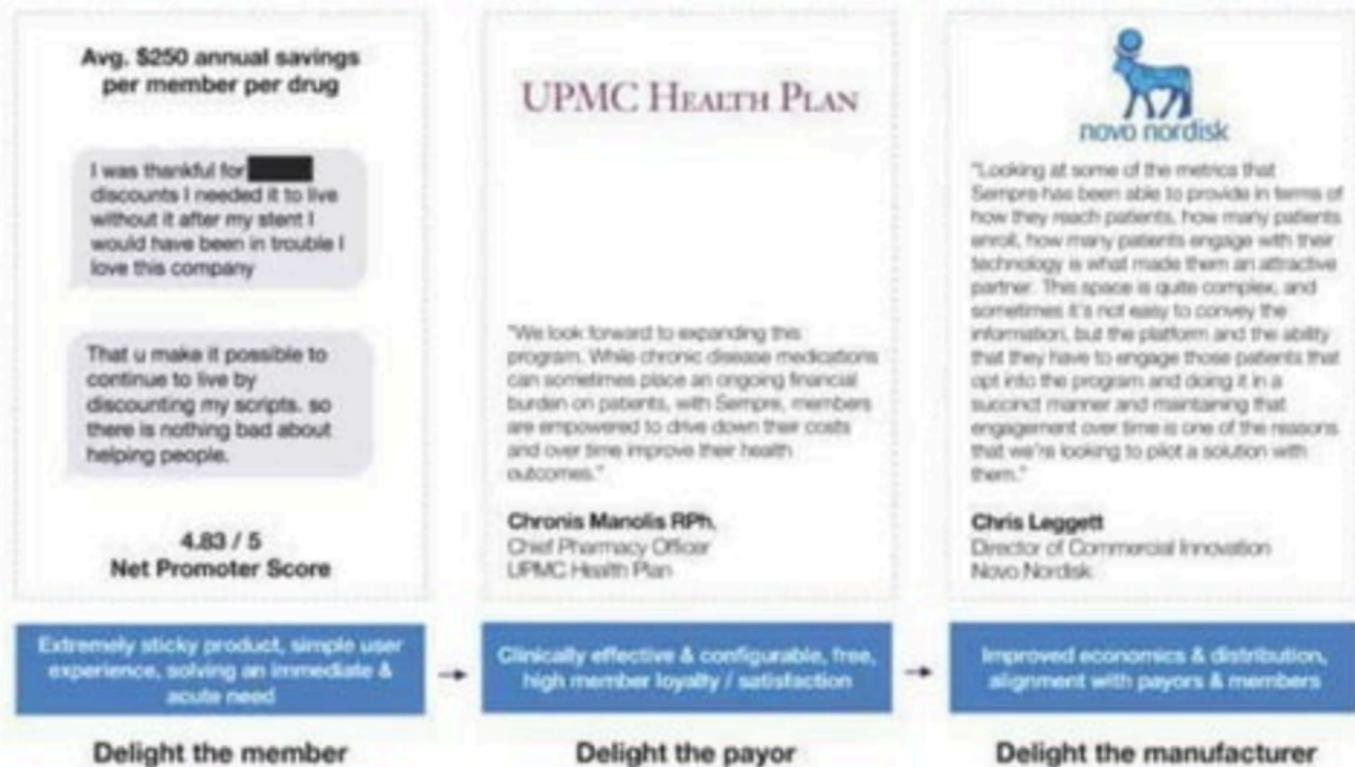
**Judy Miller**  
Illinois

"I signed up because of the financial payments, but I found that I really liked knowing that somebody out there cared whether I got my medication filled each month....by the end of the study I had lost 25 pounds and my fasting blood sugar dropped from 145 to about 100. So thank you for helping me to make these changes in my health."

Sempre allows members to share in the savings they generate when they make responsible decisions with their health.



## Sempre's network effects create a strong & defensible business.



# The future is big and bright.



## Specialty

\$406B annual spend



## Generics

\$140B annual spend



## Medicare

\$129B annual Part D spend



## POS rebates

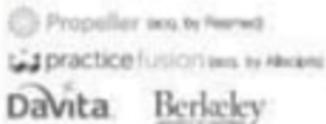
\$76B likely to be passed through to patients if safe harbor is repealed

Our team has the experience & passion to build it.



**Anurati Mathur**

Co-founder & CEO



**Swaraj Banerjee**

Co-founder & CTO



**Kyle Wildnauer-Haigney**

Vice President, Business Development



**Emma Zorensky**

Head of Operations

