

FORIAN

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# Q1 2023 Financial Results

May 12, 2023

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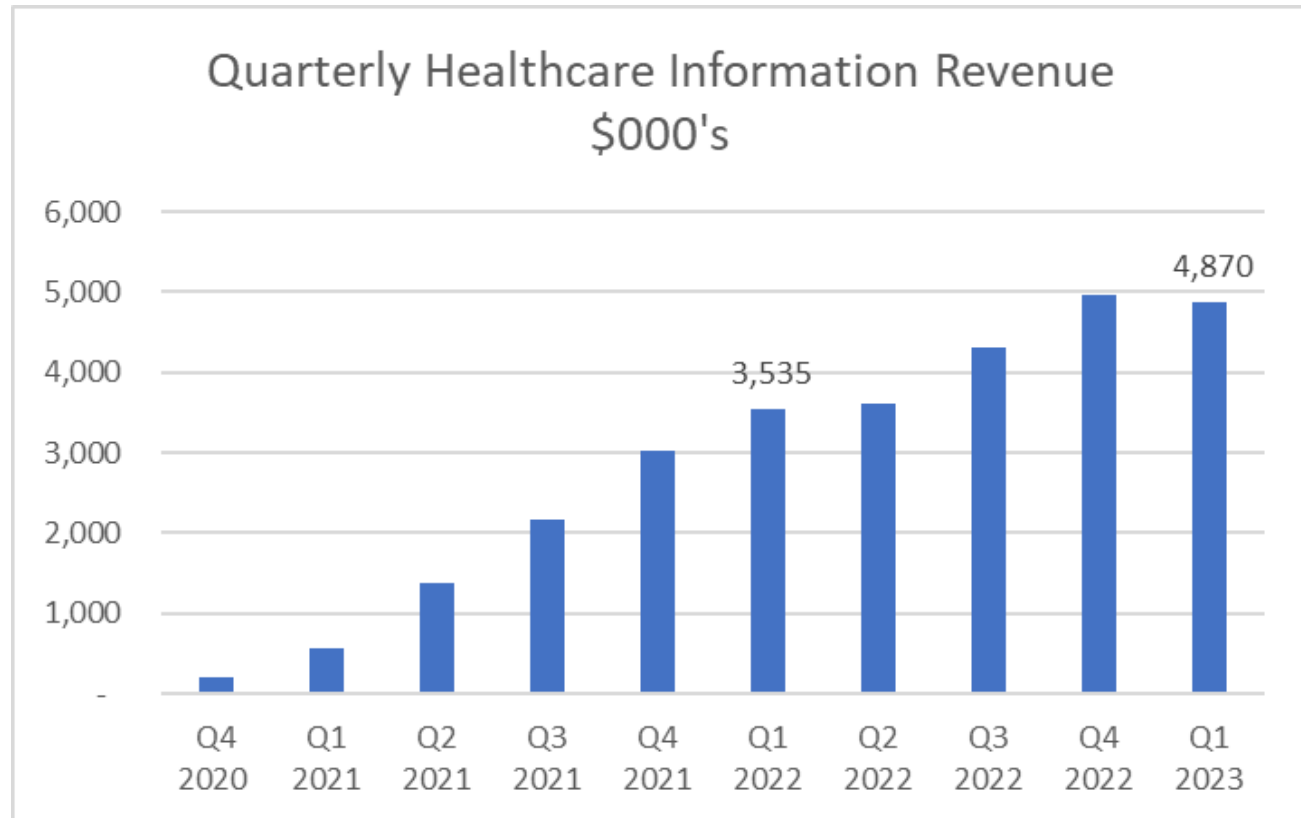


# Cautionary Statement Regarding Forward-Looking Statements

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 management's revenue outlook for 2023 as of May 12, 2023, which outlook is based on current estimates as of today's date. 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 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 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, 2022, filed with the United States Securities and Exchange Commission ("SEC") on March 30, 2023, 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.

