GoodRx

Q4 2022

Earnings Presentation

February 28, 2023

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements contained in this presentation that do not relate to matters of historical fact should be considered forward-looking statements, including without limitation statements regarding our future operations, growth and financial results, the benefits to consumers or GoodRx of our agreements with partners, customers and other entities, underlying trends in our business, the impact of the grocer issue on our future financial results and businesses, our manufacturer solutions businesses, the impact of macroeconomic conditions on our future results of operations, our relationships with industry participants and partners, our potential for growth (including from acquisitions, investments or alliances), demand for our offerings, our strategic growth priorities, future offerings, future financial results, collaborations and partnerships with third parties, and our strategy. These statements are neither promises nor guarantees, but involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements, including, but not limited to, risks related to our limited operating history and early stage of growth; our ability to achieve broad market education and change consumer purchasing habits; our ability to continue to attract, acquire and retain consumers in a cost-effective manner; our reliance on our prescription transactions offering and ability to expand our offerings; changes in medication pricing and pricing structures; our inability to control the categories and types of prescriptions for which we can offer savings or discounted prices; our reliance on a limited number of industry participants; the competitive nature of industry; risks related to pandemics, epidemics or outbreak of infection disease, including the COVID-19 pandemic; the accuracy of our estimate of our total addressable market and other operational metrics; risks related to negative media coverage; our ability to respond to changes in the market for prescription pricing and to maintain and expand the use of GoodRx codes; our ability to maintain positive perception of our platform and brand; risks related to any failure to maintain effective internal control over financial reporting; risks related to use of social media, emails, text messages and other messaging channels as part of our marketing strategy; our ability to accurately forecast revenue and appropriately plan our expenses in the future; risks related to our ability to maintain our relationship with our telehealth provider network and ability to recruit qualified telehealth providers; risks related to the regulatory environment governing our telehealth offering offered to consumers through our arrangement with Wheel; risks related to information technology and cybersecurity; compliance with government regulation of the internet, e-commerce and data and other regulations; our ability to utilize our net operating loss carryforwards and certain other tax attributes; the risk that we may not achieve the intended outcomes of our recent reduction in force; our ability to attract, develop, motivate and retain well-qualified employees; risks related to general economic factors, natural disasters or other unexpected events; risks related to our acquisition strategy; risks related to our debt arrangements; interruptions or delays in service on our apps or websites; our reliance on third-party platforms to distribute our platform and offerings; our reliance on software as-a-service technologies from third parties; systems failures or other disruptions in the operations of these parties on which we depend; changes in consumer sentiment or laws, risks related to climate change; rules or regulations regarding tracking technologies and other privacy matters; the increasing focus on environmental sustainability and social initiatives; risks related to our intellectual property; risks related to operating in the healthcare industry, including risks related to healthcare reform legislation and other changes in the healthcare industry and in healthcare spending; risks related to our organizational structure; risks related to fluctuations in our tax obligations and effective income tax rate which could materially and adversely affect our results of operations; as well as the other important factors discussed in our Annual Report on Form 10-K for the year ended December 31, 2022, and our other filings with the SEC. These factors could cause actual results to differ materially from those indicated by the forward-looking statements made in this presentation. Any such forward-looking statements represent management's estimates as of the date of this presentation. While we may elect to update such forward-looking statements at some point in the future, we disclaim any obligation to do so, even if subsequent events cause our views to change.

Doug Hirsch

Co-Founder & Co-CEO

In 2022, we continued to expand access to affordable healthcare and develop compelling products

Launched collaboration with Express Scripts, allowing eligible members to automatically receive GoodRx discount prices as part of their pharmacy benefit

Expanded our Healthcare Provider value proposition with launch of Provider Mode; enrolled almost 400,000 new prescribers[1]

Expanded our core retail network; recently added Sam's Club and their 560 retail pharmacy locations to our network of pharmacies that accept GoodRx discounts

Ended the year with revenue and Adjusted EBITDA[2] ahead of our expectations while stabilizing and expanding our retail network

1 As of 12/31/22.
2 Adjusted EBITDA is a non-GAAP financial measure and is presented for supplemental informational purposes only. Refer to Appendix for a reconciliation to the most directly comparable GAAP measure.

Our business model continues to have great potential

- Direct contracts with top pharmacy partners
- Providing high-value solutions to pharma manufacturers
- Increasing the value and access we deliver for consumers
- Strengthening our healthcare provider relationships
- Improving and creating new platform capabilities
- Deepening consumer relationships

7M+

Prescription-related consumers[1]

90

Net Promoter Score among health care providers and consumers[2]

$55B+

Cumulative savings in the marketplace for consumers[3]

80%+

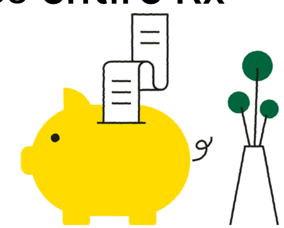
Repeat activity in prescription transactions[4]

1 Represents the sum of the average MACS and members of subscription plans for Q4 2022.
2 Consumer NPS based on survey ran in July 2021; Provider NPS based on survey ran in September 2021
3 As of February 2023. Savings are measured as the difference between the pharmacy list price and the price the consumer pays using GoodRx. Because consumers of our website and mobile application may switch pharmacies if they find a better discount, our consumer savings calculation includes an estimate of savings achieved based on switching pharmacies.
4 Repeat activity refers to the second and later use of our discounted prices by a single GoodRx consumer; 2016-June 30, 2021.

