VillageGreen® Apothecary | Well. Being.

What we do

Village Green Apothecary is a leading integrative compounding pharmacy located by NIH in Bethesda, MD with a staff of over 50 including nutritionists, Naturopathic Doctors, and pharmacists. Since its founding in 1965, VGA has been on the cutting edge of functional medicine and nutrition, focusing on providing the highest level of personalized health for every customer.

Our Leadership Team

Marc Isaacson, President and CEO
- Founder and CEO of *IQYOU Health*
- Led *Melitta Coffee* US Expansion
- Successfully Exited *Glacier Ridge Beverages*

Margo Gladding, Head of Nutrition
- 10+ Years Experience at VGA
- MU of Integrated Health Masters Degree

Ron Keech, Head of Compounding
- 30+ Years Experience in VGA Compounding
- UMD School of Pharmacy

Isabel Arias, Head of Operations
- 12+ Years Management at VGA

Bonnie Proch, Controller
- Owner & CPA at *Attentive Accounting Group*
- Director at *Deloitte & Touche*

Advisors

Dr. Joseph Pizzorno
- Chief Medical Officer of *IQYOU Health*

Teri Cochrane
- CEO of *TC Beyond Nutrition*

Greg Baroni
- CEO of *Attain*

Dr. Rob Ivker
- CEO of *Fully Alive Med*

IQYOUHealth.com
Marc@myvillagegreen.com

Target Market & Current Revenue

- The supplement category has grown to over **$36B** and is anticipated to grow by 6% annually. Fueling future growth are 78 million Baby Boomers, followed by 84 million Generation Xers, who are already spending billions on their health.
- Village Green Apothecary has current revenues at **$7.7 million** annually and is positioned for ongoing growth through the expansion of strategic partnerships and internal product offerings.

The VGA Unique Approach

- Village Green is focused on the one-on-one interactions between our best in industry staff of nutritionists and Naturopathic Doctors and each customer to bring personalized health to the market.
- We **work directly with practitioners**, have our own **lab partner** directly in our complex, and offer **nutrition consultations in-house** to help optimize health and get to the root cause of current and prospective chronic conditions for VGA customers.
- Our personalized approach is epitomized by our **compounding pharmacy**, which can make any customized supplement or pharmaceutical, based on anyone's unique biochemistry and needs determined by working with our collective team.
- What sets us apart and up for success now and in the years to come is VGA's hands-on approach, not only to selling the 10,000+ supplements we carry (including our own proprietary brands), but creating that personalized experience to make sure we help build the lasting, meaningful impact on our customers lives and our strive to find new ways to do so.

Customer Base + Revenue

- **20,000+ loyal Village Green customers**
- **$7.7 Million in annual revenue**

Business Model

- **60% - Supplement + Nutraceutical Sales**
- **30% - Compound Sales**
- **10% - Pharmacy/RX Sales**

Ongoing Growth Opportunities

- VGA is currently working on a new synergistic **nutritional consultation program** to attract young nutritionist talent and grow our customer base through opening a practice in our doctor's office unit, in the same office park as the VGA store. In turn, this will also drive additional supplement and compounding sales.
- VGA is working with and growing our practitioner network, including traditional medical doctors and practitioners trained in functional medicine to **expand our referral base** and act as a bridge between traditional and functional medicine for patients and customers.

Investment Opportunity

We're now raising a $1.5M Recapitalization round to pay off bank financing, short-term debt, provide working capital and funding growth opportunities. The investment will be structured in a combination of debt and equity.

Raising: $1.5M Recapitalization