

# Corporate Profile

November 2020

# Leading Digital Health Platform Revolutionizing Physician & Patient Communication

# OPRX Price & Volume 11/24/20 25 20 15 10 5 Volume — OBigCharts.com OBigCharts.com Very Stats Sources: Nasdag som Company

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Volume —	©BigCharts.com
20 Feb Har Ripr Hay Jun Jul	0.5 8 0.0 P
Key Stats Sources: Nas	daq.com, Company
Stock Price 11/24/20	\$23.97
52 Week Low-High	\$6.50 - \$24.75
<b>Shares Outstanding</b>	15.1M
Public Float est.	82.1%
<b>Market Capitalization</b>	\$362M
Avg. Daily Volume 50-da	y 173K
Insider Holdings	~17.9%
Institutional Holdings	~65.6%
Employees @12/31/19	70
Revenue ttm	\$34.3M
Net Loss ttm	\$5.6M
Cash @9/30/20	\$12.0M
Debt @9/30/20	\$0
Fiscal Year End	Dec. 31



### **OptimizeRx Contacts**

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## **About OptimizeRx Corporation**

- Leading provider of digital health solutions for life science companies, providers and patients.
- Suite of digital and mobile solutions enables affordability, patient and adherence.
- Highly leverageable, scalable, low fixed costs operating model, which can generate increasing cash flow as revenues grow.

## **Nationwide Digital Health Platform**

- Optimize digital health network reaches 300,000+ healthcare providers across the U.S., including 60%+ of U.S. ambulatory providers.
- Point of care provider access via 370+ EHRS, and patient engagement via 300+ million mobile devices.
- Clients comprise world's top 20 pharmaceutical companies and 60+ other major customers.
- Multiple studies confirm OptimizeRx increases prescription volume with average ROI of 520%.

## Recent News Highlights - 2020

**Nov. 18:** Ranked by Deloitte's 2020 Technology Fast 500<sup>™</sup> as one of the fastest growing companies in North America.

**Nov. 11:** Appointed point-of-care expert, Angelo Campano, as senior vice president.

**Nov. 9.:** Q3 2020 record revenue of \$10.5M, up 110%. Non-GAAP net income at of 1.1 million or \$0.07 per share.<sup>5</sup>

**Sep. 15:** Expanded direct-to-patient reach, partnering with Epion Health.

**Aug. 20:** Entered retail pharmacies via Higi Smart Health Stations.

**Jul. 21:** Appointed Greg Wasson, former president and CEO of Walgreens Boots Alliance, to its board of directors.



Large Market Opportunity

Pharma Marketing to Providers<sup>1</sup>



\$20.3B

\$4 Billion is Digital

90%

U.S. physicians using EHR daily<sup>1</sup>

**5.9** hrs Avg. daily EHR use<sup>2</sup>

500+

EHRs = fragmentation

**94%**U.S. consumer mobile phone use<sup>3</sup>

### **Electronic Prescribing Adoption**

**5 Billion eRx Transactions Annually & Growing**across hundreds of
EHRs used constantly
by health care
providers<sup>4</sup>

80%
Top 50

**86%**Renewal Rate

Pharma Brand