# Healthcare Information Revenue Trend

38% Q1 2023 revenue growth over same quarter last year





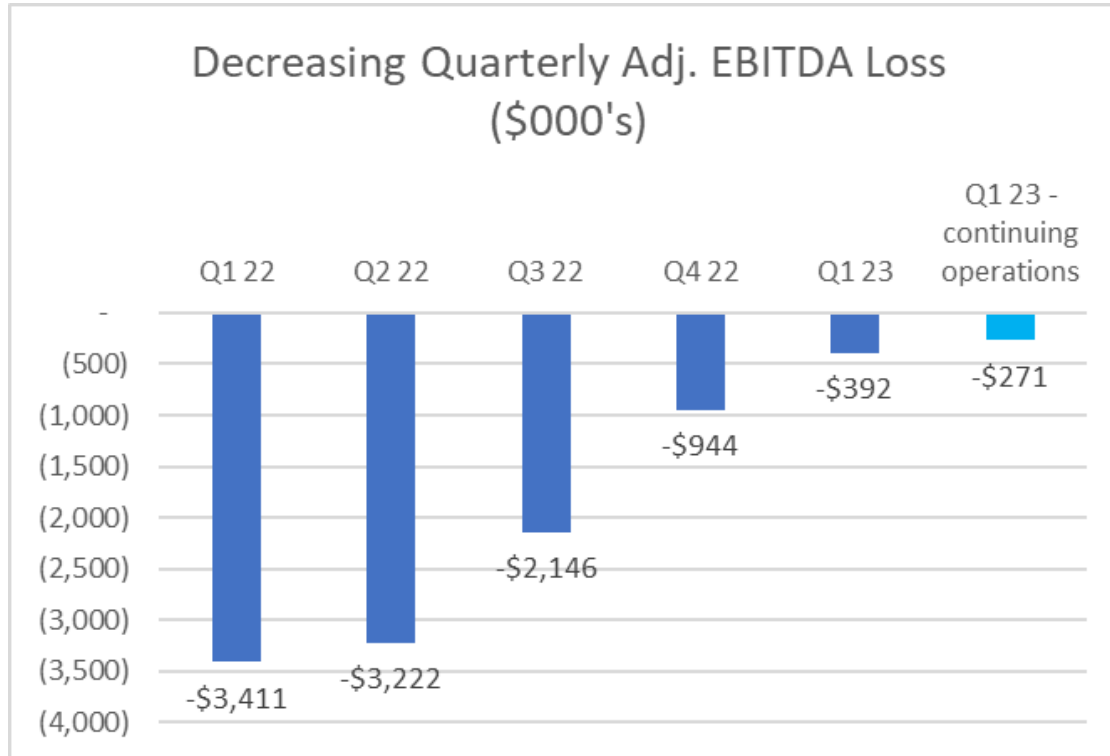
# Revenue and Adjusted EBITDA

	Three Months Ended March 31,		Period-over- Period % Change
	2023	2022	
	<u>Unaudited</u>	<u>Unaudited</u>	
Total revenue	\$ 4,870	\$ 3,535	38%
Loss from continuing operations, net of tax	\$ (2,249)	\$ (10,318)	78%
Income (loss) from discontinued operations, net of tax	\$ 8,747	\$ (1,536)	669%
Net income (loss)	\$ 6,498	\$ (11,854)	155%
Adjusted EBITDA	\$ (271)	\$ (2,696)	90%

- Organic revenue growth, 38% over the same quarter last year

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

# Adjusted EBITDA Trend



Continued improvement in Adjusted EBITDA loss driven by revenue growth and cost management

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



# Summary Balance Sheet Data

	<u>March 31, 2023</u>
Cash and equivalents	\$40,004
Proceeds receivable – sale of discontinued operations	\$ 8,812
Net working capital	\$45,770
Convertible note and accrued interest (due 9/2025)	\$25,315
Shares outstanding	32,419

# Summary Balance Sheet and Cash Flow

## Balance Sheet

\$000's	31-Mar-23
Cash & marketable securities	\$ 40,004
Other current assets	15,309
<b>Total current assets</b>	<b>55,314</b>
Property & equipment, net	112
Other assets	209
<b>Total assets</b>	<b>\$ 55,635</b>
<b>Total current liabilities</b>	<b>\$ 9,907</b>
Convertible note	25,315
Other LT liabilities	5
<b>Total LT liabilities</b>	<b>25,320</b>
<b>Total equity</b>	<b>20,407</b>
<b>Total liabilities &amp; equity</b>	<b>\$ 55,635</b>

## Cash Flows from Continuing Operations

\$000's	31-Mar-23
<b>CASH FLOWS FROM OPERATIONS</b>	
Loss from continuing operations	\$ (2,249)
Depreciation & amortization	38
PIK interest-convertible note	208
FV of warrant liability	6
Stock based compensation	1,828
Net change in other assets and liabilities	(1,034)
<b>Net cash from operations</b>	<b>(1,202)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>	
Additions to property and equipment	(75)
Cash from sale of assets	20,890
Net change in marketable securities	(21,448)
<b>Net cash from investing activities</b>	<b>(633)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>	
Note payable payment	-
Other	(95)
<b>Net cash from investing activities</b>	<b>(95)</b>
<b>Effect of discontinued operations on cash</b>	<b>(27)</b>
<b>Net Change in Cash</b>	<b>(1,956)</b>
Cash at beginning of period	2,796
<b>Cash at End of Period</b>	<b>840</b>
Marketable securities at end of period	39,165
<b>Cash and Marketable Securities at End of Period</b>	<b>\$ 40,004</b>

