

Technology Solutions that Inform and Empower the Healthcare Community

Corporate Presentation

May 2026

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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, any synergies and other anticipated benefits of an acquisition or merger may not be realized or may take longer than anticipated to be realized and integration of the businesses may be more expensive or more difficult than expected, including as a result of unexpected factors or events, 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 our most recently filed Annual Report on Form 10-K and any subsequently filed Quarterly Report(s) on Forms 10-Q and 8-K. 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.

At-a-Glance

Leading technology provider for helping patients start and stay on therapy

Corporate Profile

OptimizeRx enables engagement between life sciences organizations, physicians and patients

OptimizeRx connects pharma with physicians and patients to help patients start and stay on therapy

Our technology platform coupled with the nation's largest patient point-of-care network connects the majority of U.S. physicians and patients

The Company has ~130 employees across the United States and Croatia with average revenue per FTE at over \$800K

Stock Information

Stock Price \$5.18
(as of 5/14/26)

Shares Outstanding ~18.8M
(as of 4/29/26)

Market Cap ~\$97.2M
(as of 5/14/26)

Cash, Cash Equivalents¹ \$20.2M
(as of 3/31/26)

Total Debt² \$23.6M
(as of 3/31/26)

NASDAQ Exchange listed under ticker
(NASDAQ:OPRX)

(1) Includes short-term investments

(2) Debt balance as seen on the Company's consolidated balance sheet

Tackling Some Of Pharma's Toughest Commercial Challenges



BRAND VISIBILITY

- › Crowded market
- › Limited Face to Face time



SHIFT TO SPECIALTY MEDICATIONS

- › 13% see strong HCP-DTC marketing alignment, and only 16% think patients are well informed⁽²⁾



DAILY EHR USE CAN BE ALL-CONSUMING

- › HCPs use EHRs an average of 5.9 hours per day⁽³⁾



AFFORDABILITY

- › Specialty medication spending accounts for over half of total drug spend⁽⁴⁾



INTEROPERABILITY AND SCALABILITY

- › Doctors don't have all the information readily available



SCRIPT ABANDONMENT

- › ~50% of patients never fill their scripts at the pharmacy⁽¹⁾

(1) Center for Disease Control, "Prescription Medication Adherence". (2) Whitepaper, "Conversations that convert: Physician survey on opportunities for HCP and DTC marketing synchronization". (3) Tethered to the EHR: Primary Care Physician Workload Assessment Using EHR Event Log Data and Time-Motion Observations. (4) *Insights Into the 2023 U.S. Pharmaceutical Market*. Scott Biggs, Doug Long. IQVIA. July 24, 2023

Our Mission

At OptimizeRx — we are building a more informed and empowered healthcare community with a technology platform that helps people start and stay on life-impacting therapies.

DAAP Helps Deliver on Our Mission

Our Dynamic Audience Activation Platform (DAAP) delivers predictive and privacy-safe marketing solutions, designed to connect life sciences, HCPs, and patients across the most robust network of personal and clinical platforms.



