



A Digital Health Platform

Corporate Presentation

January 2021



Important Cautions Regarding Forward Looking Statements

This presentation has been prepared by OptimizeRx Corporation (“we,” “us,” “our,” “OptimizeRx” or the “Company”) and is made for informational purposes only and does not constitute an offer to sell or a solicitation of an offer to buy securities, nor shall there be any sale of any securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction. The information set forth herein does not purport to be complete or to contain all of the information you may desire. Statements contained herein are made as of the date of this presentation unless stated otherwise, and neither this presentation, nor any sale of securities, shall under any circumstances create an implication that the information contained herein is correct as of any time after such date or that information will be updated or revised to reflect information that subsequently becomes available or changes occurring after the date hereof. This presentation contains forward-looking statements within the definition of Section 27A of the Securities Act of 1933, as amended, and such Section 21E of the Securities Act of 1934, amended. These forward-looking statements should not be used to make an investment decision.

The words ‘believe,’ ‘expect,’ ‘may,’ ‘strategy,’ ‘future,’ ‘likely,’ ‘goal,’ ‘plan,’ ‘estimate,’ ‘possible’ and ‘seeking’ and similar expressions identify forward-looking statements, which speak only as to the date the statement was made. All statements other than statements of historical facts included in this presentation regarding our strategies, prospects, financial condition, operations, costs, plans and objectives are forward-looking statements. Examples of forward-looking statements include, among others, statements we make regarding our acquisition of RMDY Health and CareSpeak Communications, the plans and objectives of management for future operations, including plans relating to the development of new products or services, and our future financial performance. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include, among others, competition within the industries in which we operate, the timing, cost and success or failure of new product and service introductions and developments, our ability to attract and retain qualified personnel, maintaining our intellectual property rights and litigation involving intellectual property rights, legislative, regulatory and economic developments, and the other risks and uncertainties described in the Risk Factors and in Management’s Discussion and Analysis of Financial Condition and Results of Operations sections of our most recently filed Annual Report on Form 10-K and any subsequently filed Quarterly Report(s) on Form 10-Q. Any forward-looking statement made by us in this presentation is based only on information currently available to us and speaks only as of the date on which it is made. We undertake no obligation to publicly update any forward-looking statement, whether written or oral, that may be made from time to time, whether as a result of new information, future developments or otherwise.

This presentation may include certain non-GAAP financial measures as defined by SEC rules. We have provided a reconciliation of those measures to the most directly comparable GAAP measures, which is available in the Appendix.

