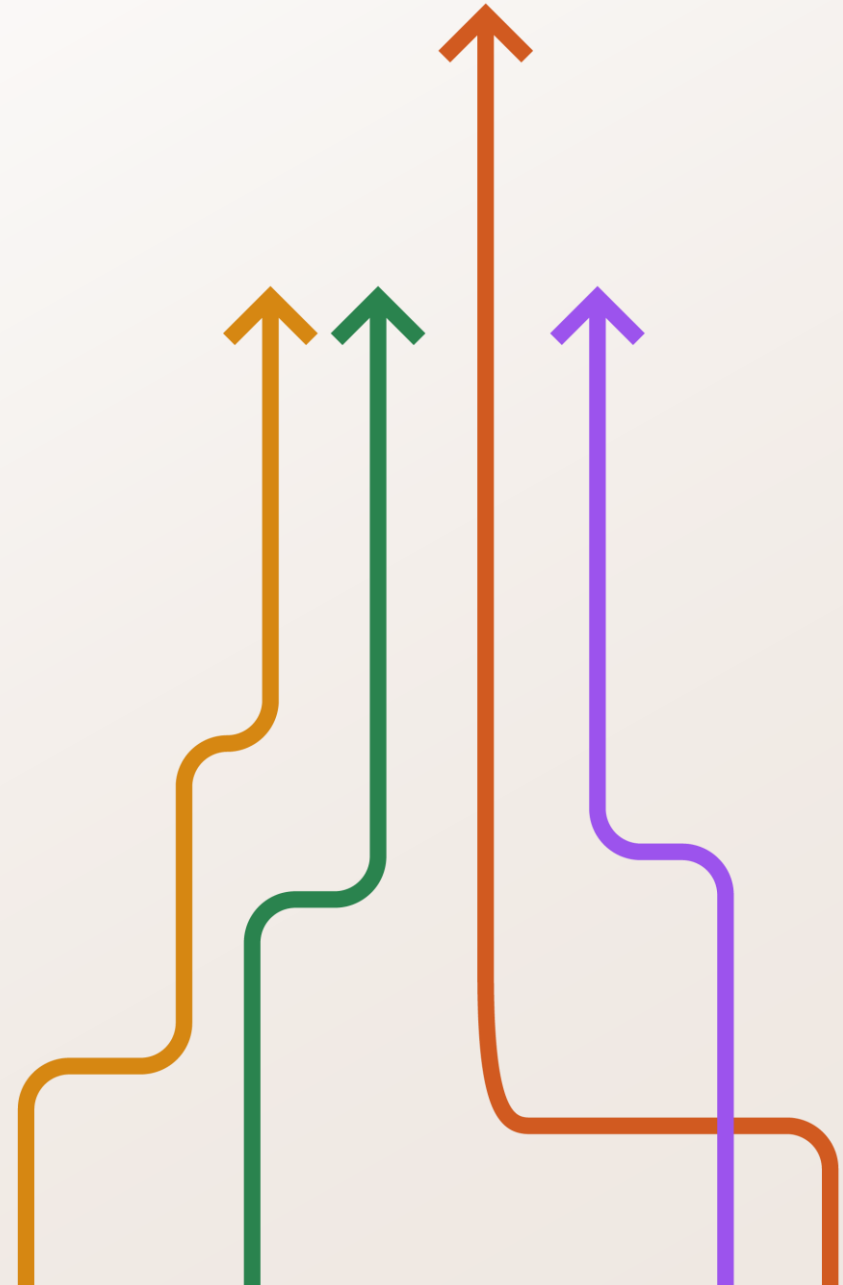




# Third quarter 2021 supplemental slides

November 8, 2021



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We have filed a registration statement (including a prospectus) on Form S-1 (File No. 333-258990) with the SEC for the offering to which this presentation relates. You should read the prospectus, including the risk factors set forth therein, and the documents that we have filed as exhibits to the registration statement, of which the prospectus is a part, completely and with the understanding that our actual future results may be materially different from what we expect. We have included important factors in the cautionary statements included in the prospectus, particularly in the risk factors section, that we believe could cause actual results or events to differ materially from the forward-looking statements that we make. Except as required by law, we assume no obligation to update these forward-looking statements publicly, or to update the reasons why actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future. You should, therefore, not place undue reliance on these forward-looking statements as representing our views as of any date subsequent to the date of this presentation. You can obtain the registration statement (including the prospectus) and the other documents we have filed with the SEC, for free by visiting EDGAR on the SEC’s website at [www.sec.gov](http://www.sec.gov). Alternatively, copies of the prospectus may be obtained from: Goldman Sachs & Co. LLC, Attn: Prospectus Department, 200 West Street, New York, NY 10282, by telephone at (866) 471-2526 or by email at [prospectus-ny@ny.email.gs.com](mailto:prospectus-ny@ny.email.gs.com); J.P. Morgan Securities LLC, c/o Broadridge Financial Solutions, 1155 Long Island Avenue, Edgewood, NY 11717, by telephone at (866) 803-9204 or by email at [prospectus-eq\\_fi@jpmorganchase.com](mailto:prospectus-eq_fi@jpmorganchase.com); Morgan Stanley & Co. LLC, Attn: Prospectus Department, 180 Varick Street, 2nd Floor, New York, NY 10014, by telephone at (866) 718-1649 or by email at [prospectus@morganstanley.com](mailto:prospectus@morganstanley.com); or Barclays Capital Inc., c/o Broadridge Financial Solutions, 1155 Long Island Avenue, Edgewood, New York 11717, by telephone at (888) 603-5847 or by email at [barclaysprospectus@broadridge.com](mailto:barclaysprospectus@broadridge.com).