DAAP
Dynamic Audience
Activation Platform



Growth Leaders | Growth Drivers



EXPERIENCE

20+ Operations, Management, Sales, and Growing Partner Networks



STEVE SILVESTRO
Chief Executive Officer



EXPERIENCE

20+ Senior Financial & Operational Roles



ED STELMAKH
Chief Financial & Strategic Officer



EXPERIENCE

15+ Senior Financial Roles, Business Development & Investor Relations



ANDREW D'SILVA
Chief Business Officer



EXPERIENCE

20+ Legal, Corporate Governance, Compliance and HR



MARION ODENCE-FORD
Chief Legal & Administrative Officer



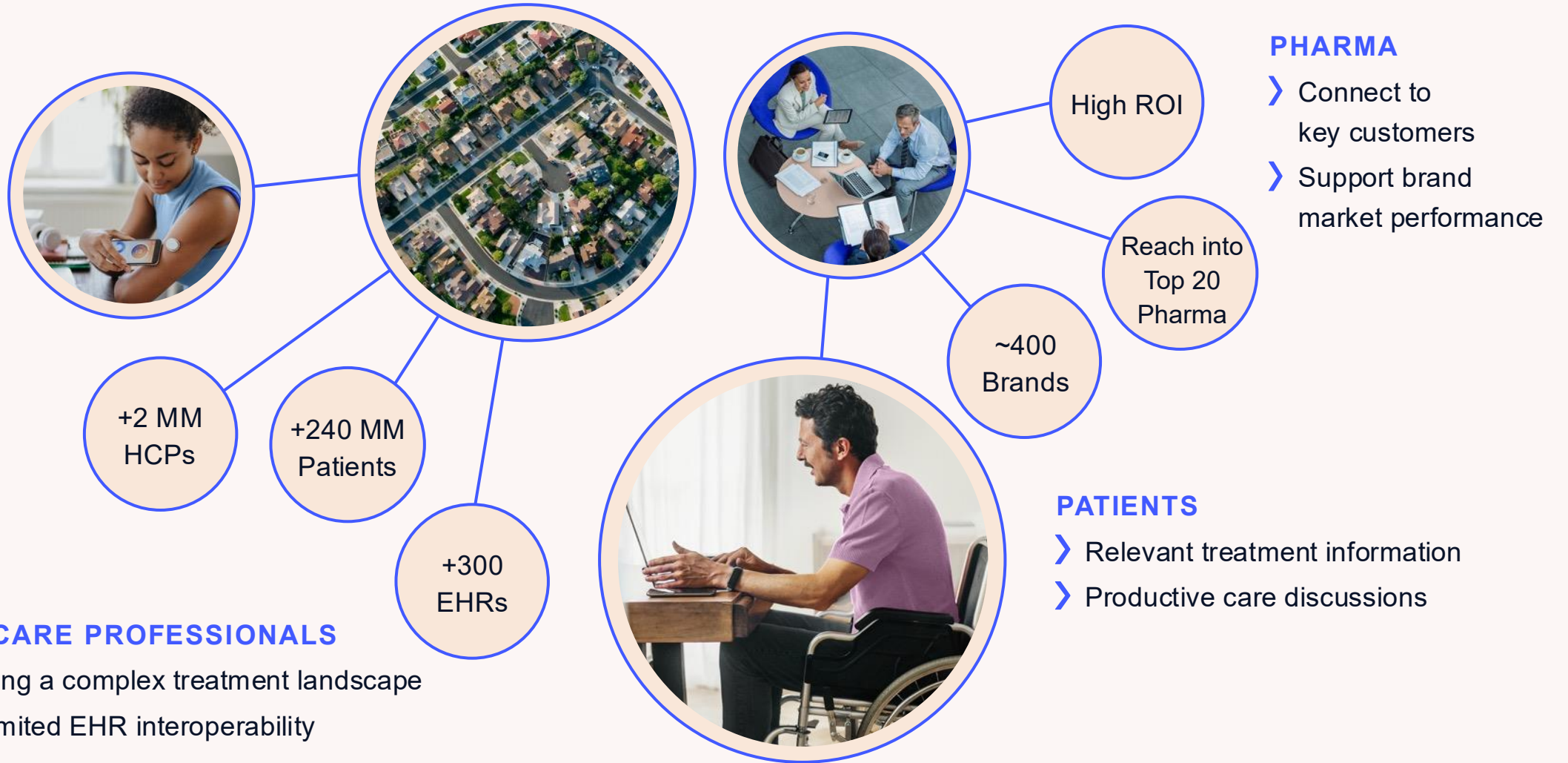
EXPERIENCE

15+ Operations, Management and Sales

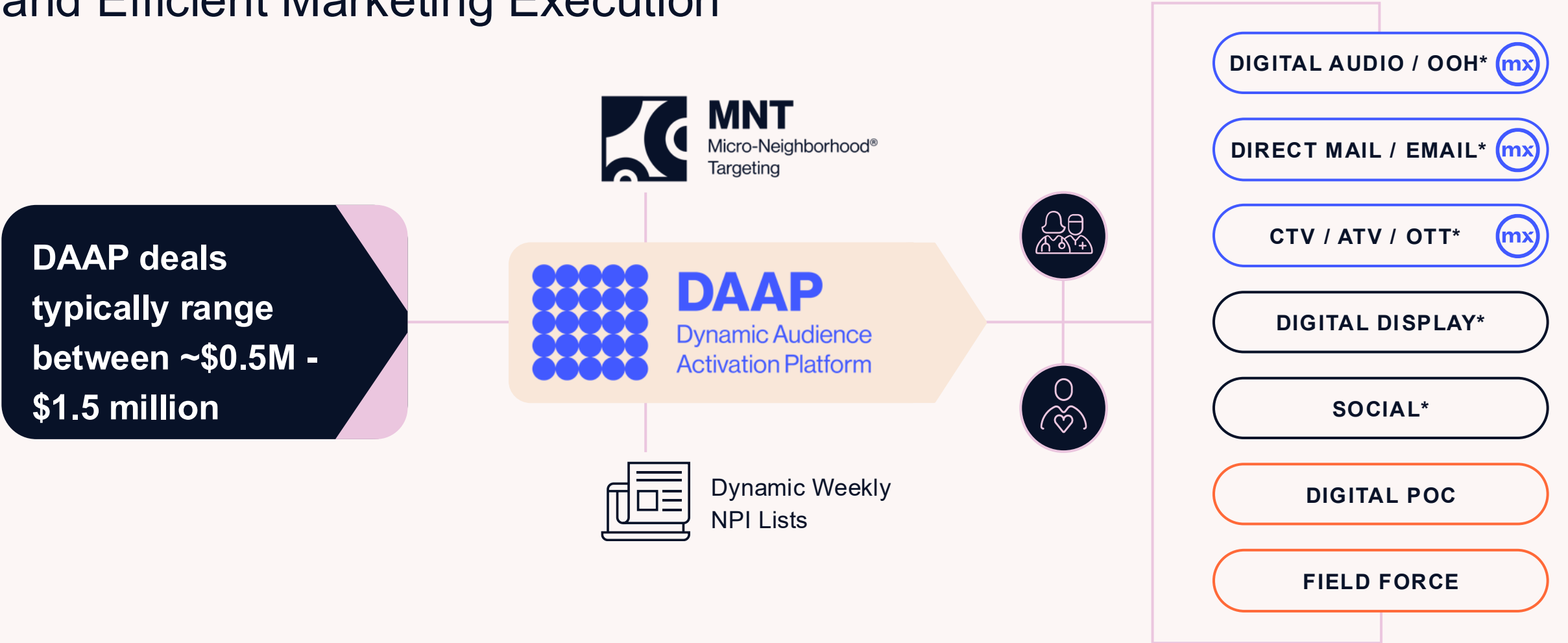


BRENDAN MERRELL
Chief Operating Officer

Technology that Connects the Healthcare Community



AI-Enabled Platform Achieves Effective and Efficient Marketing Execution



Driving Brand Demand Through AI-Driven Platform

CLIENT GOAL

A brand sought to increase awareness among physicians treating newly diagnosed and relapsing rare disease patients.

CLIENT CHALLENGES

- Creating awareness among physicians likely to see patient population earlier in the patient journey-immediately after diagnosis.
- Reaching physicians when already diagnosed patients were showing signs and symptoms of relapse and in need of brand to improve quality of life.

RESULTS

Within a five-month initial program, OptimizeRx generated:

16%

of exposed HCPs writing **brand prescriptions**

50

New high-value scripts, increasing incremental brand demand

9%

Demand lift per HCP of physicians exposed to the program



Increasing Brand Touchpoints and Script Lift with Platform

CLIENT GOAL

Increase the number of oncology brand touchpoints by capitalizing on HCP social media presence.

CLIENT CHALLENGES

- Multi-indication therapy needed to keep suitability for numerous diseases top-of-mind.
- Oncologists highly present on social media, but untapped opportunity for brand engagement.