**OptimizeRx Is
A Digital Health
Company**

**Nation's largest
Point-Of-Care
Communication
Platform for
Life Science
Companies**

**Multiple Physician
and Patient
Communication
Solutions**

**Expanded TAM
With New Solutions**

**Connecting Care
Between Physicians
And Patients**

WHO WE ARE

Company Snapshot



1. Guidance issued on January 25, 2021

2. Market cap as of January 25, 2021.

OPRX Benefits



Customers

Reach patients
and providers digitally



Physicians

Therapeutic knowledge,
Industry connectivity enabling affordability



Patients

Affordability, adherence, virtual care

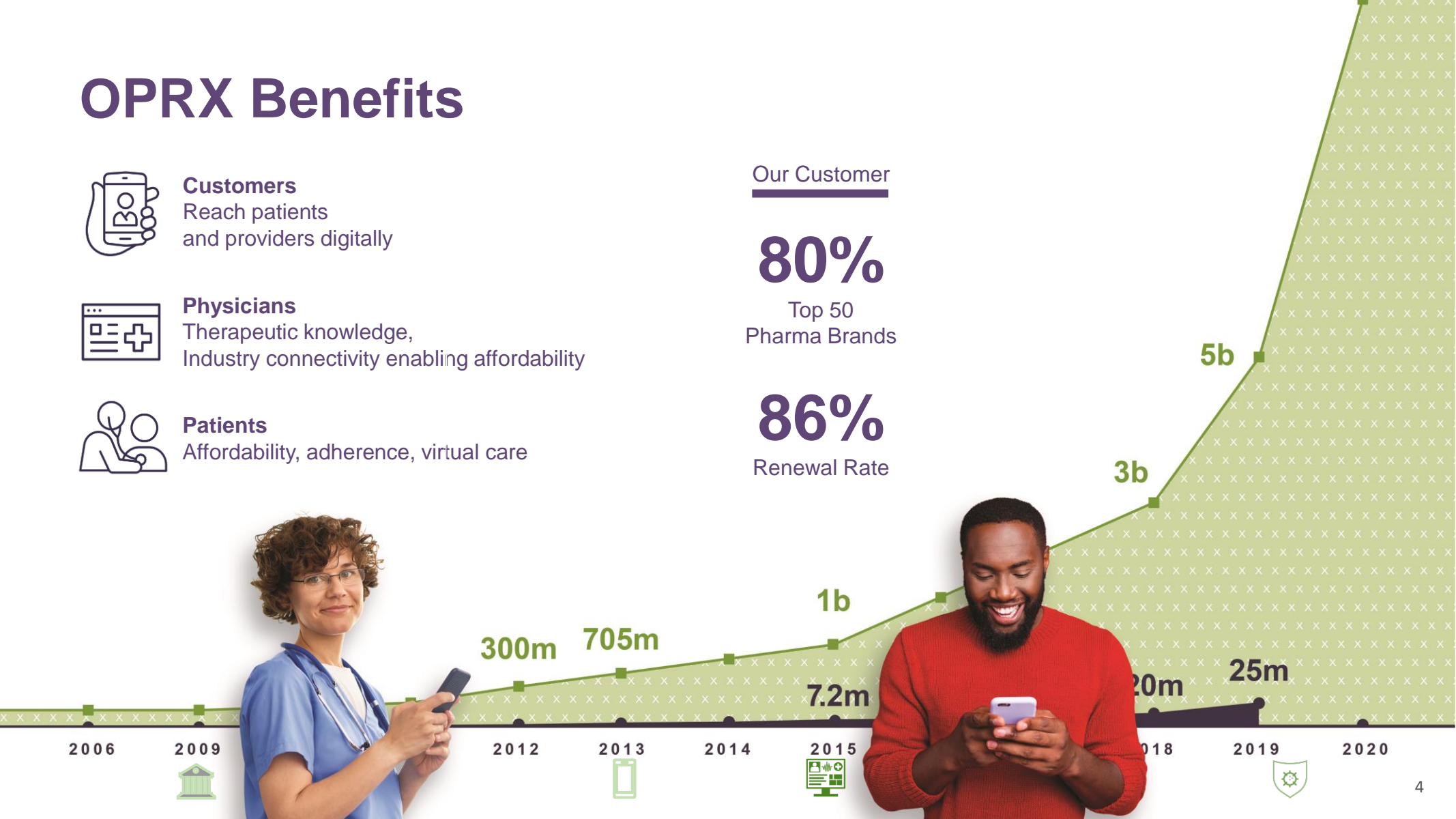
Our Customer

80%

Top 50
Pharma Brands

86%

Renewal Rate



Improving Healthcare for the Good of All Stakeholders



Reaching Providers & Patients
Keeps Getting More Difficult

OptimizeRx
Affordability
Adherence
&
Care



Digital Communication Pathways
Continue To Grow

500+
EHRs =
fragmentation

55%
Limit rep
access⁵

100%
Increase in
FDA approvals⁴

90%
U.S. physicians
using EHR daily¹

5.9 hrs
Avg. daily
EHR use²

94%
U.S. consumer
mobile phone use³

1. U.S. Adoption of Electronic Health Records Nears 100 Percent, <https://www.eweek.com/it-management/u.s.-adoption-of-electronic-health-records-nears-100-percent>
2. Tethered to the EHR: Primary Care Physician Workload Assessment Using EHR Event Log Data and Time-Motion Observations and Allocation of Physician Time in Ambulatory Practice: A Time and Motion Study in 4 Specialties, <https://www.ncbi.nlm.nih.gov/pubmed/28893811>
3. <https://www.pewresearch.org/global/2019/02/05/smartphone-ownership-is-growing-rapidly-around-the-world-but-not-always-equally/>
4. <https://cen.acs.org/pharmaceuticals/drug-development/new-drugs-2018/97/3>
5. ZS's 2017 AccessMonitorTM and AffinityMonitorTM Findings.