A registration statement related to the proposed sale of these securities has been filed with the SEC but has not yet become effective. These securities may not be sold, nor may offers to buy be accepted, prior to the time the registration statement becomes effective. This presentation and related discussion shall not constitute an offer to sell, or the solicitation of an offer to buy, these securities, nor shall there be any sale of these 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.

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## **Non-GAAP Financial Measures**

The historical financial information in this presentation includes information that is not presented in accordance with generally accepted accounting principles in the United States (“GAAP”), such as Adjusted EBITDA, Adjusted Gross Profit, Adjusted Gross Profit Margin, Adjusted EBITDA Margin and Unlevered Free Cash Flow. Non-GAAP financial measures may be considered in addition to GAAP financial information, but should not be used as substitutes for the corresponding GAAP measures. Non-GAAP measures in this presentation may be calculated in ways that are not comparable to similarly titled measures reported by other companies. See the appendix to this presentation for a reconciliation of each non-GAAP financial measure to its most directly comparable financial measure stated in accordance with GAAP.



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  - Quarterly results
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# Quarterly results



# Q3 2021 quarterly results

<i>\$ IN MILLIONS, except per share info</i>	<b>Q3 2021</b>	<b>Q3 2020</b>	<b>\$</b>	<b>%</b>
Revenue	\$43.1	\$30.1	\$13.0	43%
Adjusted Gross Profit	\$37.7	\$27.4	\$10.3	38%
<i>% margin</i>	88%	91%		
Adjusted Income from Operations	\$13.7	\$14.2	(\$0.5)	(3%)
<i>% margin</i>	32%	47%		
Adjusted EBITDA	\$14.4	\$14.5	(\$0.1)	(1%)
<i>% margin</i>	33%	48%		
Adjusted Net Income	\$2.2	\$5.1	(\$3.0)	(58%)
<i>Adjusted Net Income per Diluted Share</i>	\$0.01	N/A		



