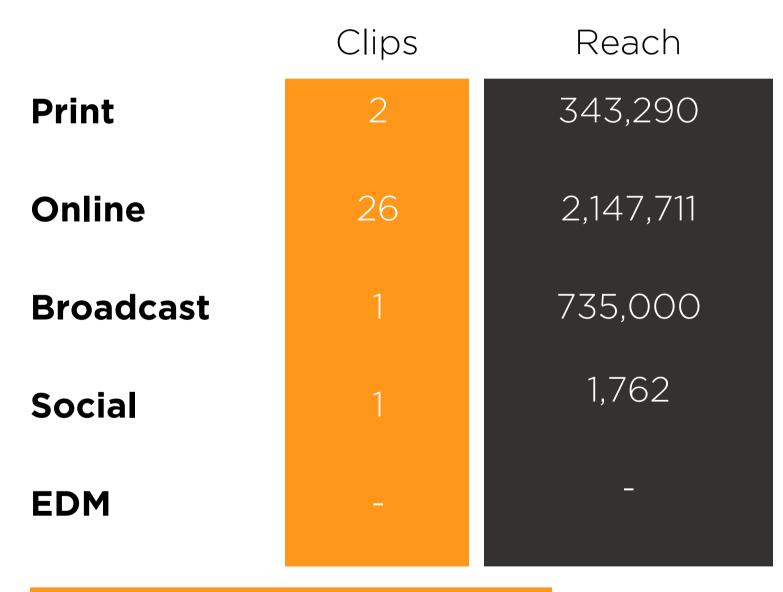


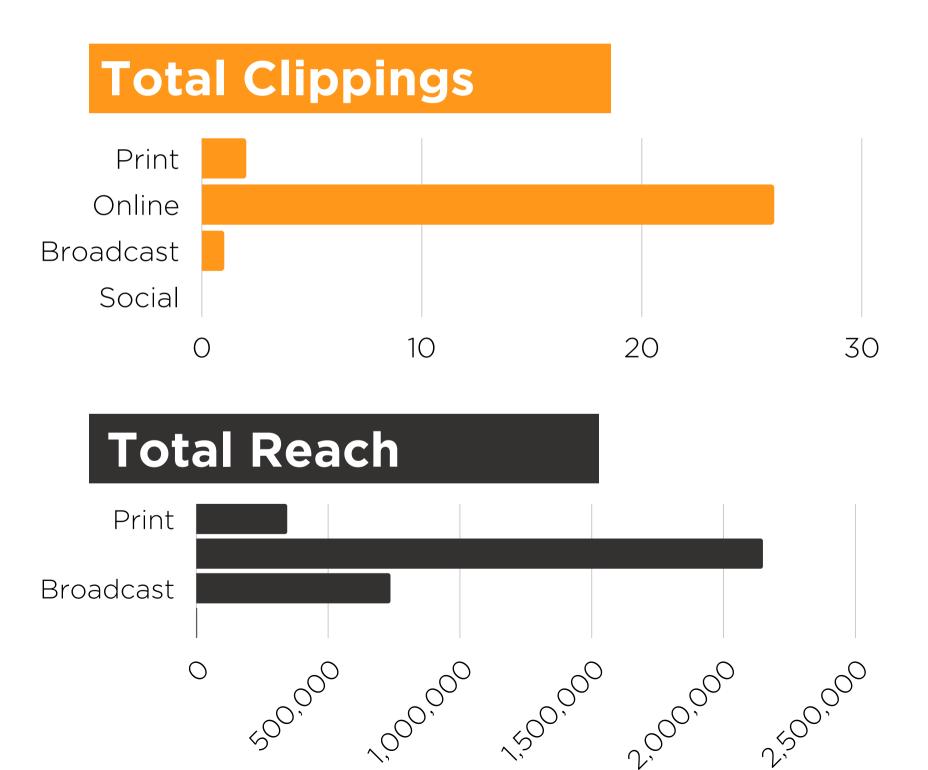
### Coverage Overview

Clippings



### PR \$ Value

\$968,328.90



## Media Update

### **Feedback**

- The timing of year impacted our response from media as publications such as the <u>Australian Financial Review</u>, which was unable to accept the exclusive on the expansion news due to limited number of spaces in the paper in the lead up to the end of the year and breaking news taking priority.
  - AFR showed interest in covering news surrounding Series A as this would constitute 'breaking news', however Packapill is still finalising the Series A funding round and unable to announce to media as yet.
- Being unable to name the two pharmaceutical chains impacted the newsworthiness of the announcement as they added credibility to the overall news pull.
- We received positive feedback from Fairfax Media titles WAToday, Sydney Morning Herald, The Age, Brisbane Times however the coverage is yet to be published. Hunter has followed up with the media titles and can confirm WA Today did not decide to run the story due to The West Australian running the story first and
- Consumer press were not as receptive as originally envisioned, with many media titles coming back to the press release offering ad spend alternatives as it was considered too promotional.

### Recommendations

- Given AFR has expressed interest in the Series A funding news, Hunter recommends proactive media relations takes place upon finalising the Series A funding round. This will help legitimise the product to media who often see various apps come and go in the market.
- As an alternative to consumer outreach, Hunter recommends exploring influencer engagement for Packapill with core consumer markets to expand reach of the news.

### Print Clippings

Clips:

### Online sales fall could be an indicator for WA

### still targeted

#### Jobs growth stays positive

**Outlet: The West Business** 

Date: 26/11/21





#### ECPs urged to stick with pharmacy Pharmacy Daily today

challenges."

profession seeking greater rewards in other healthcare roles are likely

Time to talk boosters with patients

#### COVAX for kids THE European Medicines

Agency (EMA) has followed the US Food and Drug granting approval for the use of Pfizer's COVID-19 vaccine

the dose regime would see aged 12 years and older (10 µg compared with 30 µg). Administration (TGA)

PHARMACISTS are being urged to use their position in the

vaccine boosters with older

patients. Speaking during a webinar hosted by the Pharmaceutical

Kristine Macartney, said that

to be disappointed, Pharmacy Guild of Australia National President, Trent Twomey, believes. Speaking on the latest episode of Raven's Recruitment's Your Pharmacy Career podcast. Twomey said the majority of health professions were undergoing their own challenges.
"Pharmacy is not unique and different," he said.

"General practice is going through an immense period of change, tertiary healthcare is going through an immense period of change (too). "There are financial pressures

in every healthcare sector, and there are technological disruptions so thinking the grass is greener on the other side and jumping the fence, I'm really sorry you'll invest

be mandated, but noted that

"It's about saying you're better to meet this disease with this

protection onboard," she said.

"This is a group you need to

community - you've known Mrs Smith for a long time, you've

been looking after her for years, drop in to the conversation 'have

and that's from the pharmacy

owners, the pharmacist managers technology to take over a lot of

realise you've got exactly the same

medications (PD 24 Nov), would

be crucial to keeping ECPs in the "I want to retain talent," he said.