OptimizeRx: A Digital Health Platform

Pharma



MedTech



Payers & Providers



370+
EHRs

300m+
Mobile
Devices

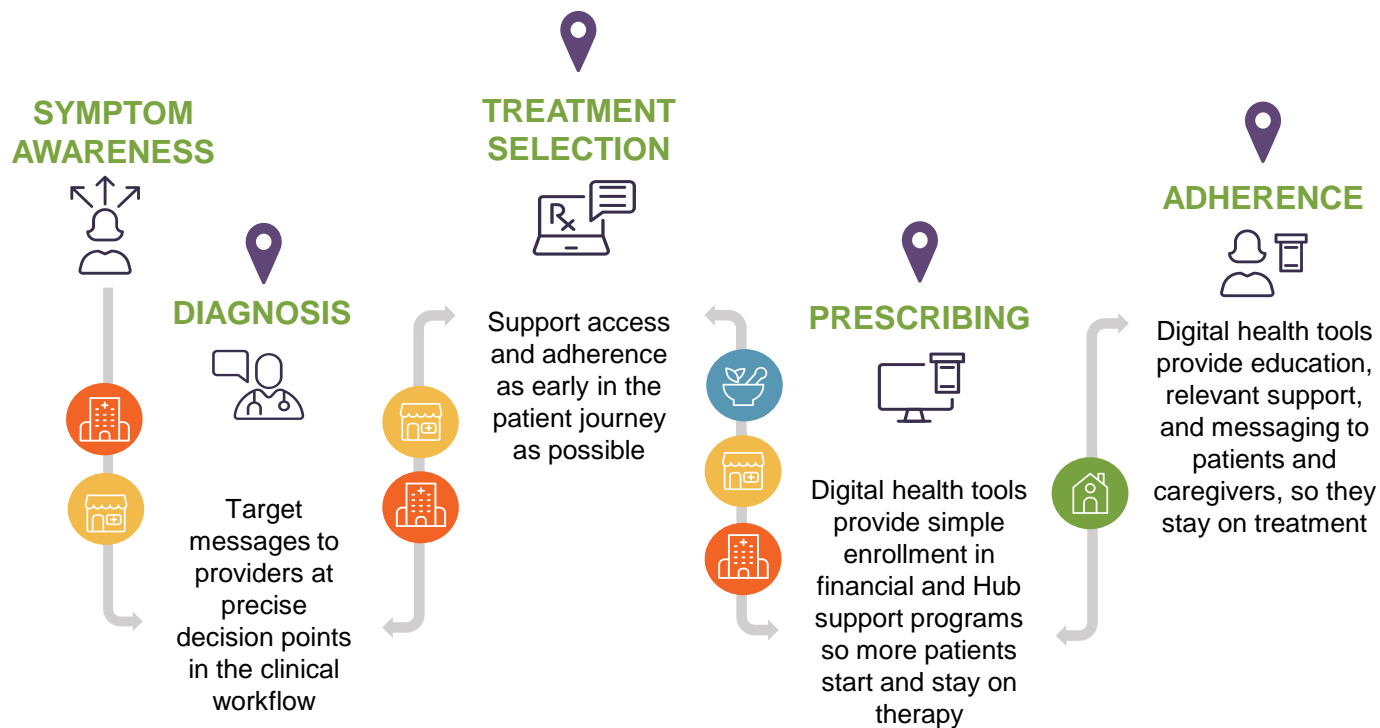
OptimizeRx



60%
Prescribing
Physicians

66%
Insured
Patients

From Physician Awareness To Patient Adherence



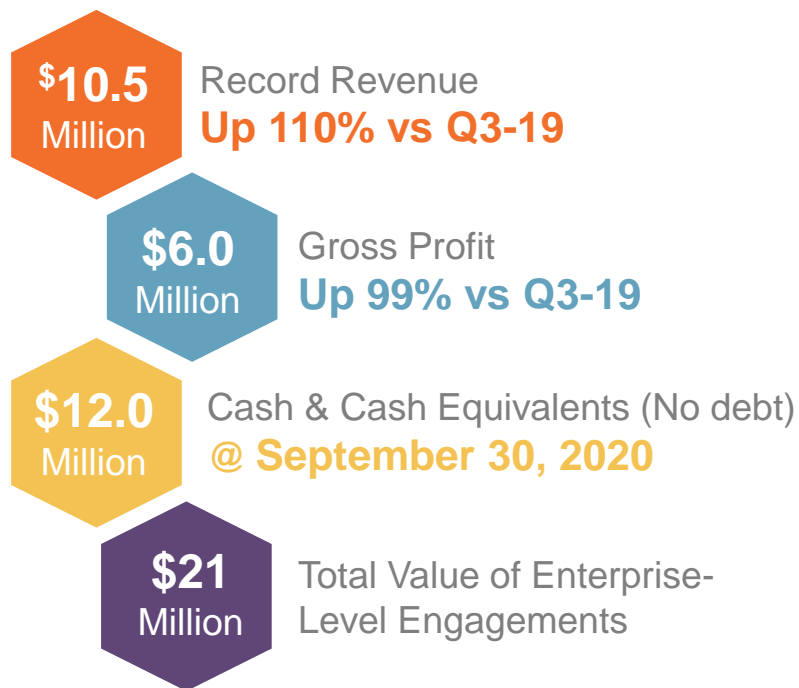
20
relevant visits
a day vs 6.4 / month

Up to
60%
monthly script increases
when using the platform

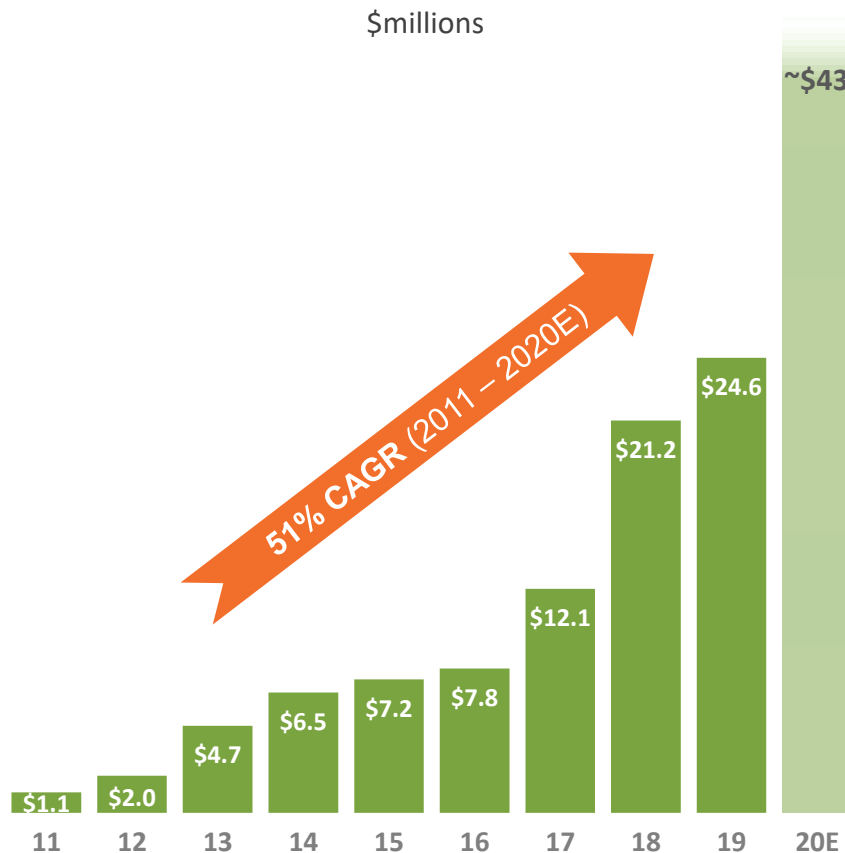
520% ROI
average on Pharma-
sponsored financial support
programs

Strong Financial Momentum

Q3 2020 Results



Annual Revenue Growth & Outlook¹



Expect Q4-20 record revenue of ~\$16M, up 117% vs. Q4-19, with positive net income

Began 2021 with ~\$170M Sales Pipeline

Seeing continued shift toward enterprise-level engagements that generate recurring revenue streams

¹) Q4-20 and Full Year 2020 expectation issued and only effective on January 25, 2021.