RESULTS

In a three-month pilot, DAAP delivered:

33%

Total **script lift** among HCPs receiving both EHR+Social messages

44%

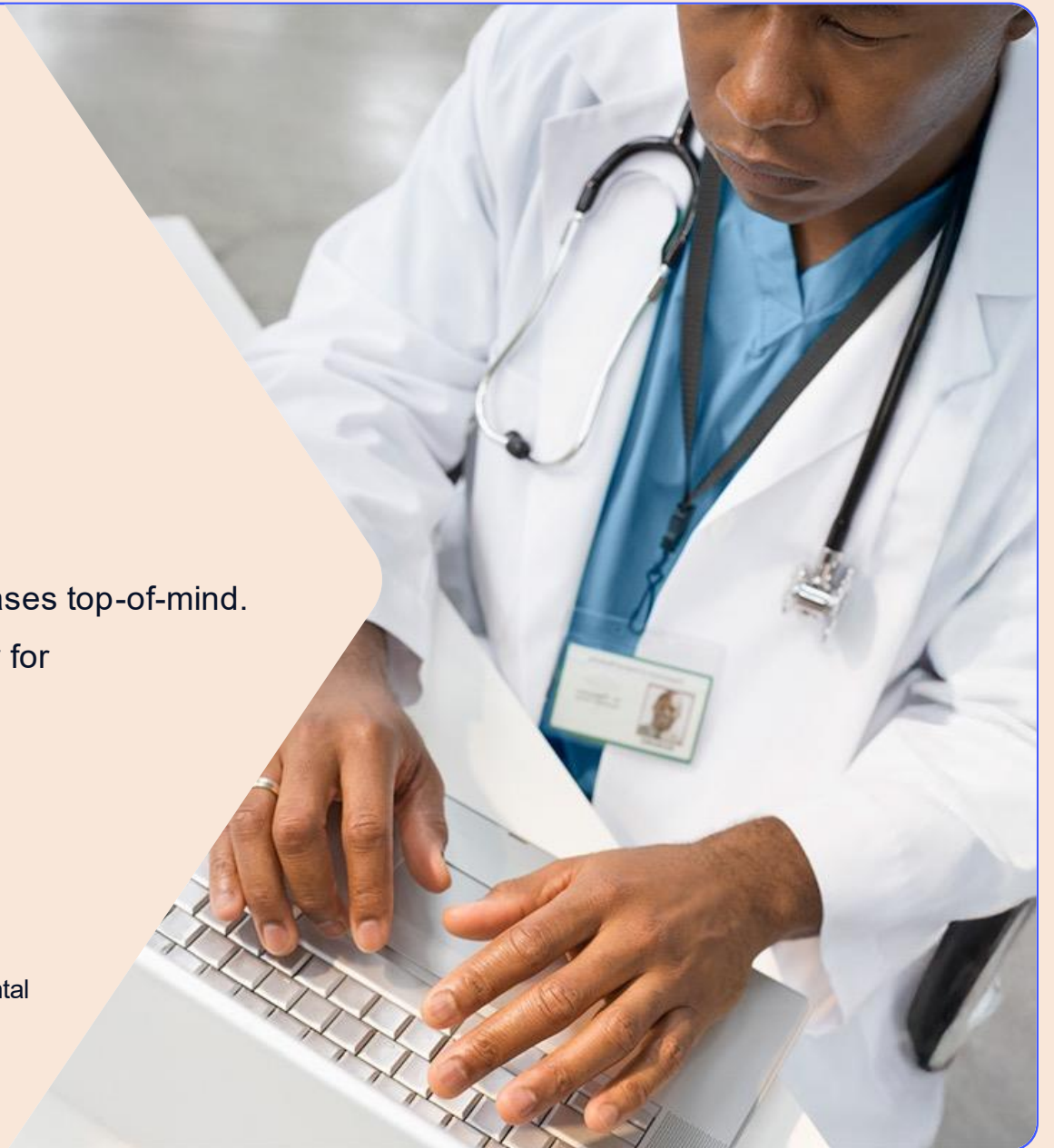
More physicians reached due to social activation

