



Q3 2022

Earnings Presentation

November 8, 2022

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 telehealth and manufacturer solutions businesses, the impact of our recent consumer engagement efforts, the impact of macroeconomic conditions on our future results of operations, the impacts of cost savings initiatives, the benefits of cross-selling products, our relationships with industry participants and partners, the anticipated impact of COVID-19 on our business, post COVID-19 trends, our potential for growth (including from acquisitions), demand for our offerings, our strategic growth priorities, including our 2022 priorities, and 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; the development of the telehealth market; our ability to maintain and expand a network of skilled telehealth providers; 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 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; 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, 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; 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; risks related to the recent healthcare reform legislation and other changes in the healthcare industry and in healthcare spending which may adversely affect our business, financial condition and results of operations; the risk that we may not achieve the intended outcomes of our recent reduction in force; as well as the other important factors discussed in our Annual Report on Form 10-K for the year ended December 31, 2021, as updated by our Quarterly Report on Form 10-Q for the quarter ended September 30, 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

Furthering Our Mission While Driving Shareholder Value

Furthering Our Mission

- Engaged deeply with all constituents, with a strong focus on consumers and providers
- Stabilized and further grew our retail network
- Worked with retailers and Pharmacy Benefit Managers (PBMs) on finding more ways to offer even better consumer prices
- Expanded content offerings
- Enhanced provider-focused offerings to make it even easier for providers to be great advocates for GoodRx

Driving Shareholder Value

Revenue

\$187.3M

vs. \$185.0M²

Adjusted EBITDA Margin¹

~28%

vs 20%²

- Exceeded our Q3 expectations
- High cash conversion with \$33.7 million in cash flow from operations
- Highly focused on Adjusted EBITDA and cash conversion while efficiently growing the business

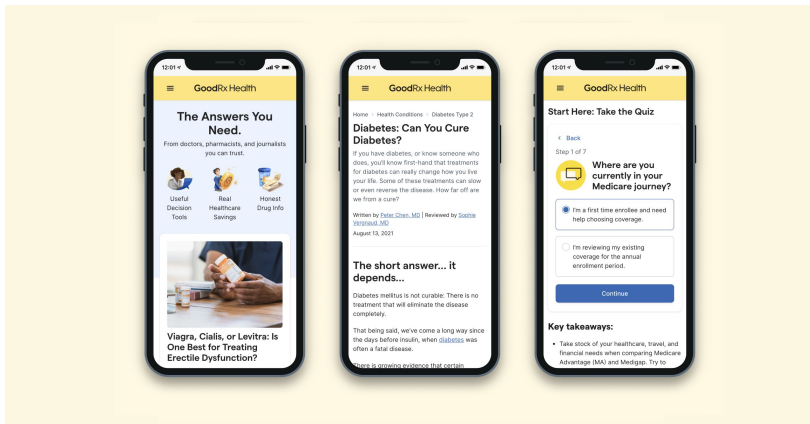
¹ Adjusted EBITDA Margin represents Adjusted EBITDA divided by Revenue. Adjusted EBITDA and Adjusted EBITDA Margin are non-GAAP financial measures and are presented for supplemental informational purposes only. Refer to Appendix for a reconciliation to the most directly comparable GAAP measures.

² 3Q22 guidance provided on 2Q22 earnings call



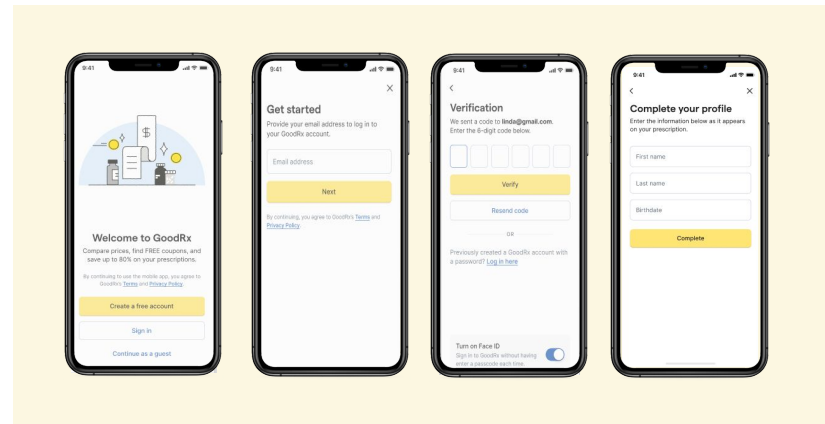
Q3 Product Highlights

GoodRx Health



- Launched September 2021
- Generated robust year-over-year traffic growth of approximately 25% in Q3 2022
- Delivers more insights to consumers throughout their healthcare journey, increasing top of funnel traffic and offering additional monetization opportunities