Key Takeaways

HIGHLY SCALABLE PLATFORM

- Current Commercial team has \$100m run rate ability
- High existing network capacity

PROVEN HEALTHCARE TECHNOLOGY

- Clients are multi-billion-dollar companies
- Secure, compliant, scalable (AWS, HITRUST, HIPPA)

LARGE & EXPANDING MARKET OPPORTUNITY

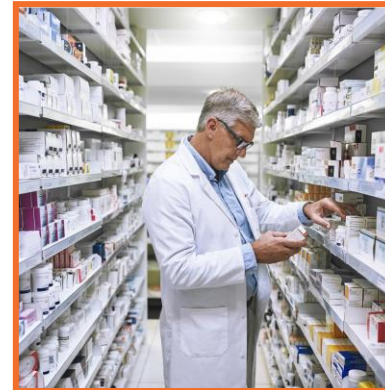
- Electronic prescribing adoption
- Consumer demand – billions and growing
- Digital enablement

SUSTAINABLE COMPETITIVE ADVANTAGE

- Direct integrations
- Deep pharma relationships
- Meaningful to all stakeholders

Appendix

- Key Stats
- Reconciliation of non-GAAP to GAAP Financial Measures (Unaudited)
- Case Studies
- News Coverage



Key Stats (NASDAQ:OPRX)

Stock Price (1/26/21) **\$47.80**

52 Week Low-High **\$6.50 - \$48.38**

Avg. Vol. (3-mo.) **156,864**

Shares Outstanding **15.1M**

Public Free Float (est.) **96.5%**

Institutional Holdings **65.6%**

Insider Holdings **3.5%**

Market Cap **\$722M**

Enterprise Value **\$710M**



Net Revenue *ttm* @ 9/30/20 **\$34.3M**

Gross Profit *ttm* **\$20.0M**

Net Loss *ttm* **\$5.5M**

Non-GAAP Net Income *ttm* **\$0.1M**

Cash @ 9/30/20 **\$12.0M**

Total Assets **\$55.1M**

Total Debt **\$0.0M**

Total Liabilities **\$8.5M**

Full-time Employees **70**

1) Q4-20 and Full Year 2020 expectation issued and only effective on January 25, 2021.

ttm = trailing twelve months ended September 30, 2020.

mrq = most recent quarter as of September 30, 2020.

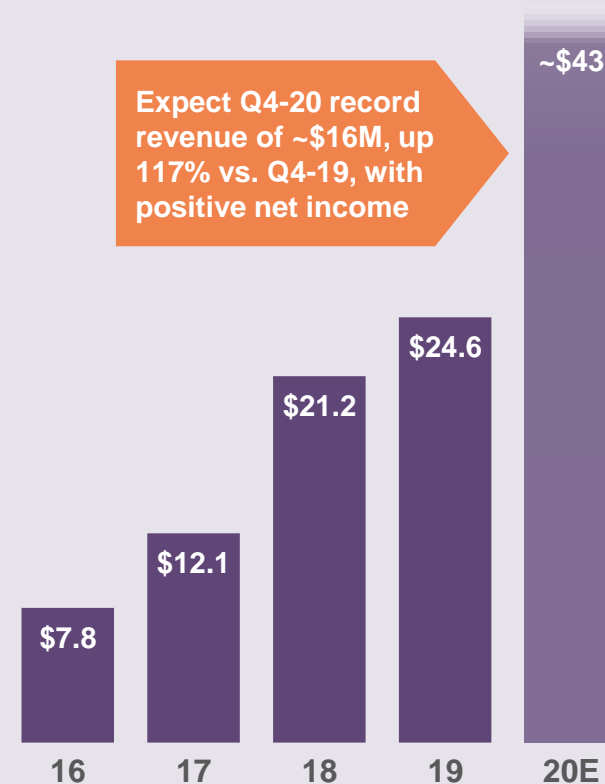
ACV = average contract value; proposals for enterprise-level engagements.

Sources: Company, BigCharts.com and Yahoo!Finance.

For definition of non-GAAP Net Loss and reconciliation to GAAP, see end of this presentation.

Annual Revenue Growth & Outlook¹

\$Millions



Reconciliation of non-GAAP to GAAP Financial Measures (Unaudited)

Definition and Use of Non-GAAP Financial Measures

This presentation includes a presentation of non-GAAP net income (loss) and non-GAAP earnings (loss) per share or non-GAAP EPS, both of which are non-GAAP financial measures.

The company defines non-GAAP net income (loss) as GAAP net income (loss) with an adjustment to add back depreciation, amortization, non-cash lease expense, stock-based compensation, acquisition expenses, income or loss related to the fair value of contingent consideration, and deferred income taxes. Non-GAAP EPS is defined as non-GAAP net income (loss) divided by the number of weighted average shares outstanding on a basic and diluted basis. The company has provided non-GAAP financial measures to aid investors in better understanding its performance. Management believes that these non-GAAP financial measures provide additional insight into the operations and cashflow of the company.