142%

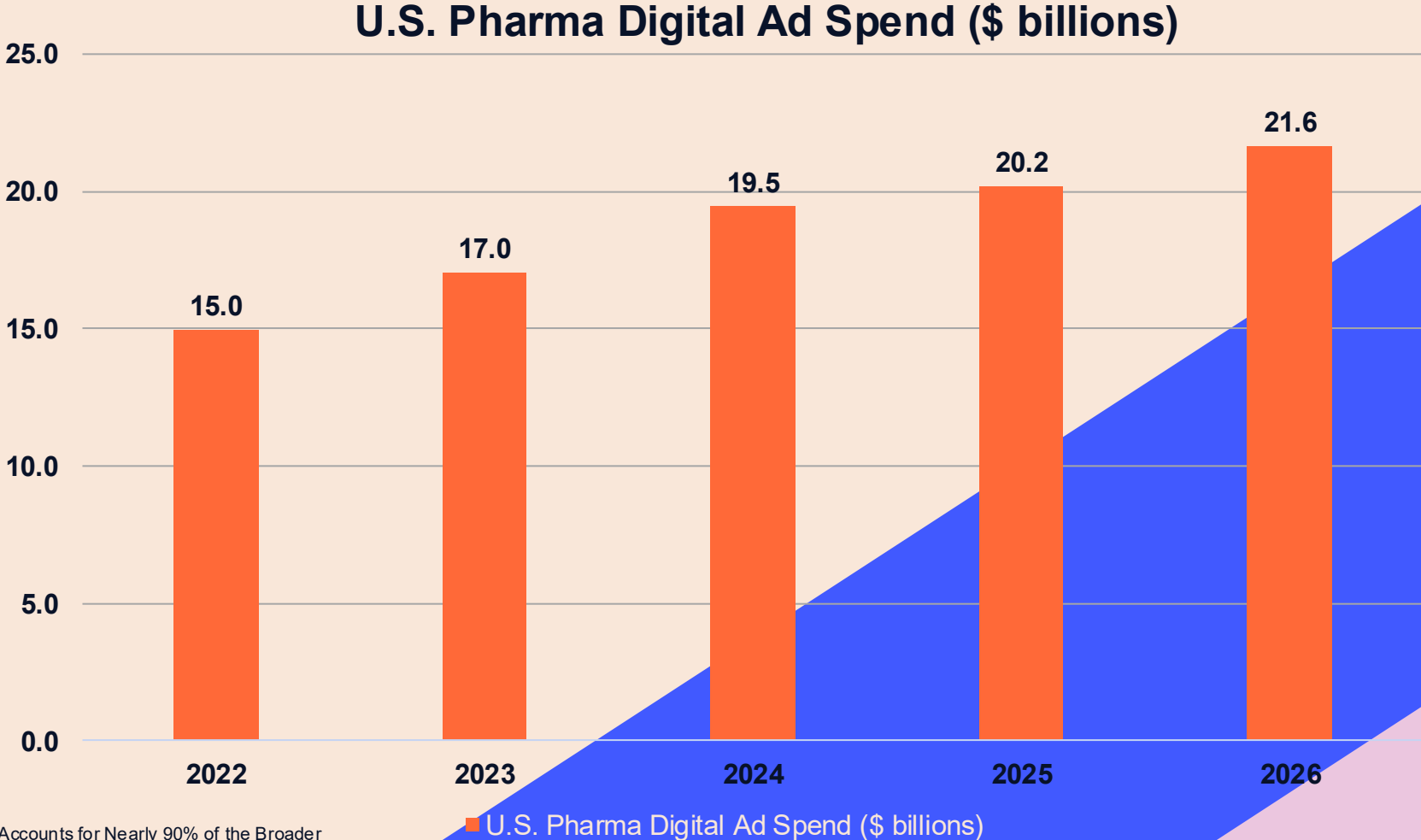
Greater script impact from combined EHR+Social execution, compared to single-tactic execution

1K+

Incremental **scripts**



Large, Under Penetrated Market With Tailwinds Driven by Increased Pharma Advertising Spend on Digital Channels



Source: Leventhal, Rajiv. "Pharma Accounts for Nearly 90% of the Broader Industry's Digital Ad Spending." eMarketer, 30 Oct. 2024.