We believe our four key areas of investment will position us for long-term profitable growth:

1 Create a **more direct** consumer relationship to increase touchpoints and **access**

2 Build on our **strong foundation** to increase savings across **entire Rx basket**



GDRX Key Areas of Investment

3 Grow our position as the **partner of choice** across retailers, PBMs & pharma manufacturers

4 Leverage **data & marketing** to reach more consumers, & drive higher revenue from our users

Trevor Bezdek

Co-Founder & Co-CEO

Strengthened our network + PBM relationships

Retail Network

- Hybrid strategy has now been implemented across our key retailers, believed to greatly enhance the stability and strength of our retail and PBM relationships
- Recent addition of Sam's Club to our core prescription transactions network
- Doubled the proportion of prescription transactions by fully registered members between the start of the third quarter and the end of the fourth quarter

Pharmacy Benefit Manager Relationships

- Continued to deepen relationships with consumers and PBM partners
- Our take-rate has remained stable since the grocer issue, which demonstrates the value that PBM's derive from us by leveraging millions of consumers across the GoodRx network

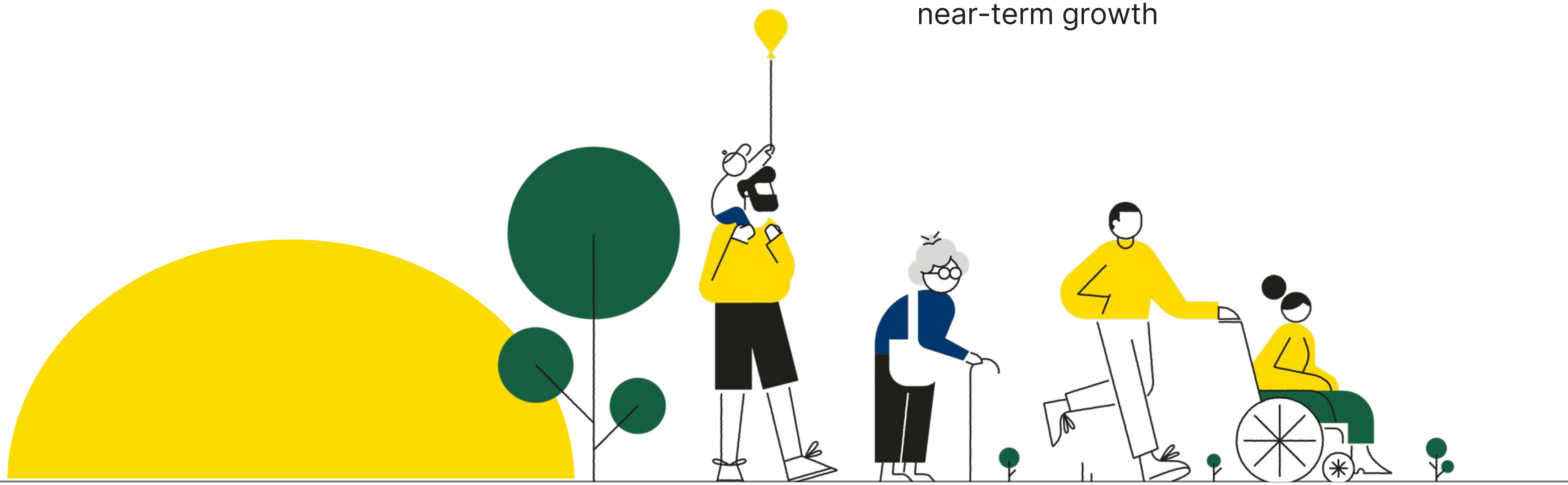
Prescription Transactions & Subscriptions

Prescription Transactions

- Volume across pharmacies increased 5% quarter-over-quarter and 12.5% year-over-year, excluding the impact from the grocer issue
- The broader prescriptions market excluding COVID was up 3% in Q4 year-over-year[1]
- The impact to prescription transaction volume from registration efforts to support engagement in Q4'22 represented a smaller headwind than we expected

Subscriptions

- Launched initiatives to ensure Gold members consistently receive even better pricing
- Key focus areas center around competitive advantages:
  - CRM initiatives to drive growth and reduce churn
  - Product innovation
  - Delivering on product initiatives that result in near-term growth

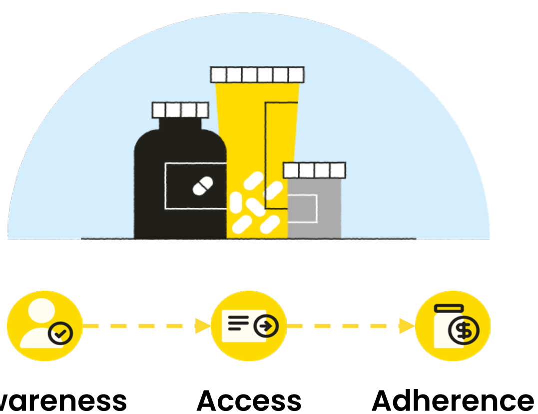


1 According to IQVIA data; excludes COVID-19 vaccines

Pharma Manufacturer Solutions & Provider Mode

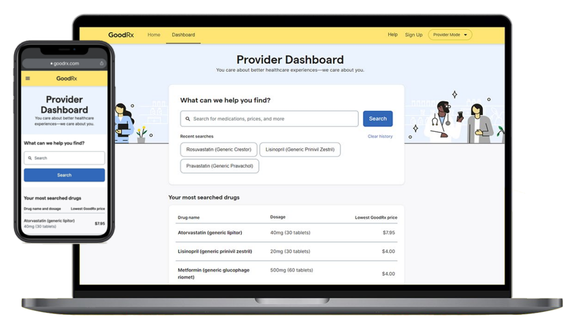
Pharma Manufacturer Solutions

- Increased our engagement with pharma customers and rolled out solutions to help manufacturers reach more patients and providers
- Enabled several medication access products for high profile pharma customers