"I want a professionally

change and pushing for

rewarding profession, a highly "But we're only going to get

CLICK HERE to listen to the

telehealth, signing a partnership with Western Diagnostics

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**Outlet: Pharmacy Daily** 

Date: 26/11/21

Clips: 3

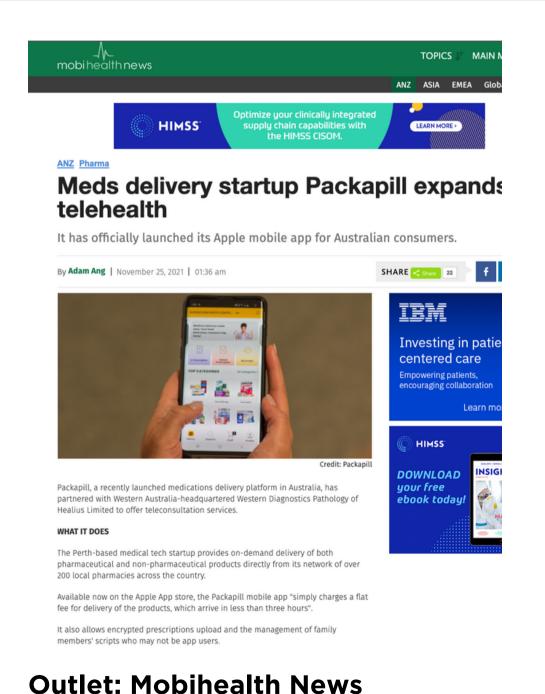




Date: 25/11/21

**Circulation: 1,400,000** 

<u>Link</u>



Date: 25/11/21

Link

Circulation: 288,090



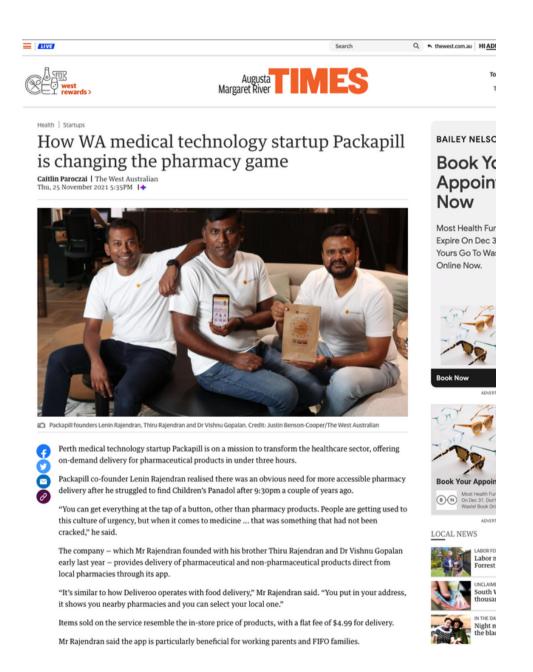
#### **Outlet: The Albany Advertiser**

Date:

**Circulation:** 

Link:

Clips:



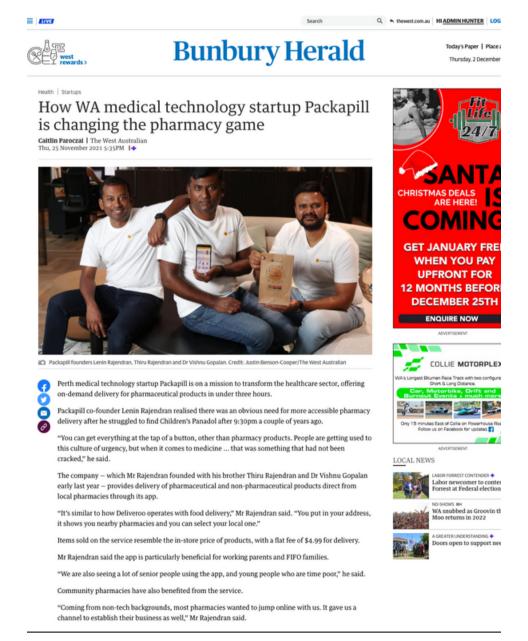
### **Outlet: Augusta Margaret River Times**

Date: 25/11/21 Link



Date: 25/11/21

Link



### **Outlet: Bunbury Herald**

Date: 25/11/21

Link:

Clips:



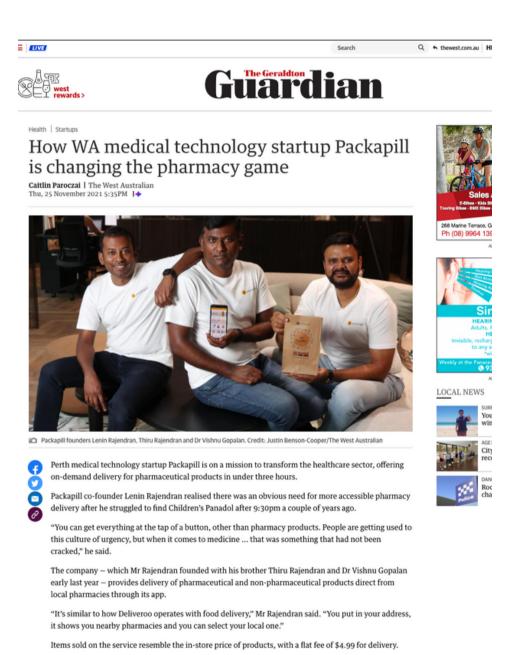
"It's similar to how Deliveroo operates with food delivery," Mr Rajendran said. "You put in your address,