Consumer Engagement



- Engagement efforts to ramp further in Q4 2022 and into 2023
- Increases value proposition and drives user lifetime value (LTV) by leveraging data to create new tools and products for a better consumer experience
- Importantly, higher engagement enhances our ability to influence consumer behavior, giving us more leverage and opportunities across our ecosystem of retailers, PBMs and pharma manufacturers

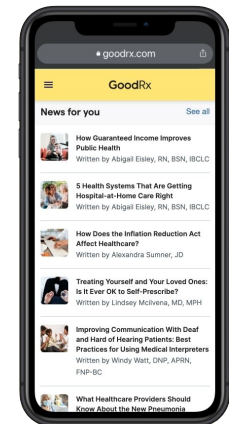
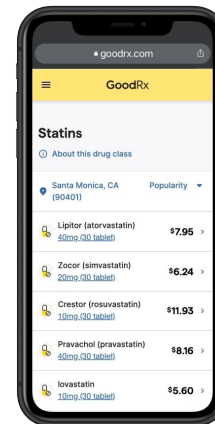
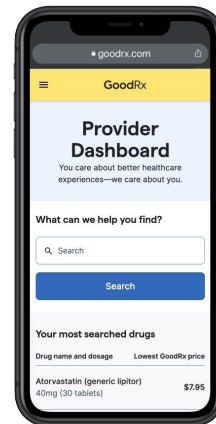
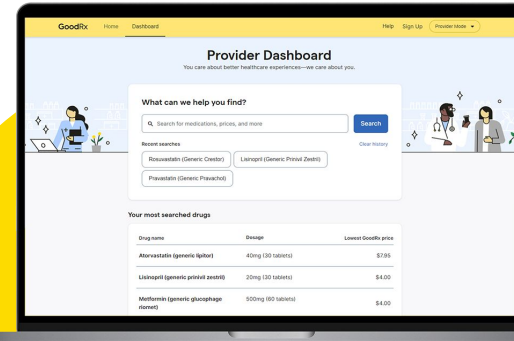
Q3 Product Highlights

Provider Mode

- Launched October 2022
- Expands access beyond prescribers to include all healthcare providers (HCPs) and staff
- Accelerates penetration of \$30 billion pharma manufacturer solutions market
- Complements growth strategy by addressing brand name prescription awareness, access and adherence more affordably for consumers

865K+
prescribers have
used GoodRx¹

~90%
provider
opt-in rate²



¹ Since June 2021 on behalf of their patients
² Since December 2021

Building the Leading Digital Platform for Consumer Healthcare



Trevor Bezdek

Co-Founder & Co-CEO

Driving Shareholder Value



Increasing strength of retail network, PBM and pharma manufacturer relationships



Grocer issue addressed in August; GoodRx discounts are being welcomed at point of sale



Prescription transactions volume across other pharmacies up ~8% year-over-year and ~5% quarter-over-quarter



Complementing existing contractual PBM relationships with selective direct contracting with retailers; hybrid approach allows for:

- Improved insight and advance notice of challenges
- Increased collaboration
- Stable & higher value relationships

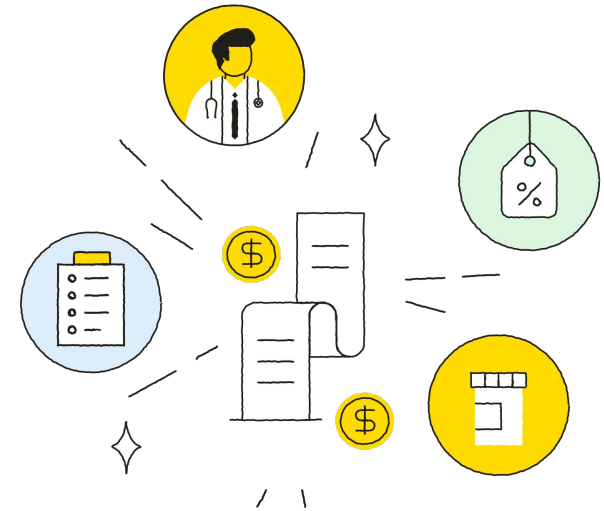
Strengthening our Network + PBM Relationships

Retail Network

- Accepted at **most pharmacies in the U.S.**
- Gold expansion with addition of **Giant Eagle**
- Advantage of additional foot traffic
 - **80% of GoodRx users** report purchasing secondary items at the pharmacy, with an **average of \$40+ spent** in addition to their prescription purchase

