



Q4 and Full Year 2021 Results

March 24, 2022





Cautionary Statement Regarding Forward-Looking Statements

This presentation contains "forward-looking statements" within the meaning of the federal securities laws, including Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. In this context, forward-looking statements often address expected future business and financial performance and financial condition, which may include GAAP and non-GAAP financial measures, and often contain words such as "expect," "anticipate," "intend," "plan," "believe," "seek," "see," "will," "would," "target," similar expressions, and variations or negatives of these words. In particular, this presentation includes an estimate of our full year 2022 revenue outlook as of March 24, 2022. Estimating financial performance accurately for future periods is difficult as it involves assumptions and internal estimates that may prove to be incorrect and is based on plans and circumstances that may change. There is therefore a significant risk that actual results could differ materially from the outlook we have provided in this presentation, and we have no obligation to update such outlook. Forward-looking statements by their nature address matters that involve risks and uncertainties, many of which are beyond our control and are not guarantees of future results, such as statements about the anticipated benefits of our recent transaction with Helix Technologies, Inc., future financial and operating results, company strategy and intended product offerings and market positioning. These and other forward-looking statements are not guarantees of future results and are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those expressed in any forward-looking statements. Accordingly, there are or will be important factors that could cause actual results to differ materially from those indicated in such statements and, therefore, you should not place undue reliance on any such statements and caution must be exercised in relying on forward-looking statements. Factors that could cause actual results to differ include, but are not limited to, those risks and uncertainties associated with: the impact of the COVID-19 pandemic on Forian's business, operations, strategy and goals; Forian's ability to execute on its strategy; and the additional risks and uncertainties set forth more fully under the caption "Risk Factors" in Forian's Annual Report on Form 10-K for the year ended December 31, 2020, filed with the United States Securities and Exchange Commission ("SEC") on March 31, 2021, and elsewhere in Forian's filings and reports with the SEC. Forward-looking statements contained in this presentation are made as of the date hereof, and we undertake no duty to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required under applicable law.



Q4 and Full Year 2021 Results Summary

Full year 2021 Revenue
of **\$16.9** million

+53% year-over-year
on a Pro-Forma basis

Q4 2021 Revenue
of **\$5.7** million

Full Year 2021 and
Q4 2021:

Net Loss of **\$26.6** million
and **\$8.0** million, respectively

Adjusted EBITDA¹ of
(\$15.1) million and **(\$4.5)** million,
respectively

¹ Adjusted EBITDA is a non-U.S. GAAP measure. See slide 9 and Appendix A for further information, including a reconciliation of Adjusted EBITDA to Net Loss.



Forian at a Glance

A Software, Data & Analytics Leader



5B+

Annual Mx & Rx Claims
in HIPAA-Compliant
Data Factory



#2

Point of Sale &
Seed-to-Sale
Market Share¹



290M+

Patients Covered in
HIPAA-Compliant
Data Factory



\$3.4B+

Cannabis GMV
Managed
Annually



32M

Shares
Outstanding²



\$16.9M

2021
Revenue



\$30M+

Cash and
Marketable
Securities



53%

2021 Proforma
Growth

1. Cannabiz Media, 10/19/2021. "Point-of-Sale Software in the Cannabis Industry – 2021 Report".

2. Approx. Common Shares Outstanding as of 12/31/2021



Data Assets

HIPAA
Compliant
Across
Patient
Journey



CULTIVATOR



MANUFACTURER



HOSPITAL
DATA



CUSTOMER
DEMOGRAPHIC DATA



PHARMACY
CLAIMS



MEDICAL
CLAIMS



POINT-OF-SALE



PATIENT-REPORTED OUTCOMES

A Growing Product Portfolio

Products supporting revenue generation

Software



Dispensary Point of Sale

Compliance, inventory management, customer profiles, CRM, loyalty programs, online ordering



Manufacturer Software

Track chain of custody of product and product detail information (potency, ingredients, expiration date)