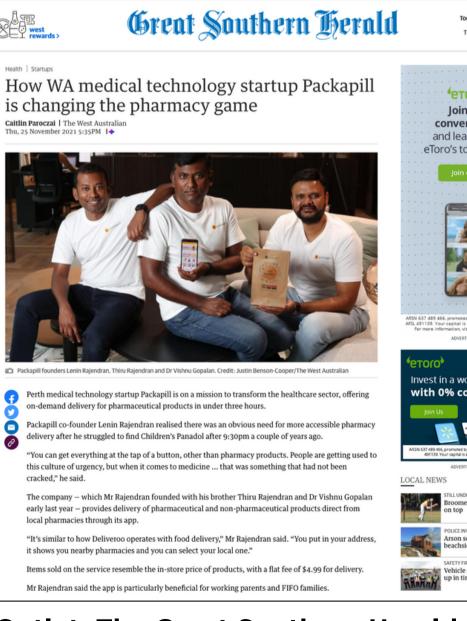
**Outlet: Busselton and Dunsborough Times** 

it shows you nearby pharmacies and you can select your local one."

Date: 25/11/21

Link





#### **Outlet: The Geraldton Guardian**

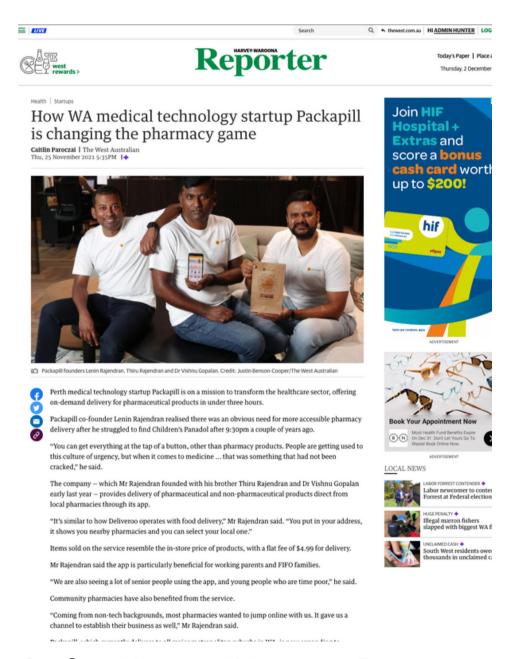
Date: 25/11/21

Link

#### **Outlet: The Great Southern Herald**

Date: 25/11/21

Clips: 3



### **Outlet: Harvey Waroona Reporter**

Date: 25/11/21

<u>Link</u>



**Outlet: Kalgoorlie Miner** 

Date: 25/11/21

<u>Link</u>

#### **Manjimup-Bridgetown Times** How WA medical technology startup Packapill BAILEY NELS is changing the pharmacy game **Book Y** Caitlin Paroczai | The West Australian Thu, 25 November 2021 5:35PM ↓◆ **Appoir** Now Most Health F Expire On Dec Yours Go To W Online Now. Perth medical technology startup Packapill is on a mission to transform the healthcare sector, offering on-demand delivery for pharmaceutical products in under three hours. Packapill co-founder Lenin Rajendran realised there was an obvious need for more accessible pharmacy delivery after he struggled to find Children's Panadol after 9:30pm a couple of years ago. "You can get everything at the tap of a button, other than pharmacy products. People are getting used to this culture of urgency, but when it comes to medicine ... that was something that had not been LOCAL NEWS The company - which Mr Rajendran founded with his brother Thiru Rajendran and Dr Vishnu Gopalan early last year - provides delivery of pharmaceutical and non-pharmaceutical products direct from local pharmacies through its app.

### **Outlet: Manjimup-Bridgetown Times**

"It's similar to how Deliveroo operates with food delivery," Mr Rajendran said. "You put in your address,

Items sold on the service resemble the in-store price of products, with a flat fee of \$4.99 for delivery.

it shows you nearby pharmacies and you can select your local one."