# Q4 and full year 2021 guidance (as of November 8, 2021)

<b>\$ IN MILLIONS, except per share info</b>	<b>Fourth Quarter 2021</b>	<b>Full Year 2021</b>
Revenue	\$44 - 45	\$164 - 165
<i>% growth</i>	31% - 34%	38% - 39%
Adjusted Income from Operations	\$11.5 - 12.5	\$52 - 53
<i>% margin</i>	26% - 28%	32% - 32%
Adjusted EBITDA	\$12.5 - 13.5	\$55 - 56
<i>% margin</i>	28% - 30%	34% - 34%
Adjusted Net Income	\$6.0 - 7.0	\$13.0 - 14.0
Adjusted Net Income per Diluted Share	\$0.05 - 0.06	\$0.08 - 0.09
Diluted Weighted Average Shares Outstanding	148.6	148.5

\*Adjusted Net Income assumes constant combined effective non-GAAP income accrual-basis tax rate of 27%, applicable to Net Income attributable to DH Corp.



# Credit agreement summary

	SENIOR SECURED REVOLVER	TERM LOAN A
SIZE	\$75 million	\$275 million
MATURITY	5 Years (9/17/26)	5 Years (9/17/26)
PRICING	L+225 <sup>1</sup> , 0.00% floor	L+225 <sup>1</sup> , 0.00% floor
AMORTIZATION	No amortization	2.50% per annum from 12/31/2021 – 12/31/2023 and 5.00% per annum from 12/31/2023 – maturity date
FINANCIAL COVENANTS	Total Net Leverage Ratio (“TNLR”) of 5.25x for quarters ending through 9/30/2022 and TNLR of 4.50x thereafter; 0.50x step-up upon material acquisition effective for four fiscal quarters	

<sup>1</sup> L+225 with 25bps step-downs applicable commencing the date financials for June 30, 2022 are required to be delivered at 2.75x and 2.25x TNLR.



# Balance sheet highlights

\$ IN MILLIONS, except net leverage ratio	AS OF SEPTEMBER 30, 2021	AS OF DECEMBER 31, 2020	AS OF SEPTEMBER 30, 2020 <sup>1</sup>
Cash and cash equivalents	\$189.8	\$24.8	\$34.7
Deferred revenue	\$70.2	\$61.2	\$47.5
Current remaining performance obligations	\$128.7	\$114.3	\$90.2
Total remaining performance obligations	\$207.6	\$172.5	\$138.1
Total debt outstanding	\$272.3	\$461.9	\$469.8
Net leverage ratio <sup>2</sup>	1.0x	5.6x	6.5x

1. Unaudited

2. Defined as total outstanding debt less cash and cash equivalents divided by TTM Adjusted EBITDA, expressed as a ratio.







# Basis of presentation & non-GAAP reconciliations



# Reconciliation from GAAP gross profit to adjusted gross profit

\$ IN THOUSANDS	THREE MONTHS ENDED SEPTEMBER 30,				NINE MONTHS ENDED SEPTEMBER 30,			
	2021	2020	\$	%	2021	2020	\$	%
<b>Reported Gross Profit</b>	<b>\$32,599</b>	<b>\$22,660</b>	<b>\$9,939</b>	44%	<b>\$90,050</b>	<b>\$62,505</b>	<b>\$27,545</b>	44%
Amortization of Intangible Assets Resulting From Purchase Accounting Adjustments	5,096	4,759	337	7%	15,125	14,175	950	7%
Equity Compensation Costs	48	16	32	>100%	79	46	33	72%
<b>Adjusted Gross Profit</b>	<b>\$37,743</b>	<b>\$27,435</b>	<b>\$10,308</b>	38%	<b>\$105,254</b>	<b>\$76,726</b>	<b>\$28,528</b>	37%
GAAP Revenue	43,084	30,073	13,011	43%	119,841	84,659	35,182	42%
<b>Adjusted Gross Margin</b>	<b>88%</b>	<b>91%</b>			<b>88%</b>	<b>91%</b>		