Provider Mode

- Almost 400,000 providers engaged with us through our Provider Mode technology[1]
- Continuing to launch new features that drive value to providers
- Building capabilities to connect providers to brand partners in new and beneficial ways



1 As of 12/31/22.

Q4 2022 highlights

Revenue

$184.1M

Declined (14%) YOY; $40M - $50M estimated grocer impact

Adjusted EBITDA[1]

$49.6M

26.9% Adj. EBITDA Margin[1]

Cash Flow From Ops

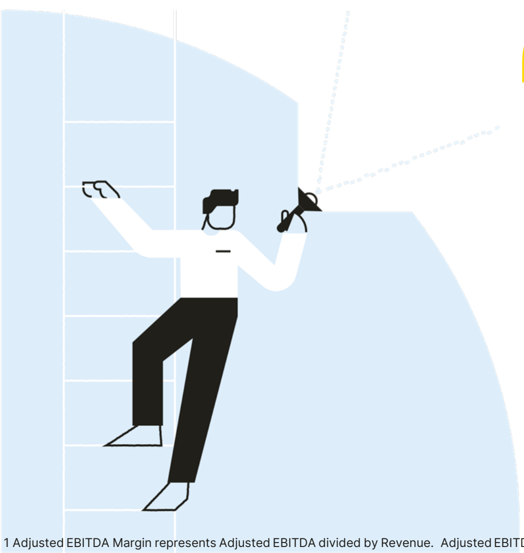
$31.9M

17% of Revenue

Consumers

7M+

Across prescription transactions and subscription offerings



"During 2022, we adjusted to the new macro reality, with the goal of advancing our mission and maximizing shareholder value. We prioritized investments that we expect will drive Adjusted EBITDA growth in the near term, as well as profitability and cash conversion."

-Trevor Bezdek, co-Founder and co-CEO

1 Adjusted EBITDA Margin represents Adjusted EBITDA divided by Revenue. Adjusted EBITDA and Adjusted EBITDA Margin are non-GAAP financial measures and are presented for supplemental informational purposes only. Refer to Appendix for a reconciliation to the most directly comparable GAAP measures.

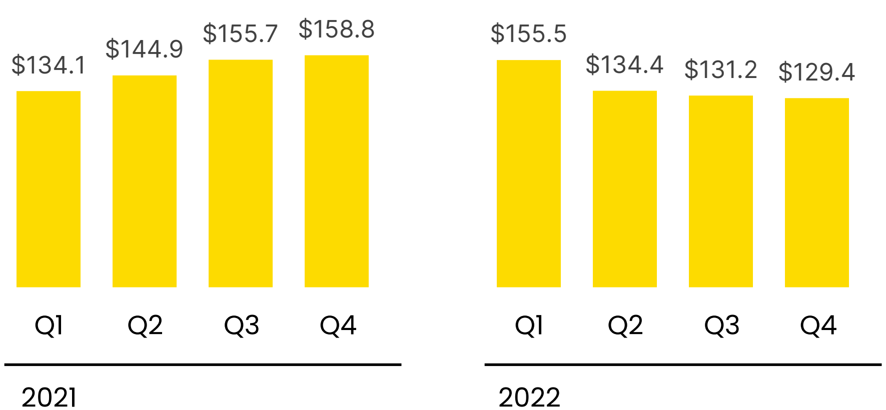
Karsten Voermann

CFO

Financials (dollars in millions)

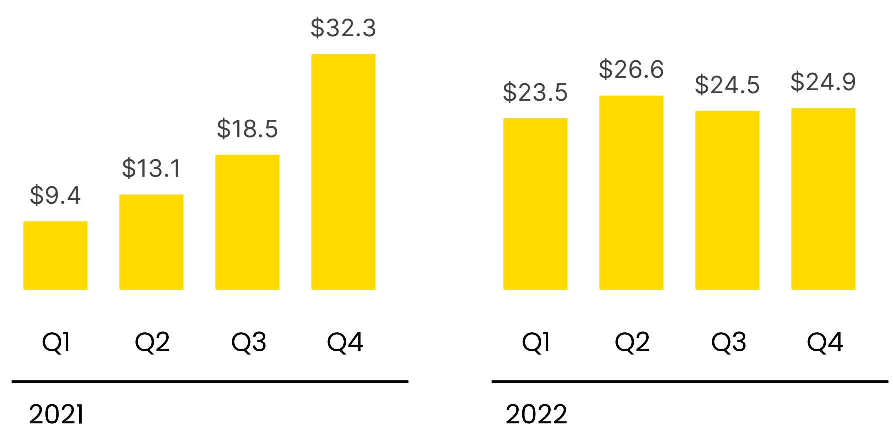
Prescription Transactions Revenue (PTR)

- Fourth quarter PTR decreased 19% year-over-year to $129.4 million due primarily to an 8% decrease in Monthly Active Consumers (MACs) and an ongoing shift in the volume of prescription transactions to other retailers that impacted pricing principally due to the sustained impact of the grocer issue
- The estimated impact of the grocer issue on prescription transactions revenue in the fourth quarter of 2022 was approximately $40 - $50 million



Pharma Manufacturer Solutions Revenue[1]

