

- **Investment Rational**

TailorMed is a healthcare technology company founded to help patients and healthcare organizations remove financial barriers to care by making it easier for patients to afford the cost of treatment. TailorMed's has built the largest network in the US of providers, pharmacies, pharma and patients to tackle medication affordability. Its platform is used by over 1,000 healthcare facilities nationwide including leading health systems, pharmacies, and clinics.

- **Business Strategy**

TailorMed's long term strategy is Removing financial barriers to accessing care. Rising out-of-pocket costs have led to \$140 billion in medical debt, with hospitals incurring \$41 billion in uncompensated care. There's a need for a coordinated effort between providers, pharmacies, and life science companies to tackle this critical issue. TailorMed's innovation is positioned in an ideal way to bring these parties together into a cohesive digital network to help patients access vital cost-saving resources.

- **Core Technology**

TailorMed has developed a proprietary solution that is able to ingest healthcare data from a variety of sources, provide a patient specific prediction of their out of pocket cost and find cost reducing opportunities in the form of financial assistance programs, government plans and free drug programs for patients. The system allows for a proactive outreach to patients in need and to manage the full process of identification, enrollment, orders and collection.

- **Product Profile/Pipeline**

Financial Navigation – predicts patient cost, finds appropriate programs and facilitates enrollment.

Pharmacy – manages the orders of free drug programs.

Insights –analytics module that enables financial, team and patient KPI tracking.

Fund Management – a solution to manage internal hardship programs

- ⊖ **What's Next?**

TailorMed is developing its patient facing solution, enabling patients to self serve to its financial assistance search and enrollment services.