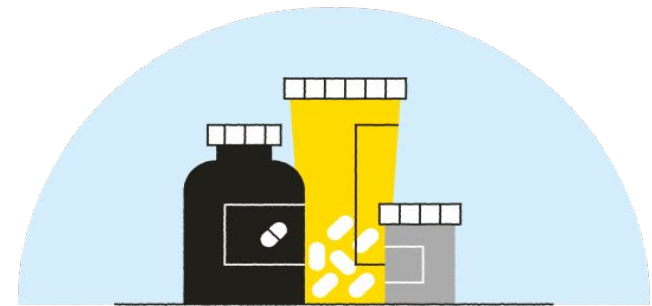
PBMs

- **Most expansive network of PBMs** in our space to further drive our value proposition
- **Robust relationships** in the network
- GoodRx has never had a PBM relationship terminate
- **Express Scripts**
 - Express Scripts' exclusive partner
 - GoodRx pricing integrated into pharmacy benefit
 - Allows members to automatically access lower prices
 - Available early 2023



Pharma Manufacturer Solutions

- Compelling suite of solutions creates a highly effective way for pharma manufacturers to reach patients and providers
 - Leveraging our millions of monthly visitors, including both consumers and healthcare providers, as well as approximately 20% of searches on our platform for brand drugs
- Awareness, Access and Adherence solutions to meet their needs
 - Deepening our reach to patients and providers
 - Traffic to GoodRx drug savings pages is a multiple of the traffic to pharma manufacturers' own drug savings pages¹, a direct result of our reach and ability to deliver a more seamless consumer experience
- The industry has started to face some moderation in spending
 - We continue to experience solid growth with our customers but will continue to monitor the landscape
- vitaCare integration progressing well
 - Adds an important capability and expands our role in the prescription journey



¹ For the top 100 branded medications.

Q3 2022 Highlights

Revenue

\$187.3M

(4%) YOY

Adjusted EBITDA

\$52.0M

~28% Adj. EBITDA
Margin

Cash Flow From Ops

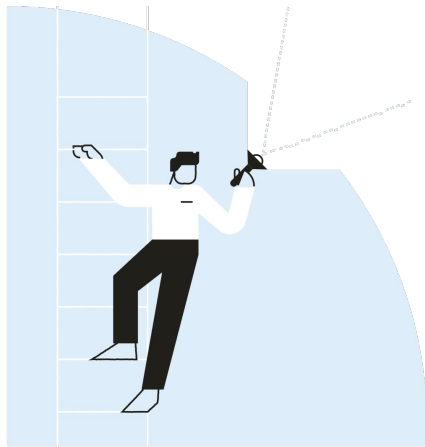
\$33.7M

~18% of Revenue

Consumers

7.3M

across prescription transactions
and subscription offerings



“ Our team is highly focused on **consistently and efficiently growing Adjusted EBITDA** quarter-over-quarter going forward, by reprioritizing investments only where they are needed to drive highly profitable growth while delivering to consumers what they have come to expect from GoodRx. ”

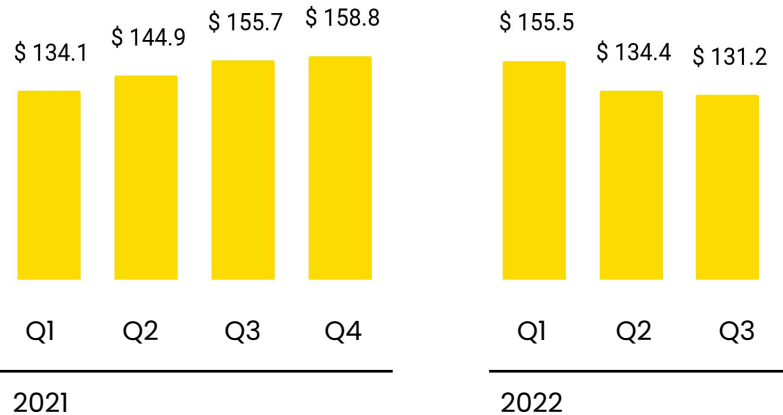
Karsten Voermann

CFO

Financials (dollars in millions)