Because of varying available valuation methodologies, subjective assumptions and the variety of equity instruments that can impact a company's non-cash operating expenses, management believes that providing non-GAAP financial measures that excludes non-cash expenses allows for meaningful comparisons between the company's core business operating results and those of other companies, as well as provides an important tool for financial and operational decision making and for evaluating the company's own core business operating results over different periods of time.

The company's non-GAAP net income (loss) and non-GAAP EPS measures may not provide information that is directly comparable to that provided by other companies in the company's industry, as other companies in the industry may calculate such non-GAAP financial results differently. The company's non-GAAP net income (loss) and non-GAAP EPS are not measurements of financial performance under GAAP and should not be considered as an alternative to operating income or as an indication of operating performance or any other measure of performance derived in accordance with GAAP. The company does not consider these non-GAAP measures to be substitutes for or superior to the information provided by its GAAP financial results.

The table, "Reconciliation of non-GAAP to GAAP Financial Measures," included on this page, provides a reconciliation of non-GAAP net income (loss) and non-GAAP EPS for the three months and nine months periods ended September 30, 2020 and 2019.

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2020	2019	2020	2019
Net loss	\$ (282,894)	\$ (1,570,942)	\$ (3,564,293)	\$ (1,157,796)
Depreciation, amortization, and non-cash lease expense	523,420	320,055	1,563,883	745,928
Stock-based compensation	756,437	590,244	2,391,619	1,769,720
Income or loss related to the fair value of contingent consideration	110,390	(280,000)	140,390	(25,000)
Non-GAAP net income (loss)	<u>\$ 1,107,353</u>	<u>\$ (940,643)</u>	<u>\$ 531,599</u>	<u>\$ 1,332,852</u>
Non-GAAP net income (loss) per share				
Basic	<u>\$ 0.07</u>	<u>\$ (0.07)</u>	<u>\$ 0.04</u>	<u>\$ 0.10</u>
Diluted	<u>\$ 0.07</u>	<u>\$ (0.07)</u>	<u>\$ 0.03</u>	<u>\$ 0.10</u>
Weighted average shares outstanding:				
Basic	<u>14,900,971</u>	<u>14,146,489</u>	<u>14,726,534</u>	<u>12,996,590</u>
Diluted	<u>15,996,241</u>	<u>14,146,489</u>	<u>15,640,050</u>	<u>13,952,330</u>

Real Results: Oncology

THE CHALLENGE

A specialty treatment received recent approval for a new indication.

Providers needed a way to learn about the updated treatment profile and more information about the new use case.



OPRX SOLUTION

- Create a profile of providers most likely to need / prescribe the new treatment for their patients to ensure that the most relevant physicians would receive the most updated information.
- Provide a channel to deliver clinically-relevant educational information directly within the provider's EHR

PROVIDERS:

- Gained a better understanding of the treatment
- Seeing the new clinical information within their EHR were 3x more likely to prescribe the treatment, indicating it was a better way to receive updated information.

3x

Real Results: Diabetes

THE CHALLENGE

A new T2 Diabetes therapy entering the market faced tough challenges to patient uptake:

- Undesirable method of administration
- Challenging side-effect profile



OPRX SOLUTION

Therapy on-boarding and adherence support via:

- Co-pay card activation mechanism
- Mobile distribution of educational information, emotional support content, nutrition tips, and more via mobile device
- Capture and deliver self-reported patient experience information for physicians

PATIENT:

- Concern about managing injections dropped by 66%

91%

- Concern about side effects dropped by half
- (self-reported) adherence to therapy of 91%

In the News



OptimizeRx launches **TelaRep**, on-demand virtual consults with medical science liaisons to help prescribers with specialty drugs.

— Circle Square

OptimizeRx is using its **digital network**, technology platform, and partnerships to provide **CDC alerts** as a public health service.

— TechRepublic

...it's beneficial to have timely outbreak updates inputted **directly into EHR systems**. And digital health firm OptimizeRx is doing just that...

— Business Insider

The Americas' **Fastest Growing Companies 2020. #282**

— Financial Times

OptimizeRx has launched a free interactive text message alert program available to the general public that delivers **COVID-19** information issued by the Centers for Disease Control and Prevention.

— BenefitsPro

Patients and **practitioners** alike are realizing how important it is to be able to **communicate digitally**, and they're seeing that this kind of communication is possible.

— Virsys12.com