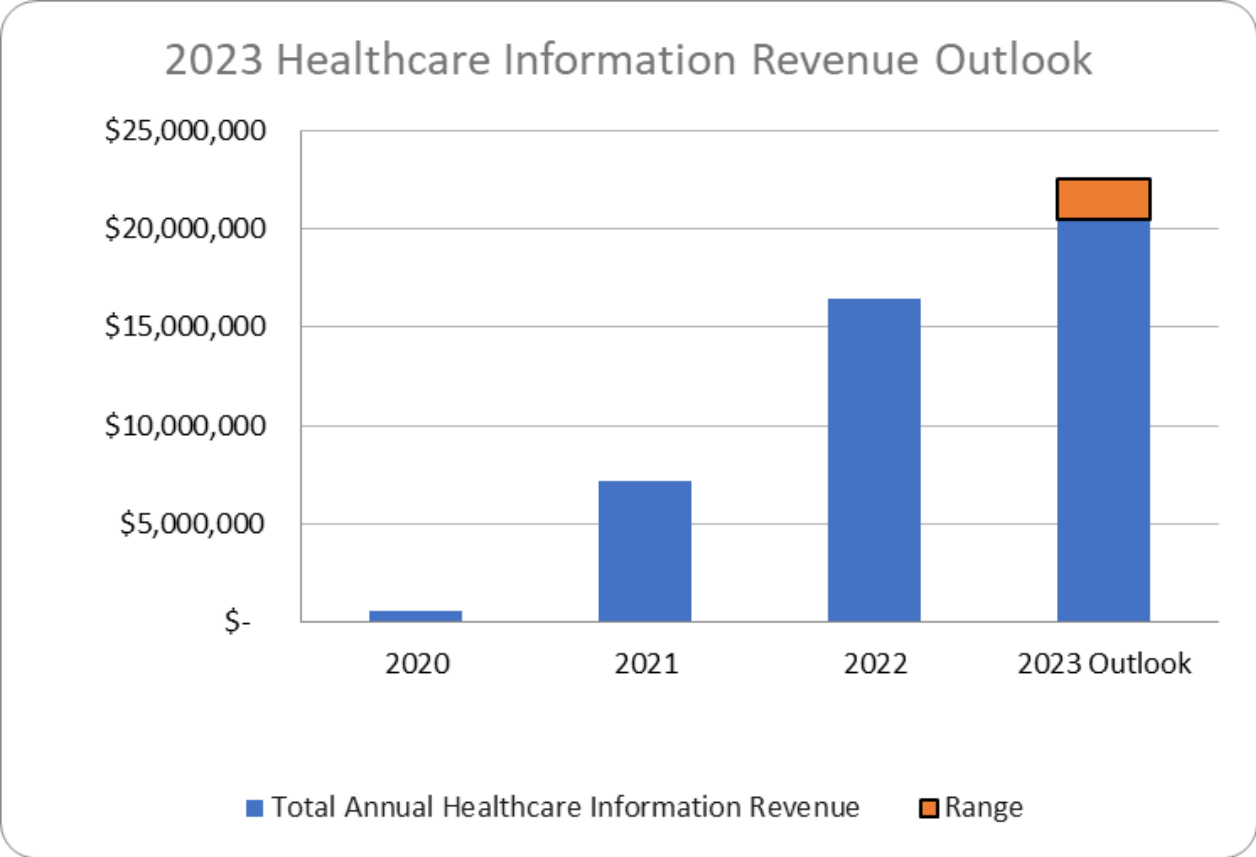
- Well capitalized to pursue growth plan with \$40 million cash and equivalents at March 31, 2023, and no debt maturities until September 2025.



# Full Year 2023 Outlook

Expect 2023 Healthcare Information Revenue growth of 25% to 37% resulting in revenue in the range of \$20.5 to \$22.5 million

Continued Improvement in Adjusted EBITDA (1), 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 Appendix for further information.



# Q&A

The background features a dark blue field with numerous small, glowing blue dots that form a series of concentric, slightly curved lines radiating from the left side. In the bottom right corner, there are several large, overlapping concentric circles in shades of blue and grey.

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