- Fourth quarter pharma manufacturer solutions revenue declined 23% year-over-year to $24.9 million, driven partly by our increased focus on prioritizing recurring service arrangements relative to the prior year and partly from timing and a slight moderation in spending across large pharma customers
- Revenue was up 2% quarter-over-quarter and full year revenue growth was up a very strong 36% despite the challenging fourth quarter compared to last year
- We remain very optimistic about this business long-term and our ability to drive growth in this $30 billion market

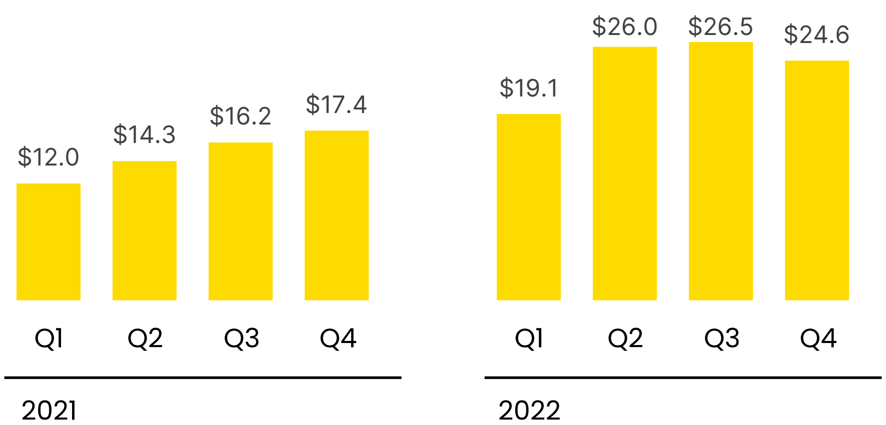


Note: Due to rounding, numbers presented may not add up precisely to the totals provided.
1 Beginning in Q1 2022, pharma manufacturer solutions revenue is disclosed separately from other revenue, which now primarily consists of revenue generated from GoodRx Care. Prior period amounts have been recast to conform to the current period presentation.

Financials (dollars in millions)

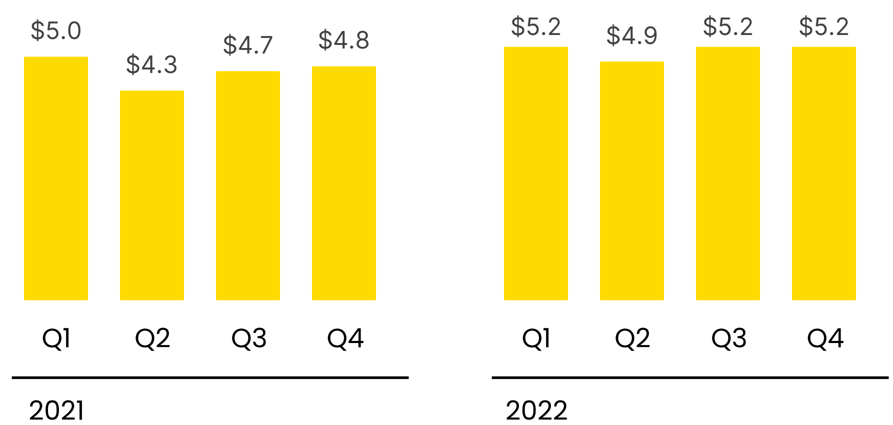
Subscription Revenue[1]

- Fourth quarter subscription revenue increased 42% year-over-year to $24.6 million, due primarily to the increase in the monthly subscription fees for GoodRx Gold[2], partially offset by a 15% year-over-year decrease in subscription plans
- Ended fourth quarter with 1.5 million total members across our 1.0 million subscription plans



Other Revenue[1]

- Fourth quarter other revenue grew 8% year-over-year to $5.2 million, driven by an increase in the number of telehealth visits on our platform



Note: Due to rounding, numbers presented may not add up precisely to the totals provided.
1 Beginning in Q2 2021, subscription revenue is disclosed separately from other revenue. Beginning in Q1 2022, pharma manufacturer solutions revenue is disclosed separately from other revenue, which now primarily consists of revenue generated from GoodRx Care. Prior period amounts have been recast to conform to the current period presentation.
2 During the first quarter of 2022, new GoodRx Gold subscriber fees increased from $5.99 to $9.99 for individuals, and from $9.99 to $19.99 for families, respectively. During the second quarter of 2022, we also increased fees to our existing Gold subscribers.

Financials (dollars in millions)

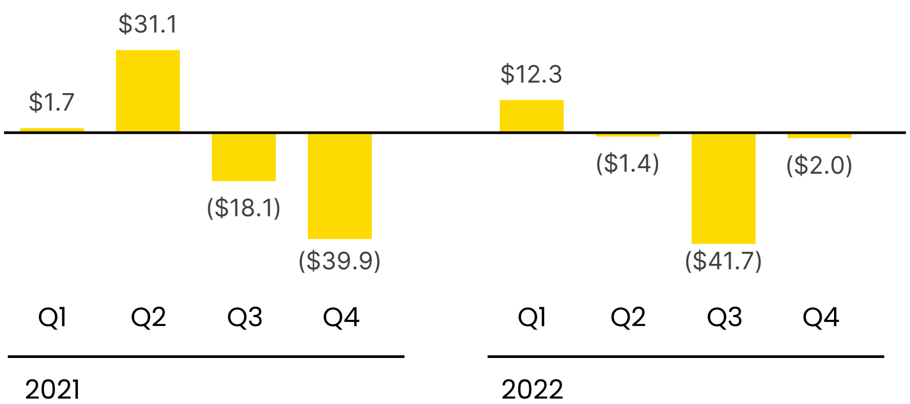
Costs & Operating Expenses	Q4 '22	Q4 '21	% Change	Q4 '22 % Revenue	Notes
Cost of Revenue	$17.4	$13.9	25%	9%	Increase in personnel related to consumer support and allocated overhead due to the vitaCare acquisition
Adjusted Cost of Revenue[1]	$17.0	$13.0	31%	9%	
Product Development and Technology	$36.8	$35.1	5%	20%	Increases in third-party costs associated with cloud computing and hosting arrangements, and in stock-based compensation expense, partially offset by lower allocated overhead as a result of lower headcount as well as higher capitalization of qualified costs related to software development
Adjusted Product Development and Technology[1]	$26.3	$25.5	3%	14%	
Sales and Marketing	$84.1	$106.5	(21%)	46%	Decrease as we proactively managed our marketing spend in the current environment
Adjusted Sales and Marketing[1]	$78.9	$101.0	(22%)	43%	
General and Administrative	$28.6	$35.4	(19%)	16%	Decrease in stock-based compensation expense principally related to the non-recurring co-CEOs' awards made in connection with our IPO
Adjusted General and Administrative[1]	$12.3	$11.5	7%	7%	