Cultivation Software

Data and insights on plant yield, grow optimization, harvesting and extraction



Utilization, Sales and Tracking

Tracking and projecting utilization, unit volume, sales by product, category, brand

Information Products



Information Services

HIPAA-compliant integrated data sets delivered as a subscription to the healthcare market



Customer Analytics

Understand customer behaviors, needs, preferences, product usage, frequency of store visits, loyalty, coupon usage



Market and Audience Profiling

Profile current and projected market demand at a granular level to reach desired customers



Brand Insights

Understand product decisions supporting sales, marketing, inventory, formulation & packaging

Services



State Regulatory Compliance

Statewide tracking, enforcement and monitoring system to ensure transparency and accountability



Patient Outcomes Analytics

Credible, real-world evidence-based safety, efficacy, and clinical and non-clinical outcomes measurement and assessment utilizing health and cannabis data



Data as a Service

Better data management and disambiguation, mastering, matching, deduping, cleansing, standardization, classification



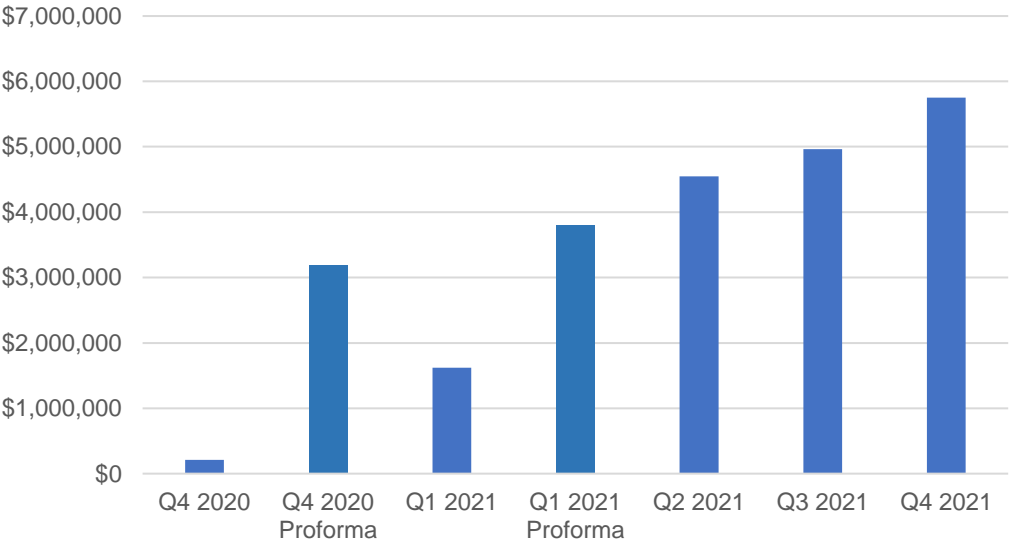
Data Science as a Service

Commercial AI driven approaches to Forecasting, Segmentation and Targeting, Recommender Systems