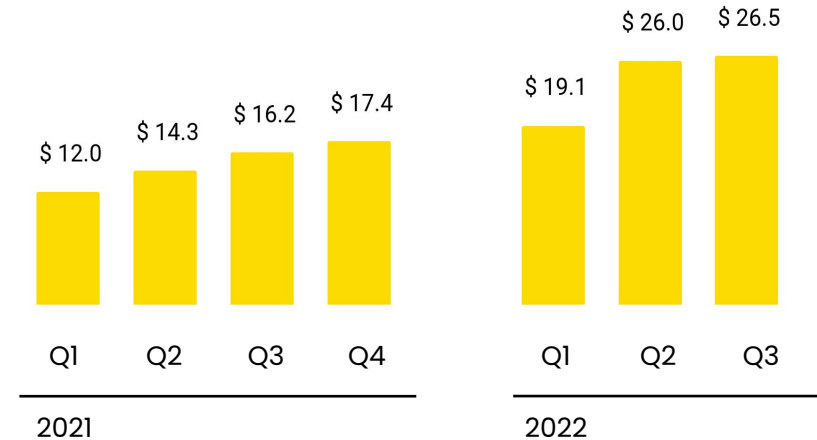
Prescription Transactions Revenue (PTR)

- Third quarter PTR decreased 16% year-over-year to \$131.2 million due primarily to a 9% 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 third quarter of 2022 was approximately \$40 million



Subscription Revenue¹

- Third quarter subscription revenue increased 63% year-over-year to \$26.5 million, due primarily to the increase in the monthly subscription fees for GoodRx Gold², partially offset by a 6% year-over-year decrease in subscription plans
- Ended third quarter with 1.5 million total members across our 1.1 million subscription plans



Note: Due to rounding, numbers presented may not add up precisely to the totals provided.

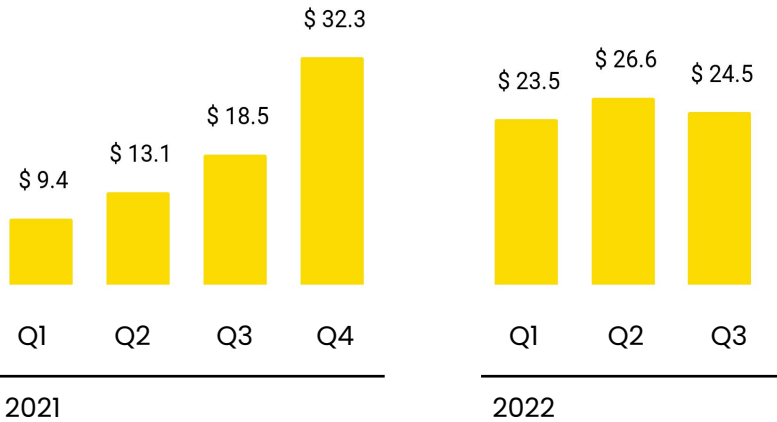
¹ Beginning in Q2 2021, subscription revenue is disclosed separately from other revenue. Beginning in Q1 2022, pharma manufacturer solutions revenue is disclosed separately from other revenue, which now primarily consists of revenue generated from GoodRx Care. Prior period amounts have been recast to 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)

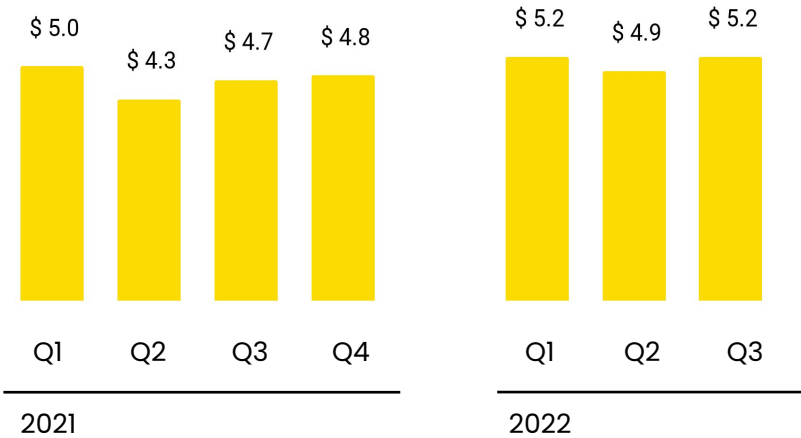
Pharma Manufacturer Solutions Revenue¹

- Third quarter pharma manufacturer solutions revenue grew 32% year-over-year to \$24.5 million, driven primarily by deeper market penetration and contribution from vitaCare
- Sequential moderation in growth driven by timing of customer wins as well as tighter expense controls across pharma manufacturers
- Continuing to work with more customers and offer more solutions



Other Revenue¹

- Third quarter other revenue grew 10% 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.