Note: Due to rounding, numbers presented may not add up precisely to the totals provided.
1 These adjusted costs and expenses are non-GAAP financial measures and are presented for supplemental informational purposes only. Refer to Appendix for a reconciliation to the most directly comparable GAAP measures.

Financials (dollars in millions)

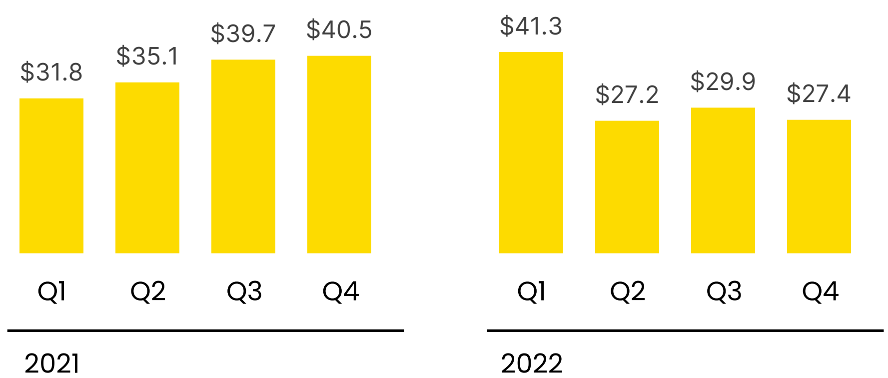
Net Income (Loss)

- Fourth quarter net loss was $2.0 million compared to a net loss of $39.9 million last year which was driven by a change in our tax provision and the grocer issue
- Fourth quarter net loss margin was 1.1% compared to 18.7% net loss margin last year
- vitaCare also adversely impacted net loss and net loss margin



Adjusted Net Income[1]

- Fourth quarter Adjusted Net Income was $27.4 million compared to $40.5 million last year

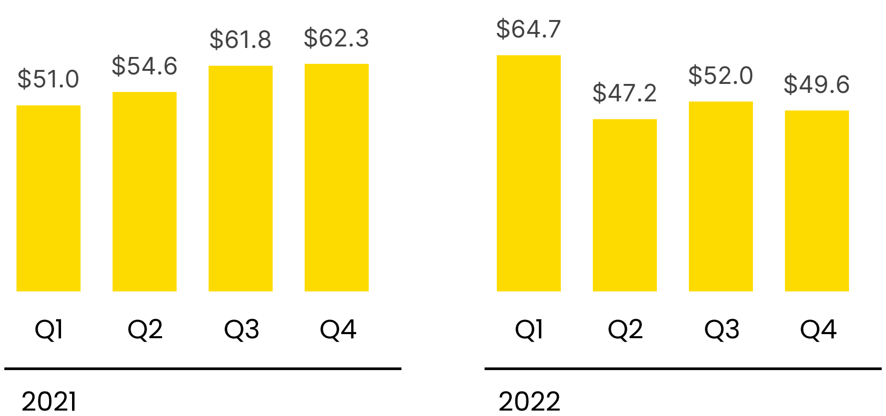


Note: Due to rounding, numbers presented may not add up precisely to the totals provided.
1 Adjusted Net Income is a non-GAAP financial measure and is presented for supplemental informational purposes only. Refer to Appendix for a reconciliation to the most directly comparable GAAP measure.

Financials (dollars in millions)

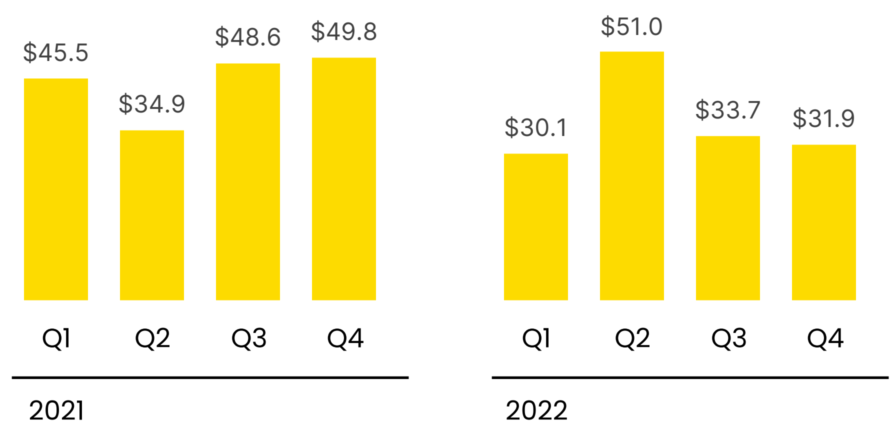
Adjusted EBITDA[1]

