



## **MEDIA TALKING POINTS:**

### **For Use After the Closing of ABD's Village Acquisition**

1. Apothecary By Design, a specialty pharmacy headquartered in Portland, Maine, and a portfolio company of BelHealth Investment Partners, has reached an agreement to acquire Village Fertility Pharmacy, of Waltham, Massachusetts.
  - The transaction was completed October [XX], and includes Village's affiliate, Special Care Pharmacy. Terms are not being disclosed.
2. By joining forces, the two pharmacies are better positioned to grow in the increasingly competitive specialty pharmacy marketplace, and to expand their services to patients in cooperation with healthcare providers and partners.
  - ABD and Village will both benefit from greater economies of scale, shared infrastructure and expertise, and more flexible logistics/shipping capabilities.
3. Village patients will continue to receive the same high-quality fertility care they always have, from the same dedicated staff, in the same location, under the continued leadership of Stuart Levine, R.Ph.
  - Fertility patients of ABD will also continue to receive the high-quality care they've come to expect, now supplemented by the team at Village, one of the country's most distinguished fertility pharmacies.
4. Together, ABD and Village will work to integrate their operations over the months ahead, in alignment with their shared ideals of compassionate care, teamwork, and excellence.



## **MEDIA Q&A:**

### **For Use Prior to Closing**

[FOR ABD]

#### ***Is Apothecary By Design going to acquire/merge with Village Fertility Pharmacy?***

Since we partnered with BelHealth over a year ago, ABD's strategy for growth has always included the acquisition of pharmacies that complement our own strengths. So we're continually looking at opportunities in the marketplace. Like any business, we do not publicly discuss this process or our plans, unless we feel the time is right.

[FOR VILLAGE]

#### ***Is Village Fertility Pharmacy going to be acquired by/merge with Apothecary By Design?***

With over 25 years of experience in fertility care and a strong record of success as an independent pharmacy, Village frequently attracts interest from companies and organizations that would like to partner with us. Like any business, we do not publicly discuss this interest or our plans, unless we feel the time is right.

### **For Use After Closing**

#### ***Will jobs be eliminated at either pharmacy as a result of the acquisition?***

We have no plans to change our staffing levels as a result of the acquisition.

#### ***Since there is overlap in both the geographic and therapeutic markets served by ABD and Village, won't some employees be redundant? Won't there have to be reductions?***

It's too early to say how individual duties might change as we combine our operations, but again, we have no plans to change staffing levels. There's increasing demand for our fertility services, and plenty of work to do.



***As a result of the acquisition, will ABD change its sourcing arrangements or the medications it stocks?***

It's too early to say. What we hear from healthcare professionals is that they want a choice of pharmaceutical products for their patients. So we're open to arrangements that provide choice, and look forward to being part of any discussion which advances that objective.

***Will ABD or Village change their locations?***

There are no plans for either pharmacy to move. Both occupy facilities that suit their business. Both enjoy good logistics in their current locations. Both are geographically well-positioned to serve their patient populations, and to work collaboratively.

***Will Village's name change as a result of the acquisition?***

We have no plans to change the Village name.