Financials (dollars in millions)

Costs & Operating Expenses	Q3 '22	Q3 '21	% Change	Q3 '22 % Revenue	Notes
Cost of Revenue	\$17.4	\$11.3	54%	9%	vitaCare + consumer support investments
<i>Adjusted Cost of Revenue¹</i>	\$17.1	\$11.1	53%	9%	
Product Development and Technology	\$35.9	\$35.1	2%	19%	Higher headcount and also costs related to a reduction-in-force; substantially offset by higher capitalization of costs related to software development
<i>Adjusted Product Development and Technology¹</i>	\$24.9	\$23.2	8%	13%	
Sales and Marketing	\$86.2	\$95.7	(10%)	46%	Primarily marketing spend efficiencies; partially offset by higher headcount and also costs related to a reduction-in-force
<i>Adjusted Sales and Marketing¹</i>	\$78.7	\$89.3	(12%)	42%	
General and Administrative	\$49.5	\$35.9	38%	26%	vitaCare fair value accounting impact; partially offset by lower stock-based comp
<i>Adjusted General and Administrative¹</i>	\$14.7	\$9.7	51%	8%	

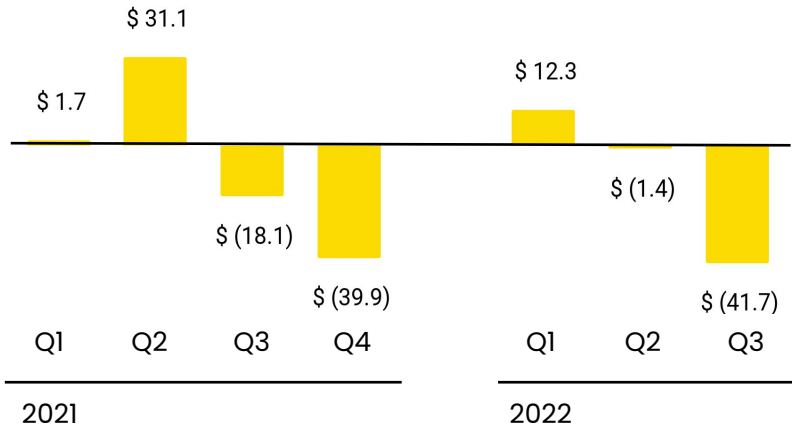
Note: Due to rounding, numbers presented may not add up precisely to the totals provided.

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)

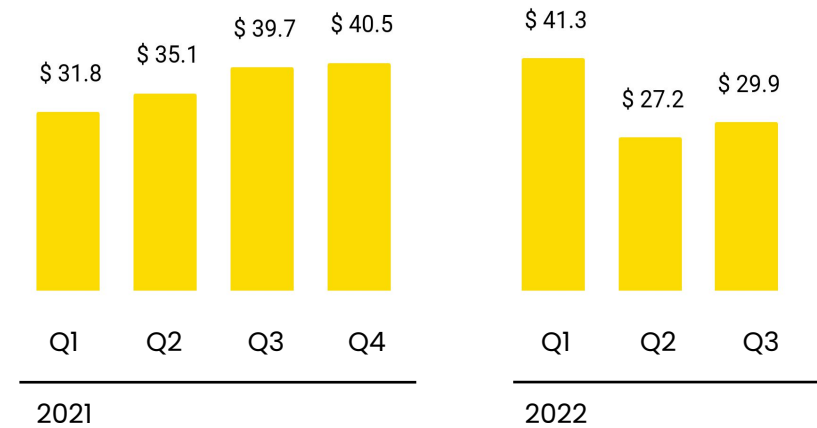
Net Income (Loss)

- Third quarter net loss was \$41.7 million compared to a net loss of \$18.1 million last year which was driven by the grocer issue and an increase in general and administrative expense related to a change in the fair value of contingent consideration related to the vitaCare acquisition, partially offset by a decrease in stock-based compensation expense and sales and marketing expense
- Third quarter net loss margin was 22.3% compared to 9.3% net loss margin last year
- vitaCare also impacted net loss and net loss margin



Adjusted Net Income¹

- Third quarter Adjusted Net Income was \$29.9 million compared to \$39.7 million last year



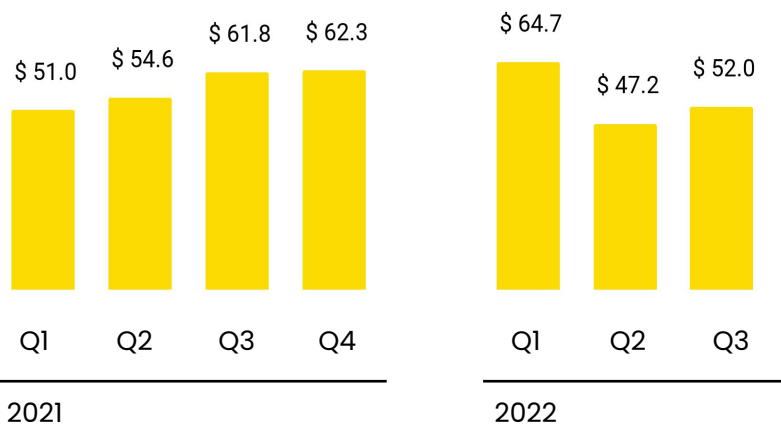
Note: Due to rounding, numbers presented may not add up precisely to the totals provided.