# Reconciliation from GAAP to Non-GAAP operating expenses

\$ IN THOUSANDS	THREE MONTHS ENDED SEPTEMBER 30,		NINE MONTHS ENDED SEPTEMBER 30,	
	2021	2020	2021	2020
<b>GAAP Sales &amp; Marketing</b>	<b>\$14,376</b>	<b>\$8,292</b>	<b>\$39,003</b>	<b>\$23,542</b>
Equity Compensation Costs	(326)	(132)	(567)	(380)
Non-Recurring and One-Time Items	(360)	-	(641)	(47)
<b>Non-GAAP Sales &amp; Marketing</b>	<b>\$13,690</b>	<b>\$8,160</b>	<b>\$37,795</b>	<b>\$23,115</b>
<b>GAAP Product Development</b>	<b>\$4,746</b>	<b>\$2,618</b>	<b>\$12,817</b>	<b>\$7,566</b>
Equity Compensation Costs	(187)	(93)	(341)	(267)
Non-Recurring and One-Time Items	(155)	-	(155)	(462)
<b>Non-GAAP Product Development</b>	<b>\$4,404</b>	<b>\$2,525</b>	<b>\$12,321</b>	<b>\$6,837</b>
<b>GAAP General &amp; Administrative</b>	<b>\$7,880</b>	<b>\$2,538</b>	<b>\$18,891</b>	<b>\$8,105</b>
Equity Compensation Costs	(1,756)	(217)	(3,351)	(637)
Non-Recurring and One-Time Items	(633)	(38)	(2,516)	(1,296)
<b>Non-GAAP General &amp; Administrative</b>	<b>\$5,491</b>	<b>\$2,283</b>	<b>\$13,024</b>	<b>\$6,172</b>

Non-recurring items represent expenses that are typically one-time or non-operational in nature. One-time expenses are comprised primarily of the following: professional fees related to IPO readiness in the three and nine months ended September 30, 2021.



# Reconciliation from net income to adjusted operating profit

\$ IN THOUSANDS	THREE MONTHS ENDED SEPTEMBER 30,				NINE MONTHS ENDED SEPTEMBER 30,			
	2021	2020	\$	%	2021	2020	\$	%
<b>Net (Loss) Income</b>	<b>(\$20,966)</b>	<b>(\$9,962)</b>	<b>(\$11,004)</b>	>(100%)	<b>(\$46,493)</b>	<b>(\$35,295)</b>	<b>(\$11,198)</b>	32%
Interest Expense	7,186	9,022	(1,836)	(20%)	23,956	27,802	(3,846)	(14%)
Loss from extinguishment of debt	9,873	-	9,873	100%	9,873	-	9,873	100%
Foreign Exchange Gain/(Loss)	(119)	-	(119)	>(100%)	(143)	-	(143)	>(100%)
<b>GAAP Operating Profit</b>	<b>(\$4,026)</b>	<b>(\$940)</b>	<b>(\$3,086)</b>	>(100%)	<b>(\$12,807)</b>	<b>(\$7,493)</b>	<b>(\$5,314)</b>	71%
Acquisition-Related Expenses	(137)	40	(177)	>(100%)	3,332	748	2,584	>100%
Stock Based Compensation	2,317	458	1,859	>100%	4,338	1,330	3,008	>100%
Non-Recurring Adjustments	1,149	37	1,112	>100%	3,313	1,804	1,509	84%
Amortization of Intangible Assets	14,404	14,570	(166)	(1%)	42,746	43,395	(649)	(1%)
<b>Adjusted Operating Profit</b>	<b>\$13,707</b>	<b>\$14,165</b>	<b>(\$458)</b>	(3%)	<b>\$40,922</b>	<b>\$39,784</b>	<b>\$1,138</b>	3%