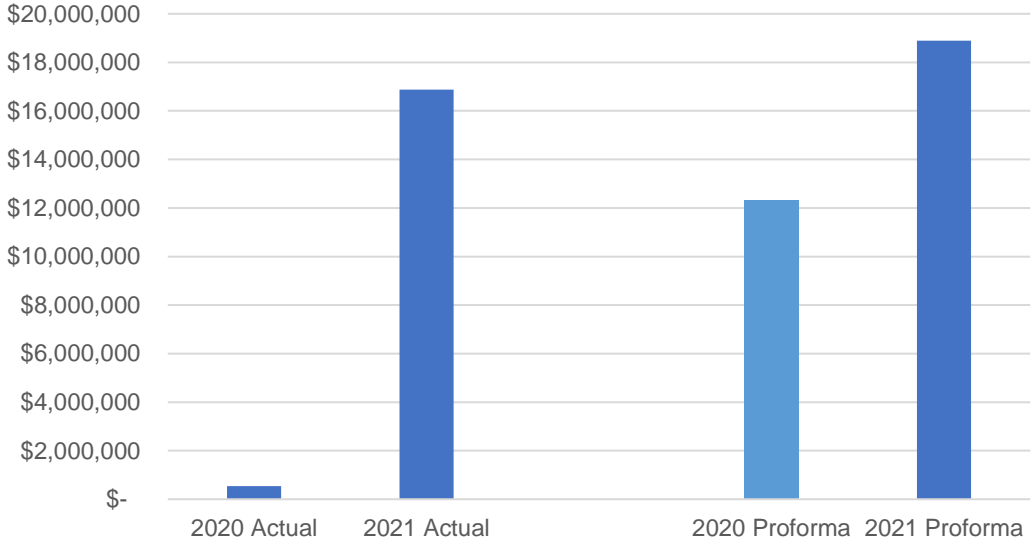
Continued Revenue Growth

Total Quarterly Revenue



80% Q4 2021 revenue growth over prior year on a Pro-Forma basis

Total Annual Revenue



53% annual revenue growth on a Pro-Forma basis

Pro-Forma Revenue illustrates revenue adjusted to include the revenue earned by Helix Technologies during the periods prior to the merger.



Revenue and Adjusted EBITDA

	QTR Ended December 31, (in 000's)				Year Ended December 31, (in 000's)			
	2021	2020	change	change %	2021	2020	change	change %
Revenue	\$ 5,749	\$ 210	\$ 5,539	2638%	\$ 16,880	\$ 545	\$ 16,335	2998%
Pro-Forma Revenue (1)	\$ 5,749	\$ 3,188	\$ 2,561	80%	\$ 18,889	\$ 12,323	\$ 6,566	53%
Net Loss	\$ (8,049)	\$ (2,351)	\$ (5,697)		\$(26,551)	\$ (4,980)	\$(21,571)	
Adjusted EBITDA (2)	\$ (4,510)	\$ (1,670)	\$ (2,840)		\$(15,119)	\$ (4,083)	\$(11,036)	

- Completed merger with Helix Technologies, Inc. on March 2, 2021, providing access to Helix’s cannabis usage data as the number two player for point of sale and government compliance software.
- Continued to organically grow revenue, 53% for the year and 80% for the quarter, on a proforma basis, driven by information products.

1. Pro-Forma Revenue illustrates revenue adjusted to include the revenue earned by Helix Technologies during the periods prior to the merger.
2. Adjusted EBITDA is a non-U.S. GAAP measure. See slide 9 and Appendix A for further information, including a reconciliation of Adjusted EBITDA to Net Loss.

Non-U.S. GAAP Reconciliations

Reported Net Income to Adjusted EBITDA

\$000's	Q4 2021	Full Year 2021	Explanation
Net Income	\$ (8,049)	\$ (26,551)	
Adjustments			
Depreciation & Amortization	605	1,987	
Stock Based Compensation	3,051	9,300	
Change in Fair Value of Warrant Liability	(132)	(878)	GAAP required mark to market adjustments on liability classified warrants
Transaction related Expenses	-	1,210	Non-recurring expenses related to Helix merger
Interest	219	316	
Foreign Currency related and other gains	(227)	(525)	Gain on Currency transfer to foreign subsidiary
Provision for Income Taxes	23	23	
Adjusted EBITDA	\$ (4,510)	\$ (15,119)	

- Net loss includes \$9.3 million and \$3.1 million of stock compensation expense for the year and quarter ended December 31, 2021, respectively
- Adjusted EBITDA reflects continued investment in product development, customer support and sales