Date: 25/11/21

Clips:

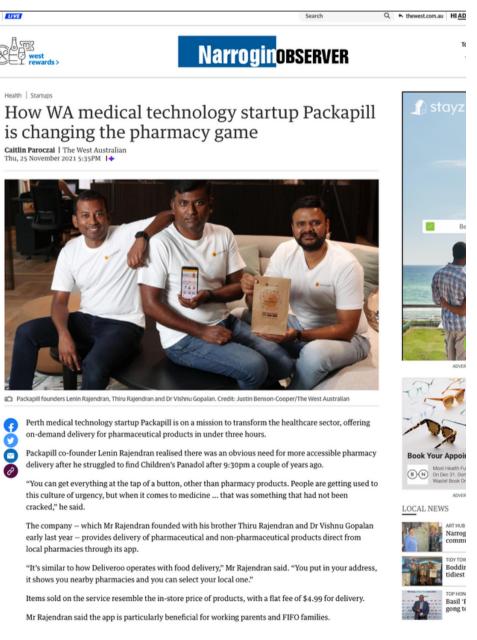


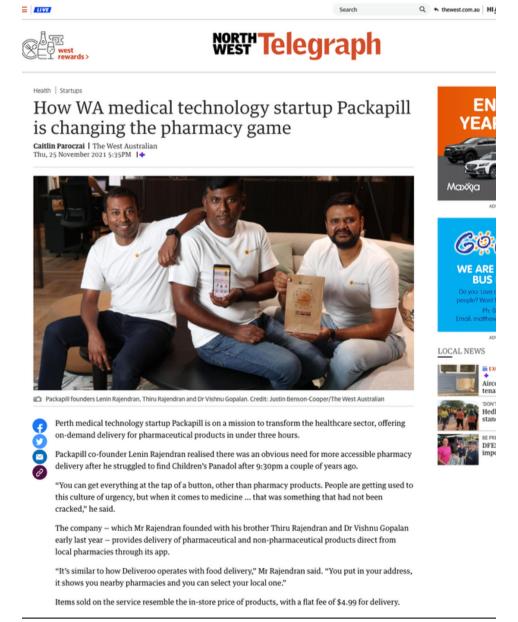
Items sold on the service resemble the in-store price of products, with a flat fee of \$4.99 for delivery.