- Fourth quarter Adjusted EBITDA was $49.6 million compared to $62.3 million last year
- Adjusted EBITDA Margin was 26.9% compared to 29.2% last year
- These decreases were largely driven by the grocer issue, which materially impacted our revenue growth
- vitaCare also adversely impacted Adjusted EBITDA and Adjusted EBITDA Margin



Cash Flow

- Fourth quarter net cash provided by operating activities was $31.9 million compared to $49.8 million last year, which was comprised of a net loss of $2.0 million, increased primarily by stock-based compensation expense of $29.4 million, change in the fair value of contingent consideration related to vitaCare of $1.2 million, depreciation and amortization of $15.5 million, loss on operating lease assets of $12.6 million, and offset by a gain on sale of business of $11.4 million and working capital changes



Note: Due to rounding, numbers presented may not add up precisely to the totals provided.
1 Adjusted EBITDA Margin represents Adjusted EBITDA divided by Revenue. Adjusted EBITDA and Adjusted EBITDA Margin are non-GAAP financial measures and are presented for supplemental informational purposes only. Refer to Appendix for a reconciliation to the most directly comparable GAAP measures.

Guidance (dollars in millions)

	1Q 2023 Guidance	1Q 2022 Actuals	% Change
Total Revenue	~$181-183	$203.3	~(10%) - (11%)
Adjusted EBITDA Margin[1]	Mid-twenty-percent range		

	FY 2023 Guidance	FY 2022 Actuals	% Change
Total Revenue	~$780-790	$766.6	~2% - 3%
Adjusted EBITDA Margin[1]	Mid-twenty-percent range		

- Our first quarter prescription transactions revenue guidance assumes a $35 million to $45 million estimated impact related to the grocer issue

1 Adjusted EBITDA Margin is a non-GAAP financial measure and is presented for supplemental information purposes only. We have not reconciled our Adjusted EBITDA Margin guidance to GAAP net loss or income margin, because we do not provide guidance for GAAP net loss or income margin due to the uncertainty and potential variability of stock-based compensation expense, acquired intangible assets and related amortization and income taxes, which are reconciling items between Adjusted EBITDA and GAAP net loss or income margin. Because such items cannot be provided without unreasonable efforts, we are unable to provide a reconciliation of the non-GAAP financial measure guidance to the corresponding GAAP measure. However, such items could have a significant impact on our future GAAP net loss or income margin.
2 PTR per MAC is a monthly metric defined and calculated as prescription transactions revenue divided by Monthly Active Consumers and the number of months for the periods described.

GoodRx helps Americans get the healthcare they need at a price they can afford.

Q+A

Appendix

Key Operating Metrics

The following table presents Monthly Active Consumers and Subscription Plans:

	Three Months Ended							
(in millions)	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021	March 31, 2021
Monthly Active Consumers	5.9	5.8	5.8	6.4	6.4	6.4	6.0	5.7

	As of							
(in thousands)	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021	March 31, 2021
Subscription plans	1,030	1,060	1,133	1,203	1,210	1,129	1,051	931

Non-GAAP Financial Measures

The following table presents a reconciliation of net (loss) income, the most directly comparable financial measure calculated in accordance with GAAP, to Adjusted EBITDA, and presents net (loss) income margin, the most directly comparable financial measure calculated in accordance with GAAP, with Adjusted EBITDA Margin:

	Three Months Ended								**Last Twelve Months Ended**
(dollars in thousands)	**December 31, 2022**	**September 30, 2022**	**June 30, 2022**	**March 31, 2022**	**December 31, 2021**	**September 30, 2021**	**June 30, 2021**	**March 31, 2021**	**December 31, 2022**
Net (loss) income	$ (1,972)	$ (41,734)	$ (1,415)	$ 12,293	$ (39,914)	$ (18,069)	$ 31,061	$ 1,668	$ (32,828)
Adjusted to exclude the following:									
Interest income	(5,445)	(2,920)	(857)	(52)	(17)	(13)	(13)	(16)	(9,274)
Interest expense	11,927	9,478	6,969	5,869	5,903	5,928	5,906	5,905	34,243
Income tax (benefit) expense	(2,773)	19,463	(8,744)	1,651	45,784	19,153	(37,305)	(12,555)	9,597
Depreciation and amortization	15,533	13,952	13,319	11,373	10,648	10,161	8,369	5,361	54,177
Financing related expenses	6	5	5	4	217	134	58	257	20
Acquisition related expenses	2,856	18,656	3,001	1,973	5,084	1,714	3,022	3,048	26,486
Restructuring related expenses	37	5,880	45	311	—	—	—	—	6,273
Legal settlement expenses	(1,300)	—	2,800	—	—	—	—	—	1,500
Stock-based compensation expense	29,414	29,038	31,633	30,149	33,280	39,980	40,676	46,526	120,234
Payroll tax expense related to stock-based compensation	143	184	472	1,083	1,266	2,150	2,016	828	1,882
Loss on operating lease assets	12,569	—	—	—	—	650	780	—	12,569
Gain on sale of business	(11,404)	—	—	—	—	—	—	—	(11,404)
Adjusted EBITDA	$ 49,591	$ 52,002	$ 47,228	$ 64,654	$ 62,251	$ 61,788	$ 54,570	$ 51,022	$ 213,475
Revenue	$ 184,109	$ 187,318	$ 191,798	$ 203,329	$ 213,256	$ 195,102	$ 176,635	$ 160,431	$ 766,554
Net (loss) income margin	(1.1%)	(22.3%)	(0.7%)	6.0%	(18.7%)	(9.3%)	17.6%	1.0%	(4.3%)
Adjusted EBITDA Margin	26.9%	27.8%	24.6%	31.8%	29.2%	31.7%	30.9%	31.8%	27.8%