1. Adjusted EBITDA is a non-U.S. GAAP measure. See Appendix A for further information.

Summary Balance Sheet and Cash Flow

Cash Flows

Balance Sheet

<u>\$000's</u>	<u>31-Dec-21</u>
Cash & Marketable Securities	\$ 31,063
Other Current Assets	4,923
Total Current Assets	35,986
Property & Equipment, net	1,532
Goodwill & Intangibles	18,151
Other Assets	1,174
Other LT Assets	19,325
Total Assets	\$ 56,842
Total Current Liabilities	\$ 6,799
Convertible Note	24,260
Other LT Liabilities	612
Total Liabilities	31,671
Total Equity	25,171
Total Liabilities & Equity	\$ 56,842

<u>\$000's</u>	<u>31-Dec-21</u>
CASH FLOWS FROM OPERATIONS	
Net Loss	\$ (26,551)
Depreciation & Amortization	1,987
PIK Interest-Convertible Note	280
FV of Warrant Liability	(878)
Non-Cash Transaction Costs	390
Stock based Compensation	9,300
Other Current Assets	(1,785)
Net Cash from Operations	(17,258)
CASH FLOWS FROM INVESTING ACTIVITIES	
Additions to Property and Equipment	(1,443)
Net Cash from Acquisitions	1,311
Net change in Marketable Securities	(893)
Net Cash from Investing Activities	(1,025)
CASH FLOWS FROM FINANCING ACTIVITIES	
Proceeds from exercise of Options	341
Proceeds from Sale of Common Stock	11,969
Proceeds from Issuance of Convertible Notes	23,979
Other	(8)
Net Cash from Investing Activities	36,281
Net Change in Cash	17,998
Cash at Beginning of Period	665
Cash at End of Period	18,664
Marketable securities at end of Period	12,399
Cash and Marketable Securities at End of Period	\$ 31,063

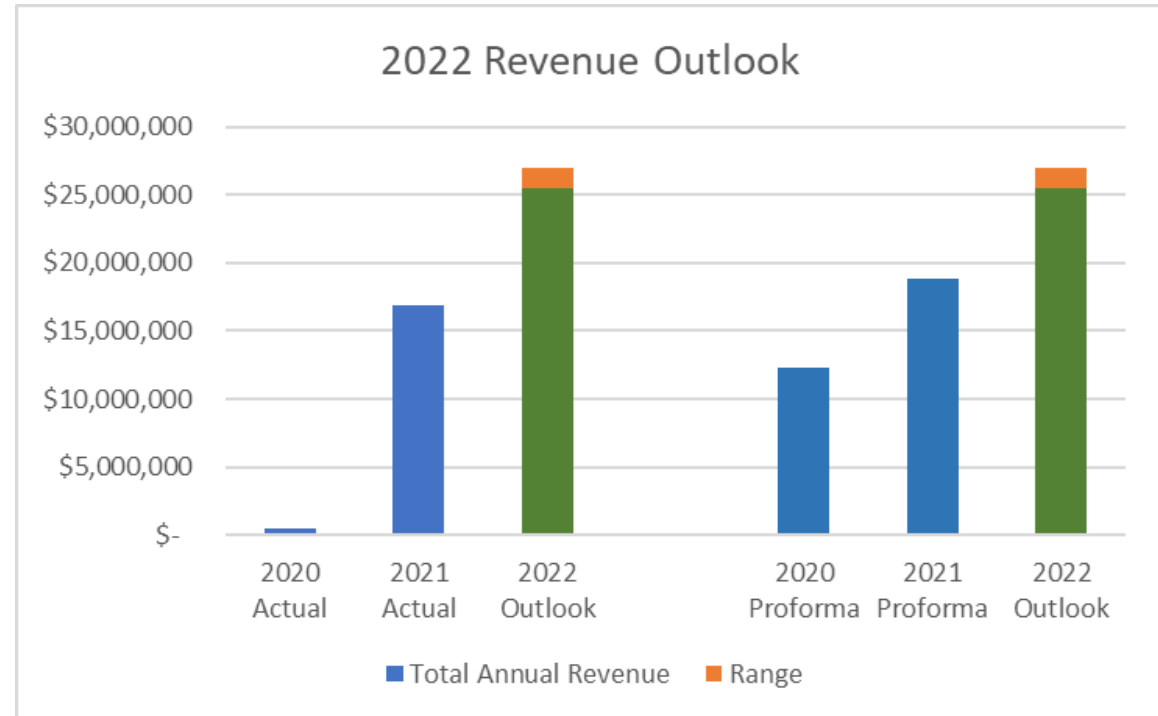
- Well capitalized to pursue growth plan with \$31.1 million cash and equivalents at December 31, 2021, and no debt maturities until September 2025.
- Reflects merger with Helix Technologies Inc., effective March 2, 2021