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)

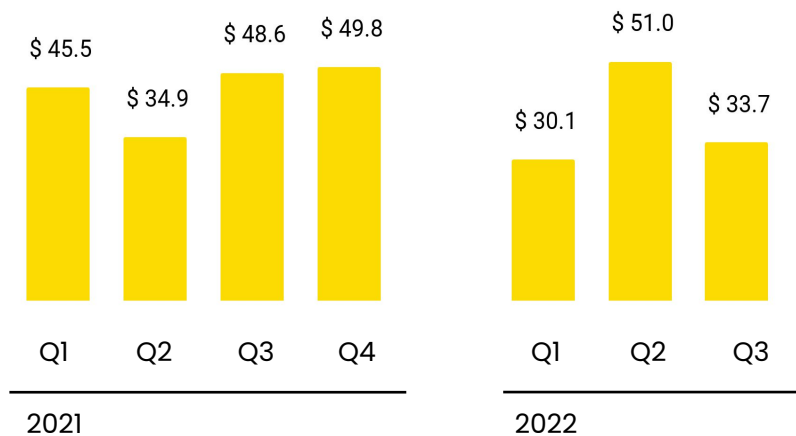
Adjusted EBITDA

- Third quarter Adjusted EBITDA was \$52.0 million compared to \$61.8 million last year
- Adjusted EBITDA Margin was 27.8% compared to 31.7% last year
- These decreases were largely driven by the grocer issue, which materially impacted our revenue growth, as well as adjusted costs and operating expenses as a percentage of revenue
- vitaCare also adversely impacted Adjusted EBITDA and Adjusted EBITDA Margin



Net Cash Provided by Operating Activities

- Third quarter net cash provided by operating activities was \$33.7 million compared to \$48.6 million last year, and was comprised of a net loss of \$41.7 million, adjusted primarily by stock-based compensation expense of \$29.0 million, change in the fair value of contingent consideration related to vitaCare of \$16.6 million and depreciation and amortization of \$14.0 million as well as changes in working capital



Note: Due to rounding, numbers presented may not add up precisely to the totals provided.

Guidance (dollars in millions)

	Q4 '22 Guidance	Q4 '21 Actuals	% Change
Total Revenue	~\$175 - \$180	\$213.3	~(18%) - (16%)
Adjusted EBITDA Margin¹	Low-to-mid-twenty-percent range		

- Our fourth quarter prescription transactions revenue guidance assumes a combined \$45 million to \$50 million estimated impact related to the grocer issue and our continued consumer engagement efforts
- We also expect a modest decrease in PTR per MAC² due to a continued shift in mix of retailer volume
- Fourth quarter Adjusted EBITDA Margin expected to be below the company's long-term trend due to anticipated quarter-over-quarter PTR decline

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

	As of						
	September 30,	June 30,	March 31,	December 31,	September 30,	June 30,	March 31,
	2022	2022	2022	2021	2021	2021	2021
(in thousands) Subscription plans	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:

<i>(dollars in thousands)</i>	Three Months Ended							Last Twelve Months Ended
	September 30, 2022	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021	March 31, 2021	September 30, 2022
Net (loss) income	\$ (41,734)	\$ (1,415)	\$ 12,293	\$ (39,914)	\$ (18,069)	\$ 31,061	\$ 1,668	\$ (70,770)
Adjusted to exclude the following:								
Interest income	(2,920)	(857)	(52)	(17)	(13)	(13)	(16)	(3,846)
Interest expense	9,478	6,969	5,869	5,903	5,928	5,906	5,905	28,219
Income tax expense (benefit)	19,463	(8,744)	1,651	45,784	19,153	(37,305)	(12,555)	58,154
Depreciation and amortization	13,952	13,319	11,373	10,648	10,161	8,369	5,361	49,292
Financing related expenses	5	5	4	217	134	58	257	231
Acquisition related expenses	18,656	3,001	1,973	5,084	1,714	3,022	3,048	28,714
Restructuring related expenses	5,880	45	311	—	—	—	—	6,236
Legal settlement expenses	—	2,800	—	—	—	—	—	2,800
Stock-based compensation expense	29,038	31,633	30,149	33,280	39,980	40,676	46,526	124,100
Payroll tax expense related to stock-based compensation	184	472	1,083	1,266	2,150	2,016	828	3,005
Loss on abandonment of operating lease assets	—	—	—	—	650	780	—	—
Adjusted EBITDA	\$ 52,002	\$ 47,228	\$ 64,654	\$ 62,251	\$ 61,788	\$ 54,570	\$ 51,022	\$ 226,135
Revenue	\$ 187,318	\$ 191,798	\$ 203,329	\$ 213,256	\$ 195,102	\$ 176,635	\$ 160,431	\$ 795,701
Net (loss) income margin	(22.3%)	(0.7%)	6.0%	(18.7%)	(9.3%)	17.6%	1.0%	(8.9%)
Adjusted EBITDA Margin	27.8%	24.6%	31.8%	29.2%	31.7%	30.9%	31.8%	28.4%