**Outlet: Midwest Times** 

Date: 25/11/21

Link





### **Outlet: Narrogin Observer**

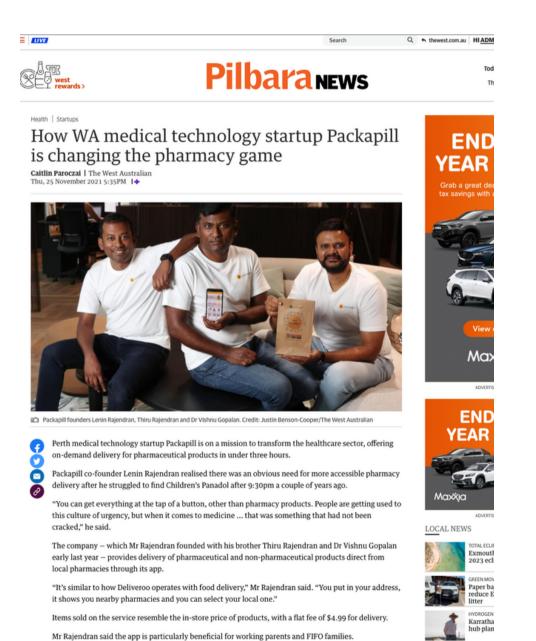
Date: 25/11/21

Link

### **Outlet: North West Telegraph**

Date: 25/11/21

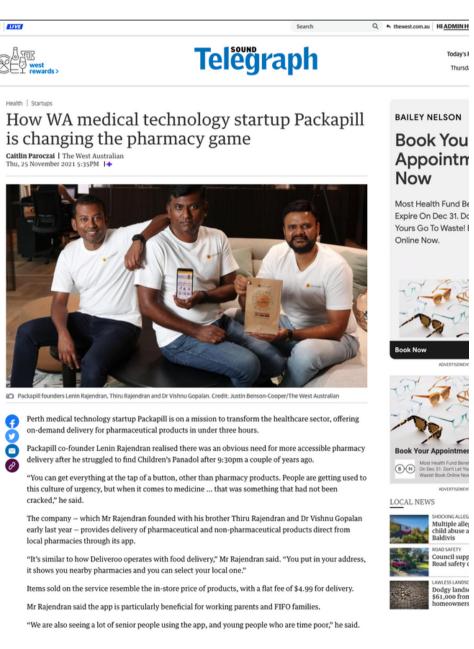
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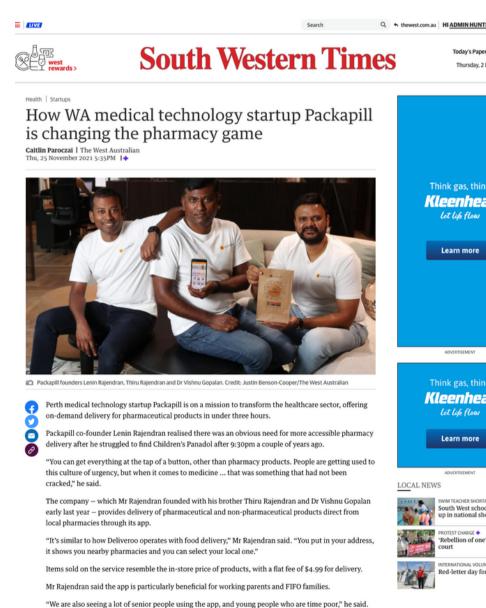




Date: 25/11/21

<u>Link</u>





### **Outlet: Sound Telegraph**

Date: 25/11/21

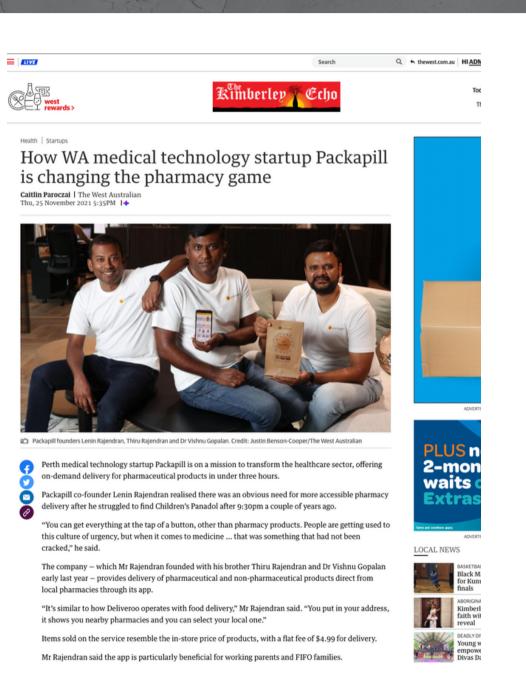
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### **Outlet: South Western Times**

Date: 25/11/21

Community pharmacies have also benefited from the service

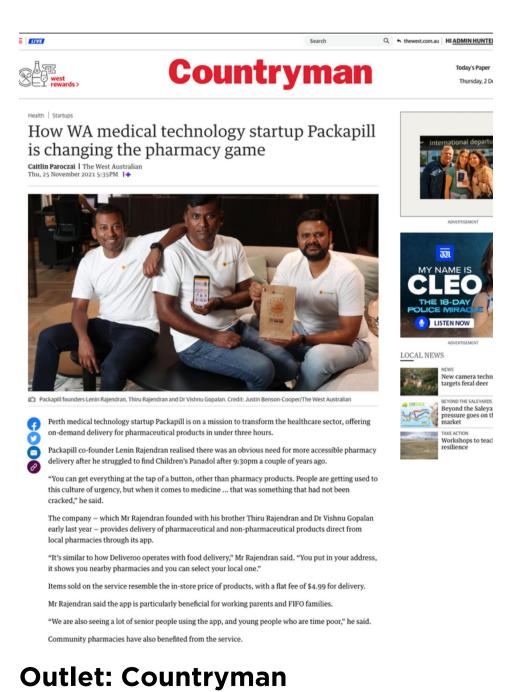
Clips:



**Outlet: The Kimberley Echo** 

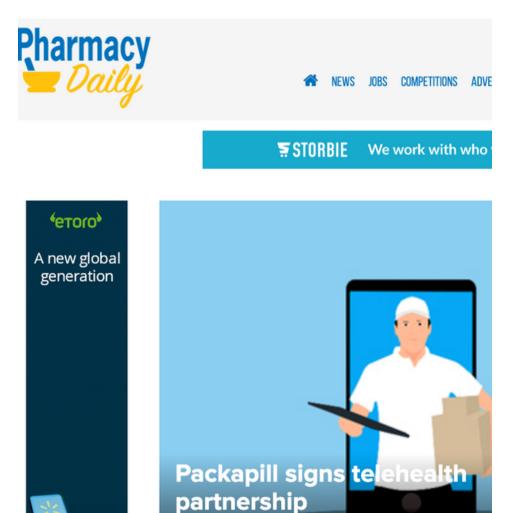
Date: 25/11/21

Link



Date: 25/11/21

Link



**Outlet: Pharmacy Daily** 

November 26, 2021

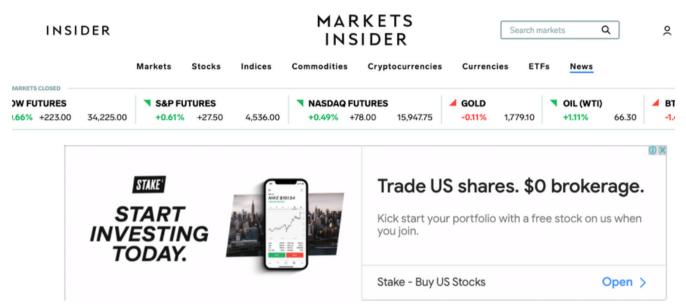
partnership with Western Diagnostics Pathology.

PERTH-BASED on-demand medicine delivery app, Packapill, is expanding its services

Date: 25/11/21

ARSN 637 489 466, promote by eToro AUS Capital Pty Ltc AFSL 491139. Your capital is at risk. Other fees apply.

Clips: 2



### low WA medical technology startup Packapill hanging the pharmacy game

Nest Australian	1	SHARE				
v. 25, 2021, 04:35 AM						
th medical technology startup Packapill is on a mission to transform the						
Ithcare sector, offering on-demand delivery for pharmaceutical products in						
ler three hours.						
id more on "The West Australian"						

		Start Trading >>						
Your Market View								
NAME	PRICE	+/-	%	DATE				
▲ TSLA	1,095.00	-49.76	-4.35	Offic				
▲ AAPL	164.77	-0.53	-0.32	Offic				
✓ MSFT	330.08	-0.51	-0.15	Offic				

**Outlet: Markets Insider** 

Date: 25/11/21

<u>Link</u>



... covering West Australian startups since 2013

News

### Packapill officially launches on-demand app

y **Sebastian Tofts-Len** - 13 December 2021

52 🗖 0



supplied.

Medtech startup Packapill has officially launched its on-demand health services app, which has been endorsed by national pharmacy chains.

Founded by trio Lenin Rajendran, Thiru Rajendran and Vishnu Gopalan, Packapill provides on-demand delivery services of pharmaceutical and non-pharmaceutical products from local pharmacies in under three hours.

on as a Packapill supplier, allowing them to extend their reach to acquire new customers. This effectively marks the app as a new sales channel for prescription and non-prescription products.

for family members who may not be able to use the app – such as the elderly or vulnerable.

Through its rapidly expanding network of community pharmacies, the app is set to have one of the largest on-demand medtech footprints in Australia, with access to over 200 local pharmacies nationwide.

With a vision to connect a national network of on-demand health services as easily as sending a text, Packapill has also expanded its offering to include on-demand telehealth services.

**Outlet: Start Up News** 

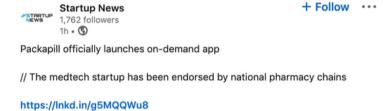
Date: 13/12/21

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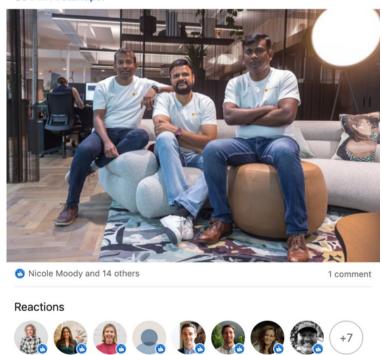
# Social Media Clippings

Clips:





#### Go #WA #startups!



**Outlet: Startup News - LinkedIn** 

Date: 13/12/21

<u>Link</u>

## Broadcast (Television) Clippings

Clips:



**Outlet: 7News** 

Date: 3/12/21

<u>Link</u>



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