Non-GAAP Financial Measures

The following tables present a reconciliation of net (loss) income, the most directly comparable financial measures calculated in accordance with GAAP, to Adjusted Net Income:

	Three Months Ended							
(dollars in thousands)	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021	March 31, 2021
Net (loss) income	$ (1,972)	$ (41,734)	$ (1,415)	$ 12,293	$ (39,914)	$ (18,069)	$ 31,061	$ 1,668
Adjusted to exclude the following:								
Amortization of intangibles related to acquisitions	5,674	5,819	6,307	5,400	5,286	5,703	4,868	2,476
Financing related expenses	6	5	5	4	217	134	58	257
Acquisition related expenses	2,856	18,656	3,001	1,973	5,084	1,714	3,022	3,048
Restructuring related expenses	37	5,880	45	311	—	—	—	—
Legal settlement expenses	(1,300)	—	2,800	—	—	—	—	—
Stock-based compensation expense	29,414	29,038	31,633	30,149	33,280	39,980	40,676	46,526
Payroll tax expense related to stock-based compensation	143	184	472	1,083	1,266	2,150	2,016	828
Loss on operating lease assets	12,569	—	—	—	—	650	780	—
Gain on sale of business	(11,404)	—	—	—	—	—	—	—
Income tax (benefit) expense on excluded items and adjusting for valuation allowance and excess tax benefits/deficiencies on stock-based compensation exercises	(8,648)	12,081	(15,654)	(9,887)	35,237	7,388	(47,410)	(22,961)
Adjusted Net Income	$ 27,375	$ 29,929	$ 27,194	$ 41,326	$ 40,456	$ 39,650	$ 35,071	$ 31,842

Non-GAAP Financial Measures

Each cost and operating expense is adjusted for, as applicable for the periods presented, acquisition related expenses, amortization of intangibles related to acquisitions, stock-based compensation expense, loss on extinguishment of debt, payroll tax expense related to stock-based compensation, financing related expenses, restructuring related expenses, legal settlement expenses, loss on operating lease assets, charitable stock donation, and gain on sale of business.

	GAAP Three Months Ended			Adjusted Three Months Ended		
	December 31,	September 30,	December 31,	December 31,	September 30,	December 31,
(dollars in thousands)	2022	2022	2021	2022	2022	2021
Cost of revenue	$ 17,360	$ 17,395	$ 13,927	$ 16,983	$ 17,055	$ 12,980
% of Revenue	9%	9%	7%	9%	9%	6%
Product development and technology	$ 36,770	$ 35,921	$ 35,060	$ 26,335	$ 24,895	$ 25,532
% of Revenue	20%	19%	16%	14%	13%	12%
Sales and marketing	$ 84,128	$ 86,215	$ 106,491	$ 78,881	$ 78,700	$ 101,003
% of Revenue	46%	46%	50%	43%	42%	47%
General and administrative	$ 28,581	$ 49,548	$ 35,374	$ 12,319	$ 14,666	$ 11,490
% of Revenue	16%	26%	17%	7%	8%	5%
Depreciation and amortization	$ 15,533	$ 13,952	$ 10,648	$ 9,859	$ 8,133	$ 5,362
% of Revenue	8%	7%	5%	5%	4%	3%
Operating income (loss)	$ 1,737	$ (15,713)	$ 11,756	$ 39,732	$ 43,869	$ 56,889
% of Revenue	1%	(8%)	6%	22%	23%	27%

Non-GAAP Financial Measures

The following table presents a reconciliation of each non-GAAP, or adjusted, cost and expense measure to its most directly comparable financial measure calculated in accordance with GAAP:

(dollars in thousands)	December 31, 2022	Three Months Ended September 2022	December 31, 2021
Cost of revenue	$ 17,360	$ 17,395	$ 13,927
Acquisition related expenses	—	—	(663)
Restructuring related expenses	(207)	(203)	—
Stock-based compensation expense	(169)	(136)	(258)
Payroll tax expense related to stock-based compensation	(1)	(1)	(26)
Adjusted cost of revenue	$ 16,983	$ 17,055	$ 12,980
Product development and technology	$ 36,770	$ 35,921	$ 35,060
Acquisition related expenses	(540)	(285)	(417)
Restructuring related expenses	26	(2,626)	—
Stock-based compensation expense	(9,863)	(8,029)	(8,434)
Payroll tax expense related to stock-based compensation	(58)	(86)	(677)
Adjusted product development and technology	$ 26,335	$ 24,895	$ 25,532
Sales and marketing	$ 84,128	$ 86,215	$ 106,491
Acquisition related expenses	(185)	(124)	(838)
Restructuring related expenses	—	(2,597)	—
Stock-based compensation expense	(5,037)	(4,766)	(4,487)
Payroll tax expense related to stock-based compensation	(25)	(28)	(163)
Adjusted sales and marketing	$ 78,881	$ 78,700	$ 101,003
General and administrative	$ 28,581	$ 49,548	$ 35,374
Financing related expenses	(6)	(5)	(217)
Acquisition related expenses	(2,131)	(18,247)	(3,166)
Restructuring related expenses	144	(454)	—
Legal settlement expenses	1,300	—	—
Stock-based compensation expense	(14,345)	(16,107)	(20,101)
Payroll tax expense related to stock-based compensation	(59)	(69)	(400)
Loss on operating lease assets	(12,569)	—	—
Gain on sale of business	11,404	—	—
Adjusted general and administrative	$ 12,319	$ 14,666	$ 11,490
Depreciation and amortization	$ 15,533	$ 13,952	$ 10,648
Amortization of intangibles related to acquisitions	(5,674)	(5,819)	(5,286)
Adjusted depreciation and amortization	$ 9,859	$ 8,133	$ 5,362
Operating income (loss)	$ 1,737	$ (15,713)	$ 11,756
Amortization of intangibles related to acquisitions	5,674	5,819	5,286
Financing related expenses	6	5	217
Acquisition related expenses	2,856	18,656	5,084
Restructuring related expenses	37	5,880	—
Legal settlement expenses	(1,300)	—	—
Stock-based compensation expense	29,414	29,038	33,280
Payroll tax expense related to stock-based compensation	143	184	1,266
Loss on operating lease assets	12,569	—	—
Gain on sale of business	(11,404)	—	—
Adjusted operating income	$ 39,732	$ 43,869	$ 56,889