# Reconciliation from net income to adjusted EBITDA

\$ IN THOUSANDS	THREE MONTHS ENDED SEPTEMBER 30,				NINE MONTHS ENDED SEPTEMBER 30,			
	2021	2020	\$	%	2021	2020	\$	%
<b>Net (Loss) Income</b>	<b>(\$20,966)</b>	<b>(\$9,962)</b>	<b>(\$11,004)</b>	>(100%)	<b>(\$46,493)</b>	<b>(\$35,295)</b>	<b>(\$11,198)</b>	32%
Interest Expense	7,186	9,022	(1,836)	(20%)	23,956	27,802	(3,846)	(14%)
Loss on Extinguishment of Debt	9,873	-	9,873	100%	9,873	-	9,873	100%
Foreign Exchange Gain/(Loss)	(119)	-	(119)	>(100%)	(143)	-	(143)	>(100%)
Depreciation & Amortization	15,116	14,906	210	1%	44,710	44,315	395	1%
Acquisition-Related Expenses	(137)	40	(177)	>(100%)	3,332	748	2,584	>100%
Stock Based Compensation	2,317	458	1,859	>100%	4,338	1,330	3,008	>100%
Non-Recurring Adjustments	1,149	37	1,112	>100%	3,313	1,804	1,509	84%
<b>Adjusted EBITDA</b>	<b>\$14,419</b>	<b>\$14,501</b>	<b>(\$82)</b>	(1%)	<b>\$42,886</b>	<b>\$40,704</b>	<b>\$2,182</b>	5%
GAAP Revenue	43,084	30,073	13,011	43%	119,841	84,659	35,182	42%
<b>Adjusted EBITDA margin</b>	<b>33%</b>	<b>48%</b>			<b>36%</b>	<b>48%</b>		



# Reconciliation from net income to adjusted net income

\$ IN THOUSANDS	THREE MONTHS ENDED SEPTEMBER 30,				NINE MONTHS ENDED SEPTEMBER 30,			
	2021	2020	\$	%	2021	2020	\$	%
<b>Net (Loss) Income</b>	<b>(\$20,966)</b>	<b>(\$9,962)</b>	<b>(\$11,004)</b>	>(100%)	<b>(\$46,493)</b>	<b>(\$35,295)</b>	<b>(\$11,198)</b>	32%
Loss on Extinguishment of Debt	9,873	-	9,873	100%	9,873	-	9,873	100%
Acquisition-Related Expenses	(137)	40	(177)	>(100%)	3,332	748	2,584	>100%
Stock Based Compensation	2,317	458	1,859	>100%	4,338	1,330	3,008	>100%
Non-Recurring Adjustments	1,149	37	1,112	>100%	3,313	1,804	1,509	84%
Amortization (Acquisition) – COGS	5,096	4,759	337	7%	15,125	14,175	950	7%
Amortization (Acquisition) – Opex	9,308	9,811	(503)	(5%)	27,621	29,220	(1,599)	(5%)
Tax impacts of adjustments and TRA	(4,472)	-	(4,472)	(100%)	(10,304)	-	(10,304)	(100%)
<b>Adjusted Net Income</b>	<b>\$2,168</b>	<b>\$5,143</b>	<b>(\$2,975)</b>	(58%)	<b>\$6,805</b>	<b>\$11,982</b>	<b>(\$5,177)</b>	(43%)



# Basis of presentation

**TAM:** TAM or "Total Addressable Market" refers to the revenue opportunity that we believe is available for our healthcare commercial intelligence platform. We calculate our TAM by estimating the number of potential customers (including current customers with whom we can expand our relationships) across Life Sciences, Healthcare IT, Healthcare Providers and Other companies and applying an ARR figure to each segment based on internal company data on existing customer spend. For Life Sciences companies, we applied the average ARR of our top quartile of existing customers. For HCIT and Healthcare Providers companies, we applied the average ARR of the top half, and for companies in the Other segment, we applied an average ARR based on spend for existing customers in each segment for the period ending September 30, 2021