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:

<i>(dollars in thousands)</i>	Three Months Ended						
	September 30, 2022	June 30, 2022	March 31, 2022	December 31, 2021	September 30, 2021	June 30, 2021	March 31, 2021
Net (loss) income	\$ (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	5,819	6,307	5,400	5,286	5,703	4,868	2,476
Financing related expenses	5	5	4	217	134	58	257
Acquisition related expenses	18,656	3,001	1,973	5,084	1,714	3,022	3,048
Restructuring related expenses	5,880	45	311	—	—	—	—
Legal settlement expenses	—	2,800	—	—	—	—	—
Stock-based compensation expense	29,038	31,633	30,149	33,280	39,980	40,676	46,526
Payroll tax expense related to stock-based compensation	184	472	1,083	1,266	2,150	2,016	828
Loss on abandonment of operating lease assets	—	—	—	—	650	780	—
Income tax expense (benefit) on excluded items and adjusting for valuation allowance and excess tax benefits/deficiencies on stock-based compensation exercises	12,081	(15,654)	(9,887)	35,237	7,388	(47,410)	(22,961)
Adjusted Net Income	<u>\$ 29,929</u>	<u>\$ 27,194</u>	<u>\$ 41,326</u>	<u>\$ 40,456</u>	<u>\$ 39,650</u>	<u>\$ 35,071</u>	<u>\$ 31,842</u>

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, payroll tax expense related to stock-based compensation, financing related expenses, loss on extinguishment of debt, restructuring related expenses, legal settlement expenses, loss on abandonment and impairment of operating lease assets and charitable stock donation.

	GAAP			Adjusted		
	Three Months Ended			Three Months Ended		
	September 30, 2022	June 30, 2022	September 30, 2021	September 30, 2022	June 30, 2022	September 30, 2021
<i>(dollars in thousands)</i>						
Cost of revenue	\$ 17,395	\$ 18,044	\$ 11,271	\$ 17,055	\$ 17,942	\$ 11,138
% of Revenue	9%	9%	6%	9%	9%	6%
Product development and technology	\$ 35,921	\$ 35,404	\$ 35,073	\$ 24,895	\$ 25,015	\$ 23,156
% of Revenue	19%	18%	18%	13%	13%	12%
Sales and marketing	\$ 86,215	\$ 94,338	\$ 95,651	\$ 78,700	\$ 86,880	\$ 89,286
% of Revenue	46%	49%	49%	42%	45%	46%
General and administrative	\$ 49,548	\$ 34,740	\$ 35,947	\$ 14,666	\$ 14,733	\$ 9,734
% of Revenue	26%	18%	18%	8%	8%	5%
Depreciation and amortization	\$ 13,952	\$ 13,319	\$ 10,161	\$ 8,133	\$ 7,012	\$ 4,458
% of Revenue	7%	7%	5%	4%	4%	2%
Operating (loss) income	\$ (15,713)	\$ (4,047)	\$ 6,999	\$ 43,869	\$ 40,216	\$ 57,330
% of Revenue	(8%)	(2%)	4%	23%	21%	29%

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:

<i>(dollars in thousands)</i>	Three Months Ended		
	September 30, 2022	June 30, 2022	September 30, 2021
Cost of revenue	\$ 17,395	\$ 18,044	\$ 11,271
Acquisition related expenses	—	—	123
Restructuring related expenses	(203)	—	—
Stock-based compensation expense	(136)	(100)	(238)
Payroll tax expense related to stock-based compensation	(1)	(2)	(18)
Adjusted cost of revenue	\$ 17,055	\$ 17,942	\$ 11,138
Product development and technology	\$ 35,921	\$ 35,404	\$ 35,073
Acquisition related expenses	(285)	(299)	(560)
Restructuring related expenses	(2,626)	—	—
Stock-based compensation expense	(8,029)	(9,820)	(10,333)
Payroll tax expense related to stock-based compensation	(86)	(270)	(1,024)
Adjusted product development and technology	\$ 24,895	\$ 25,015	\$ 23,156
Sales and marketing	\$ 86,215	\$ 94,338	\$ 95,651
Acquisition related expenses	(124)	(1,469)	(292)
Restructuring related expenses	(2,597)	(45)	—
Stock-based compensation expense	(4,766)	(5,839)	(5,638)
Payroll tax expense related to stock-based compensation	(28)	(105)	(435)
Adjusted sales and marketing	\$ 78,700	\$ 86,880	\$ 89,286
General and administrative	\$ 49,548	\$ 34,740	\$ 35,947
Financing related expenses	(5)	(5)	(134)
Acquisition related expenses	(18,247)	(1,233)	(985)
Restructuring related expenses	(454)	—	—
Legal settlement expenses	—	(2,800)	—
Stock-based compensation expense	(16,107)	(15,874)	(23,771)
Payroll tax expense related to stock-based compensation	(69)	(95)	(673)
Loss on abandonment of operating lease assets	—	—	(650)
Adjusted general and administrative	\$ 14,666	\$ 14,733	\$ 9,734
Depreciation and amortization	\$ 13,952	\$ 13,319	\$ 10,161
Amortization of intangibles related to acquisitions	(5,819)	(6,307)	(5,703)
Adjusted depreciation and amortization	\$ 8,133	\$ 7,012	\$ 4,458
Operating (loss) income	\$ (15,713)	\$ (4,047)	\$ 6,999
Amortization of intangibles related to acquisitions	5,819	6,307	5,703
Financing related expenses	5	5	134
Acquisition related expenses	18,656	3,001	1,714
Restructuring related expenses	5,880	45	—
Legal settlement expenses	—	2,800	—
Stock-based compensation expense	29,038	31,633	39,980
Payroll tax expense related to stock-based compensation	184	472	2,150
Loss on abandonment of operating lease assets	—	—	650
Adjusted operating income	\$ 43,869	\$ 40,216	\$ 57,330

Building the leading digital platform for consumer healthcare

Unique combination of **scale, growth,** and **profitability**¹

Macro trends drive the need for our solutions and technology

First mover advantage and **partnership strategy** create a **deep competitive moat**

Transparency and **trust** are core to our platform

Consumer first approach is always **top of mind**

The greater our impact, the stronger our **value proposition** to the ecosystem

¹ On an Adjusted EBITDA basis.

GoodRx 2022 Strategic Priorities

1. Increase brand awareness + reach

to help more consumers understand how we can help them navigate their healthcare journey

2. Strengthen our healthcare provider relationships

by expanding the HCP value proposition and continuing to make GoodRx a destination that meets providers' unique needs and helps achieve better patient outcomes

3. Deepen our relationships with consumers

by offering relevant, timely and actionable services, advice and content that enhance engagement

4. Build (or acquire) new platform capabilities

that create the foundation for additional services and value we can offer consumers, HCPs and pharma manufacturers

GoodRx: Company Snapshot

Scaled Platform

~7.3M

Prescription-related Consumers²

Consumer First

90

Consumer Net Promoter Score³

Trusted Ecosystem Partner

90

Provider Net Promoter Score³

Profitable¹ Growth with Strong Cash from Ops

\$795.7M / \$226.1M

3Q22 LTM Revenue

3Q22 LTM AEBITDA⁴

865K+

Prescribers used GDRX in the last 16 months⁵

\$45B+

Cumulative Consumer Savings⁶

19/20

Top Pharma Manufacturers are Customers⁷

\$33.7M

3Q22 Cash Flow from Operations

230B+

Daily pricing data points distilled into real-time data

~80%

Average saved off retail prices by GoodRx users⁸

70K+

U.S. pharmacies accept GoodRx

80%+

Repeat Activity⁹

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 Q3 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 9/30/2022.

⁶ As of September 2022. 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 Q3 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

Q3 2022 Financial Data (dollars in millions)

	Q3 '22	Q3 '21	Change
Revenue	\$187.3	\$195.1	(4%)
Net Loss	\$41.7	\$18.1	131%
Adjusted Net Income ²	\$29.9	\$39.7	(25%)
Adjusted EBITDA ²	\$52.0	\$61.8	(16%)
Net Loss Margin ¹	22.3%	9.3%	1300 bps
Adjusted EBITDA Margin ^{1, 2}	27.8%	31.7%	(390 bps)
Cash Provided by Operating Activities	\$33.7	\$48.6	(31%)

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
- **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.
- **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.
- **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.