GoodRx: Company Snapshot

Scaled Platform	Consumer First	Trusted Ecosystem Partner	Profitable[1] Growth with Strong Cash from Ops
7M+ Prescription-related Consumers[2]	**90** Consumer Net Promoter Score[3]	**90** Provider Net Promoter Score[3]	**$766.6M / $213.5M** FY22 Revenue / FY22 AEBITDA[4]
~900K Prescribers used GDRX in the last 19 months[5]	**$55B+** Cumulative Consumer Savings[6]	**19/20** Top Pharma Manufacturers are Customers[7]	**$31.9M** 4Q22 Cash Flow from Operations
260B+ Daily pricing data points distilled into real-time data	**~80%** Average saved off retail prices by GoodRx users[8]	**70K+** U.S. pharmacies accept GoodRx	**80%+** Repeat Activity[9]

1 On an Adjusted EBITDA basis. Refer to the Non-GAAP Financial Measures section above for reconciliation to the most directly comparable GAAP measure.
2 Represents the sum of the average MACS and members of subscription plans for Q4 2022.
3 Consumer NPS based on survey ran in July 2021; Provider NPS based on survey ran in September 2021
4 Adjusted EBITDA is a non-GAAP financial measure. Refer to the Non-GAAP Financial Measures section above for reconciliation to the most directly comparable GAAP measure.
5 As of 12/31/2022.
6 As of February 2023. Savings are measured as the difference between the pharmacy list price and the price the consumer pays using GoodRx. Because consumers of our website and mobile application may switch pharmacies if they find a better discount, our consumer savings calculation includes an estimate of savings achieved based on switching pharmacies.
7 Based on internal data as of YTD Q4 2022.
8 Based on internal data; average discount in 2020, comparing the GoodRx discounted price to the usual and customary, or cash price.
9 Repeat activity refers to the second and later use of our discounted prices by a single GoodRx consumer; 2016-June 30, 2021

Q4 2022 Financial Data (dollars in millions)

	Q4 '22	Q4 '21	Change
Revenue	$184.1	$213.3	(14%)
Net Loss	$2.0	$39.9	(95%)
Adjusted Net Income[2]	$27.4	$40.5	(32%)
Adjusted EBITDA[2]	$49.6	$62.3	(20%)
Net Loss Margin[1]	1.1%	18.7%	1,760 bps
Adjusted EBITDA Margin[1, 2]	26.9%	29.2%	(230 bps)
Cash Provided by Operating Activities	$31.9	$49.8	(36%)

1 Net loss margin and Adjusted EBITDA Margin represents net loss and Adjusted EBITDA divided by revenue, respectively.
2 Adjusted EBITDA, Adjusted EBITDA Margin, and Adjusted Net Income are non-GAAP financial measures and are presented for supplemental informational purposes only. Refer to the Non-GAAP Financial Measures section above for a reconciliation to the most directly comparable GAAP measures.

Definitions

- **EHR** – Electronic Health Record
- **MACs (Monthly Active Consumers)** – Refers to the number of unique consumers who have used a GoodRx code to purchase a prescription medication in a given calendar month and have saved money compared to the list price of the medication. A unique consumer who uses a GoodRx code more than once in a calendar month to purchase prescription medications is only counted as one Monthly Active Consumer in that month. A unique consumer who uses a GoodRx code in two or three calendar months within a quarter will be counted as a Monthly Active Consumer in each such month. When presented for a period longer than a month, Monthly Active Consumers are averaged over the number of calendar months in such period.
- **Medication Adherence** – Medication adherence usually refers to whether patients take their medications as prescribed, as well as whether they continue to take a prescribed medication.
- **HCPs** – Healthcare providers
- **LTV** – Lifetime value
- **PBMs (Pharmacy Benefit Managers)** – PBMs aggregate demand to negotiate prescription medication prices with pharmacies and pharma manufacturers. PBMs find most of their demand through relationships with insurance companies and employers. However, nearly all PBMs also have consumer direct or cash network pricing that they negotiate with pharmacies for consumers who choose to purchase prescriptions outside of insurance.
- **Prescribers** – Refers to individuals in the medical profession who are allowed to write orders for medical treatment.
- **Subscription Plans** – Represent the ending subscription plan balance across both of our subscription offerings, GoodRx Gold and Kroger Savings Club. Each subscription plan may represent more than one subscriber since family subscription plans may include multiple members.