Unique Capabilities of the Dynamic Audience Activation Platform (DAAP)

Accessible Market Opportunity for Combined Solution Set (HCP/DTC)



DAAP
Dynamic Audience
Activation Platform

~**350 Brands** supported
with **45% coverage**
of the top 200 brands

Current opportunity with
existing brands represents
a **\$2B - \$3B opportunity**

~**10%** Solution
Penetration Rate

~**10%** of brands utilize
DAAP – significant ACV
lift.

Source: EvaluatePharma.

*OptimizeRx specific Data is based on CY25

Key Performance Indicators

Our footprint in the top 20 pharmaceutical manufacturers positions us well to compete and win our share of the largest category of addressable commercial spend

KPIs	Trailing Twelve Months	
	March 31, 2026	March 31, 2025
Average revenue per top 20 pharmaceutical manufacturer	\$2.8M	\$3.0M
% of total revenue attributable to top 20 pharmaceutical manufacturers	52%	63%
Net revenue retention	110%	114%
Revenue per average full-time employee	\$801K	\$710K

Definition of Key Performance Indicators (KPIs)

- **Top 20 pharmaceutical manufacturers:** Top 20 pharmaceutical manufacturers are based on Fierce Pharma’s “The top 20 pharma companies by 2025 revenue.”
- **Net revenue retention:** Net revenue retention is a comparison of revenue generated from all customers in the previous period to total revenue generated from the same customers in the following year (i.e., excludes new customer relationships for the most recent year).
- **Revenue per average full-time employee:** We define revenue per average full-time employee (FTE) as total revenue over the last 12 months (LTM) divided by the average number of employees over the LTM.