Full Year 2022 Outlook

Revenue growth of 51% to 60% resulting in total revenue in the range of \$25.5 to \$27 million

Improvement in Adjusted EBITDA loss beginning in the second half of 2022 reaching positive Adjusted EBITDA contribution in the second half of 2023



The outlook provided above constitutes forward-looking information within the meaning of applicable securities laws and is based on a number of assumptions and subject to a number of risks. See slide 2.

1. Adjusted EBITDA is a non-U.S. GAAP measure. See slide 9 and Appendix A for further information.

Q&A

Appendix A



Reconciliation of U.S. GAAP to Non-GAAP Financial Measures

This presentation includes a non-GAAP measure, which we define as financial information that has not been prepared in accordance with U.S. GAAP. The non-U.S. GAAP financial measure provided herein is earnings before interest, taxes, non-cash and other items (“**Adjusted EBITDA**”), presented on both a historical basis and a “pro forma” basis reflecting the acquisition of Helix as of the beginning of the periods presented. Adjusted EBITDA should be viewed as supplemental to, and not as an alternative for, net income or loss calculated in accordance with U.S. GAAP (referred to below as “**Net loss**”).

Adjusted EBITDA is used by our management as an additional measure of our Company’s performance for purposes of business decision-making, including developing budgets, managing expenditures and evaluating potential acquisitions or divestitures. Period-to-period comparisons of Adjusted EBITDA help our management identify additional trends in our Company’s financial results that may not be shown solely by period-to-period comparisons of net income. In addition, we may use Adjusted EBITDA in the incentive compensation programs applicable to some of our employees in order to evaluate our Company’s performance. Our management recognizes that Adjusted EBITDA has inherent limitations because of the excluded items, particularly those items that are recurring in nature. In order to compensate for those limitations, management also reviews the specific items that are excluded from Adjusted EBITDA, but included in net income, as well as trends in those items.

We believe that the presentation of Adjusted EBITDA is useful to investors in their analysis of our results for reasons similar to the reasons why our management finds it useful and because it helps facilitate investor understanding of decisions made by management in light of the performance metrics used in making those decisions. In addition, we believe that providing Adjusted EBITDA, together with a reconciliation of Net loss to Adjusted EBITDA, helps investors make comparisons between our Company and other companies that may have different capital structures, different effective income tax rates and tax attributes, different capitalized asset values and/or different forms of employee compensation. However, Adjusted EBITDA is not intended as a substitute for comparisons based on Net loss. In making any comparisons to other companies, investors need to be aware that companies use different non-GAAP measures to evaluate their financial performance. Investors should pay close attention to the specific definition being used and to the reconciliation between such measures and the corresponding U.S. GAAP measures provided by each company under applicable SEC rules.

Non-U.S. GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with U.S. GAAP. We encourage investors and others to review our financial information in its entirety, not to rely on any single financial measure to evaluate our business and to view our non-GAAP financial measures in conjunction with the most directly comparable U.S. GAAP financial measures.

The logo for Forian, featuring the word "FORIAN" in a white, sans-serif font. The letter "O" is replaced by a stylized icon consisting of three concentric, semi-circular lines that curve to the right, resembling a signal or a stylized letter "C".

FORIAN