**Annual Recurring Revenue (ARR):** Calculated as annualized contractually recurring revenue as of period end; aggregates annual subscription revenue from committed contractual amounts for all existing customers during that period

**Net Dollar Retention (NDR):** Calculated as the percentage of ARR retained from existing customers across a defined period, after accounting for upsell, down-sell, pricing changes and churn. We calculate NDR as beginning ARR for a period, plus (i) expansion ARR (including, but not limited to, upsell and pricing increases), less (ii) churn (including, but not limited to, non-renewals and contractions), divided by (iii) beginning ARR for a period. We present NDR for the full customer base, customers >\$17.5K ARR and for customers >\$100K ARR in the presentation

**Revenue:** GAAP revenue

**Revenue Run Rate:** Quarterly GAAP revenue x 4. Reflects revenue extrapolated based on current financial information and assumes that current conditions continue

**Adjusted Gross Profit:** Calculated as revenue less cost of revenue (excluding acquisition-related depreciation and amortization) and a small quantity of stock-based compensation

**Gross Profit:** Non-GAAP gross profit, which excludes depreciation and amortization of acquired technologies. Adjusted Gross Profit differs from Gross Profit, in that Gross Profit includes the impact of acquisition-related depreciation and amortization expense

**Gross Margin:** is calculated as Gross Profit divided by GAAP Revenue

**Adjusted Gross Margin:** is calculated as Adjusted Gross Profit divided by GAAP Revenue

**Non-GAAP Sales and Marketing:** is calculated as GAAP Sales and Marketing plus equity-compensation costs and non-recurring & one-time items allocated to Sales and Marketing

**Non-GAAP Product Development:** is calculated as GAAP Sales and Marketing plus equity-compensation costs and non-recurring & one-time items allocated to Product Development

**Non-GAAP General & Administrative:** is calculated as GAAP Sales and Marketing plus equity-compensation costs and non-recurring & one-time items allocated to General & Administrative

**Adjusted EBITDA:** Adjusted EBITDA is defined as earnings before (i) debt-related costs, including interest expense and (ii) interest income, (iii) provision for taxes and (iv) depreciation and amortization. Management further adjusts EBITDA in its presentation of Adjusted EBITDA to exclude (i) other (income) expense, (ii) stock-based compensation, (iii) acquisition-related expenses and (iv) other non-recurring expenses

**Adjusted EBITDA Margin:** defined as Adjusted EBITDA divided by GAAP Revenue

**Unlevered Free Cash Flow (uFCF):** Defined as Cash Flow from Operations, plus: non-recurring adjustments, including acquisition-related expenses, plus: cash interest, less: capital expenditures, including capitalized software development

**Unlevered Free Cash Flow Margin:** is calculated as Unlevered Free Cash Flow divided by GAAP Revenue

**Customer Lifetime Value (LTV):** Refers to the value that we expect to generate from a customer during the period that the customer continues to use our services. We calculate LTV as the product of (i) our average ARR per customer as of period end, multiplied by (ii) our Adjusted Gross Margin, divided by (iii) the annual churn rate, which is defined as the percentage of ARR for customers that cancel during the period divided by the ARR at the beginning of the period

**Customer Acquisition Cost (CAC):** Refers to the cost of acquiring a new customer. We calculate CAC as (i) the sales and marketing expense, including associated indirect costs, such as management and overheads, associated with acquiring new customers on a trailing twelve-month basis starting from the prior quarter, excluding expenses that are non-cash or one-time in nature, including share-based compensation, acquisition-related integration and compensation expenses, and non-recurring items divided by (ii) the number of new customers added during the period

**Financial Audits:** Non-GAAP metrics and historical financials shown throughout the presentation, including fiscal year 2019 metrics that combine the predecessor and successor periods, should be considered unaudited

**Rounding:** In some instances, rounding has occurred throughout the presentation