Includes the October 24, 2023, acquisition of Medix Health

Strong Financial Momentum

Q1 2026 RESULTS

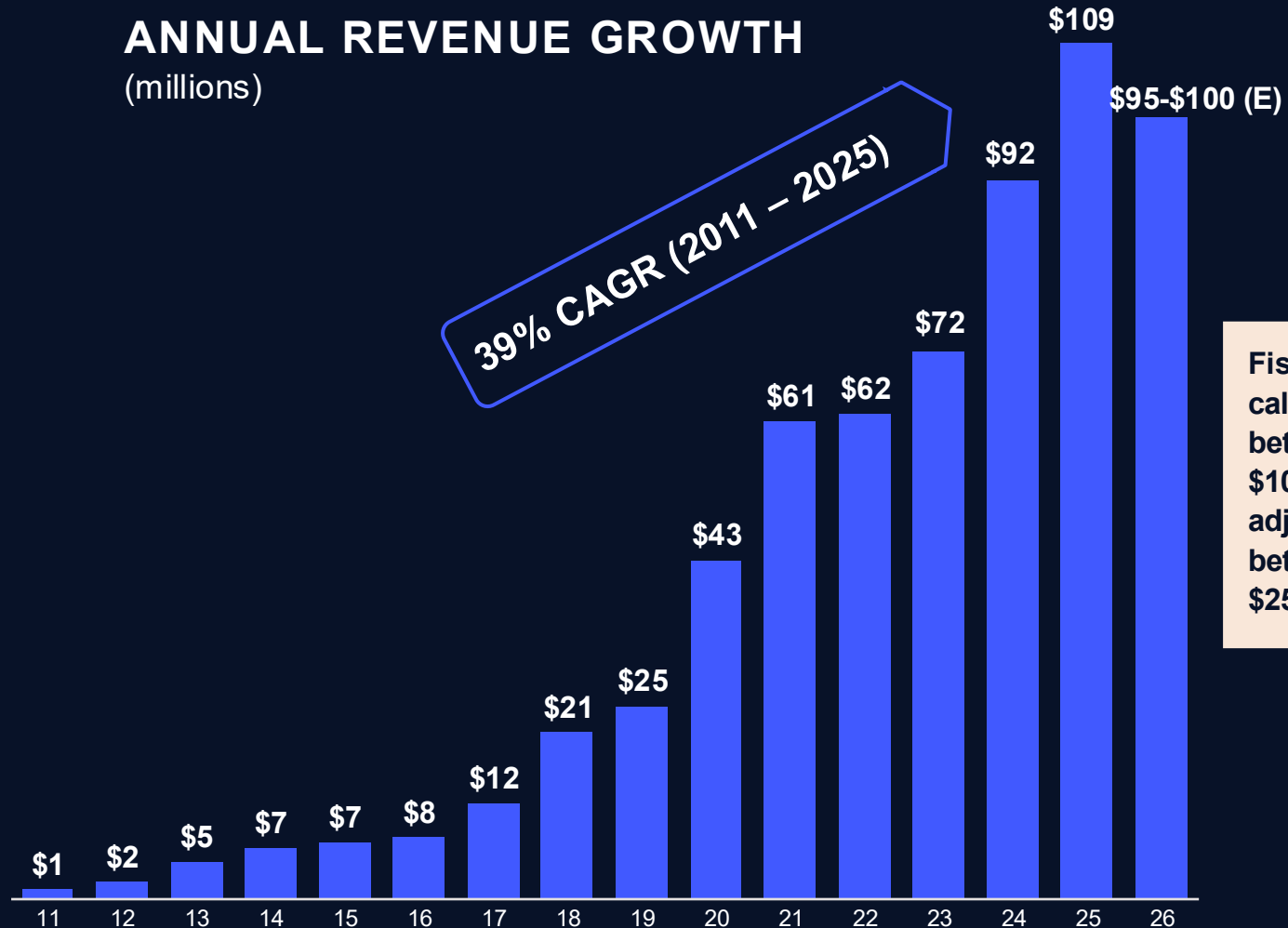
\$19.8M
Revenue

\$(0.5)M
GAAP Net
Income

\$3.3M
Adjusted EBITDA

ANNUAL REVENUE GROWTH

(millions)



Fiscal 2026 guidance calls for revenue between \$95M and \$100M with an adjusted EBITDA between \$21M and \$25M.

Key Takeaways



Reconciliation of GAAP to NON-GAAP FINANCIAL MEASURES

(in thousands, except share and per share data, unaudited)

- This presentation includes certain financial measures that are not prepared in accordance with generally accepted accounting principles (GAAP). These non-GAAP financial measures are performance measures that are not defined under GAAP and should be considered in addition to, and not as a substitute for, the most directly comparable GAAP measures. They may also not be comparable to similarly titled measures reported by other companies. Management believes that presenting these non-GAAP financial measures provides useful supplemental information that facilitates comparison of the Company's historical operating results and trends, and offers transparency into how management evaluates the business. Management uses these measures in making financial, operating and planning decisions and in evaluating the Company's performance. Excluding items that management does not consider reflective of ongoing operating results improves the comparability of year-over-year results and helps investors better understand the Company's underlying performance. These adjustments may include items such as asset impairment charges, amortization, stock-based compensation, acquisition expenses, severance related to executive departures and reductions in force initiatives, shareholder activist related fees, CEO search fees, other income, and other items that management believes are not related to the Company's ongoing performance.

	Three Months Ended March 31,	
	2026	2025
Net loss	\$ (495)	\$ (2,199)
Depreciation and amortization	1,064	1,094
Stock-based compensation	1,828	1,558
Severance expenses	30	275
Shareholder activist related fees	—	451
CEO search fees	—	225
Other income	(38)	(39)
Amortization of debt issuance costs	358	174
Non-GAAP net income	<u>\$ 2,747</u>	<u>\$ 1,539</u>
Non-GAAP net income per share		
Diluted	<u>\$ 0.14</u>	<u>\$ 0.08</u>
Weighted average shares outstanding:		
Diluted	<u>19,107,036</u>	<u>18,579,012</u>
	Three Months Ended March 31,	
	2026	2025
Net loss	\$ (495)	\$ (2,199)
Depreciation and amortization	1,064	1,094
Income tax benefit	(149)	(1,073)
Stock-based compensation	1,828	1,558
Severance expenses	30	275
Shareholder activist related fees	—	451
CEO search fees	—	225
Other income	(38)	(39)
Interest expense, net	1,078	1,209
Adjusted EBITDA	<u>\$ 3,318</u>	<u>\$ 1,501</u>