



sharecare

All together better

Important Notice Regarding Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995 that are based on beliefs and assumptions and on information currently available. In some cases, you can identify forward-looking statements by the following words: “outlook,” “target,” “reflect,” “on track,” “foresees,” “future,” “may,” “deliver,” “will,” “shall,” “could,” “would,” “should,” “expect,” “intend,” “plan,” “anticipate,” “believe,” “estimate,” “predict,” “project,” “potential,” “continue,” “ongoing” or the negative of these terms, other comparable terminology (although not all forward-looking statements contain these words), or by discussions of strategy, plans, or intentions. These statements involve risks, uncertainties and other factors that may cause actual results, levels of activity, performance or achievements to be materially different from the information expressed or implied by these forward-looking statements. Although we believe that we have a reasonable basis for each forward-looking statement contained in this presentation, we caution you that these statements are based on a combination of facts and factors currently known by us and our projections of the future, about which we cannot be certain.

Forward-looking statements in this presentation include, but are not limited to, statements regarding partnerships or other relationships with third parties or customers, new or anticipated revenue opportunities, including with respect to at-risk opportunities, and future expectations. We cannot assure you that the forward-looking statements in the information in this presentation will prove to be accurate. These forward-looking statements are subject to a number of significant risks and uncertainties that could cause actual results to differ materially from expected results. Descriptions of some of the factors that could cause actual results to differ materially from these forward-looking statements are discussed in more detail in our filings with the SEC, including the Risk Factors section of our Annual Report on Form 10-K for the year ended December 31, 2021. Furthermore, if the forward-looking statements prove to be inaccurate, the inaccuracy may be material. In light of the significant uncertainties in these forward-looking statements, you should not regard these statements as a representation or warranty by us or any other person that we will achieve our objectives and plans in any specified time frame, or at all. The forward-looking statements in this presentation represent our views as of the date of this presentation. We anticipate that subsequent events and developments will cause our views to change. However, while we may elect to update these forward-looking statements at some point in the future, we have no current intention of doing so except to the extent required by applicable law. You should, therefore, not rely on these forward-looking statements as representing our views as of any date subsequent to the date of this presentation.

Overview



Sharecare is a **health & well-being interoperable ecosystem** that **unifies all the elements** of individual and community health so everyone can live better, longer across the **dynamic continuum of their healthcare needs**. **All Together Better**

Strategic partners & clients

ENTERPRISE



PROVIDER



LIFE SCIENCES



Sharecare by the numbers

~64K

employer clients

127

top life sciences brands

12.4M

eligible lives

8K+

hospitals & physician practices

73

Sharecare NPS score (95 on CareLinx payor programs)

2.87M

social followers





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Trends in the Market:

Vertical integration across ecosystem with a portfolio of capabilities



 CVS Health®

 aetna®  CVS caremark®
 minute clinic™  Omnicare®
 signifyhealth®

 Walgreens
Boots
Alliance

 Walgreens  Boots  VillageMD®
 carecentrix.  SHIELDS
HEALTH SOLUTIONS

 amazon

 ATH NAVIGATOR  PillPack
❖ one medical

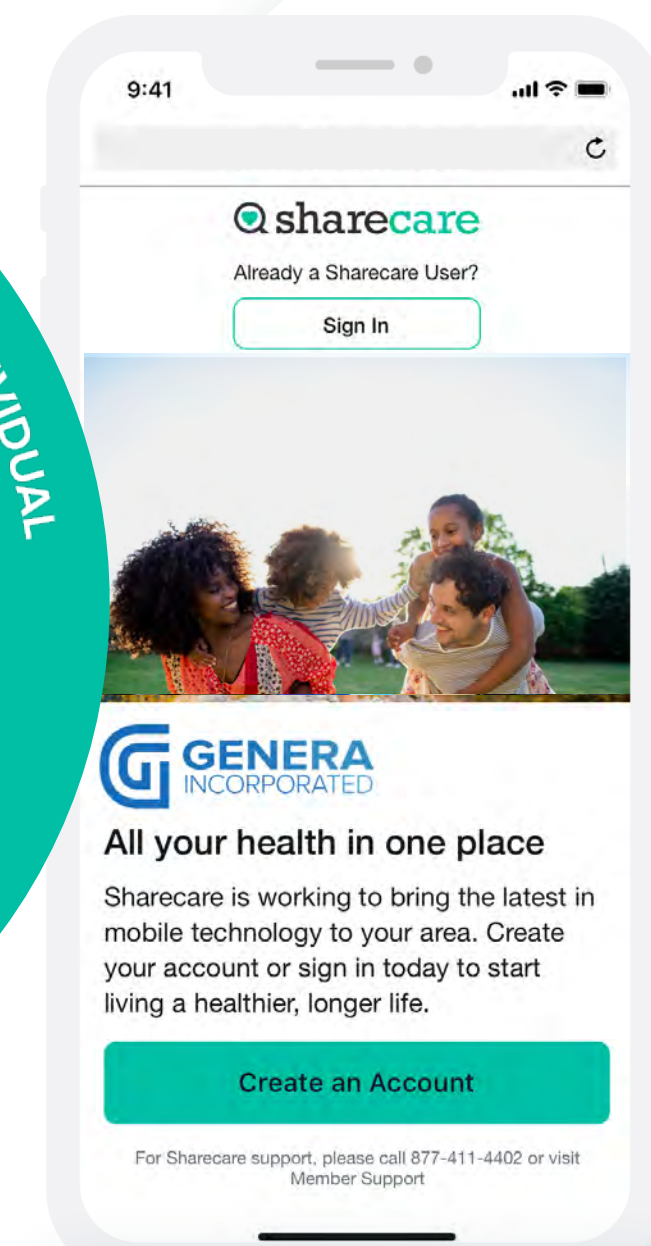
Key drivers behind ecosystem trend

- Employers are demanding **ROI from digital engagement and advocacy investment**
- Health plans, Medicare, and Medicaid moving to **value-based contracts**
- Regulatory changes around **pricing transparency and data exchange/interoperability**

Sharecare has been investing significantly to build a comprehensive ecosystem with acquisitions in **tech-enabled home healthcare, provider services, community services, and health AI**

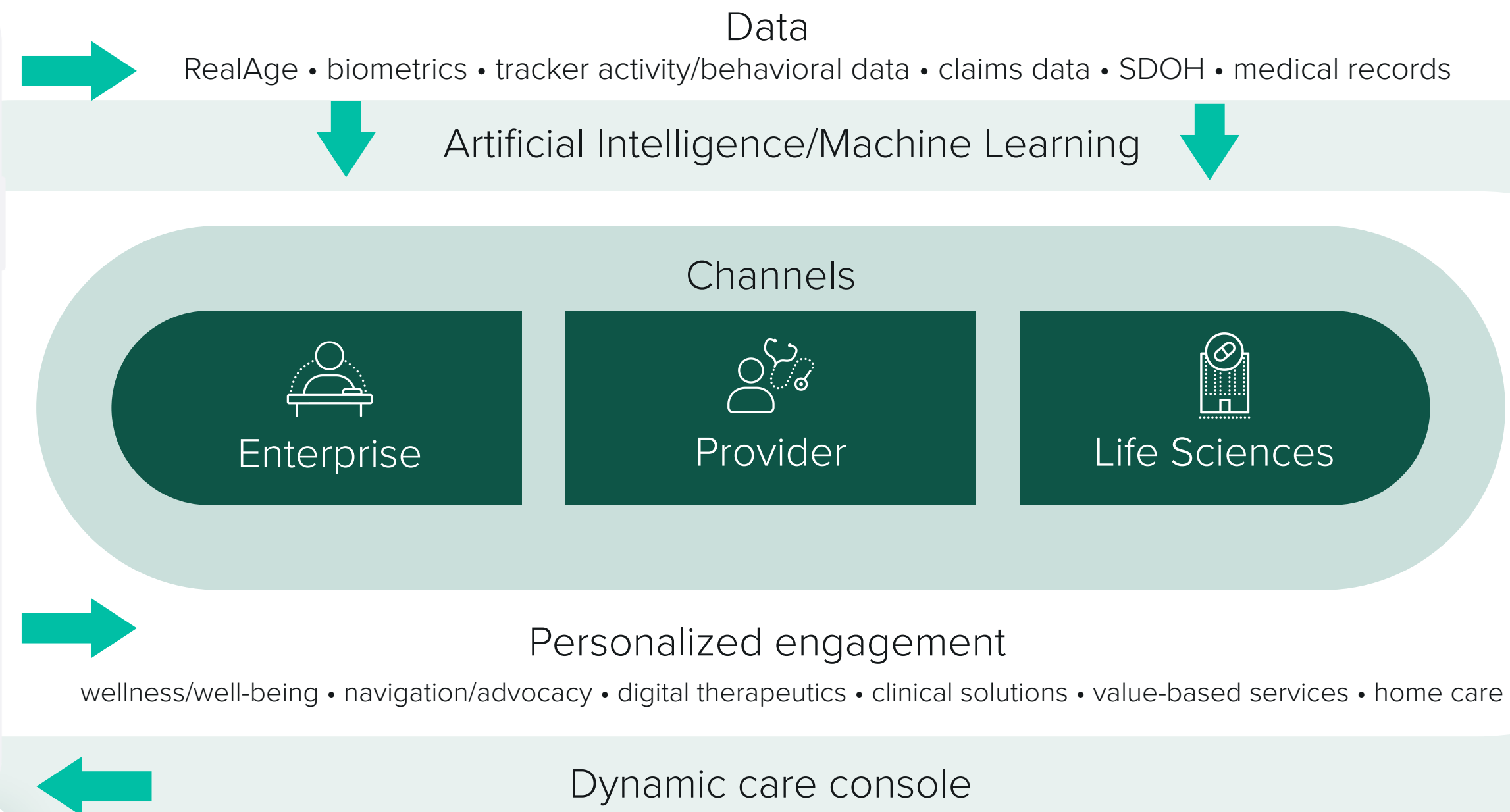
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Digital-First Ecosystem Centered on the Person



Digital front door

Interoperable/API-driven digital platform



Risk sharing



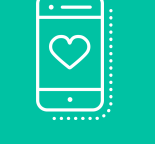






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Growing Meaningful Engagement

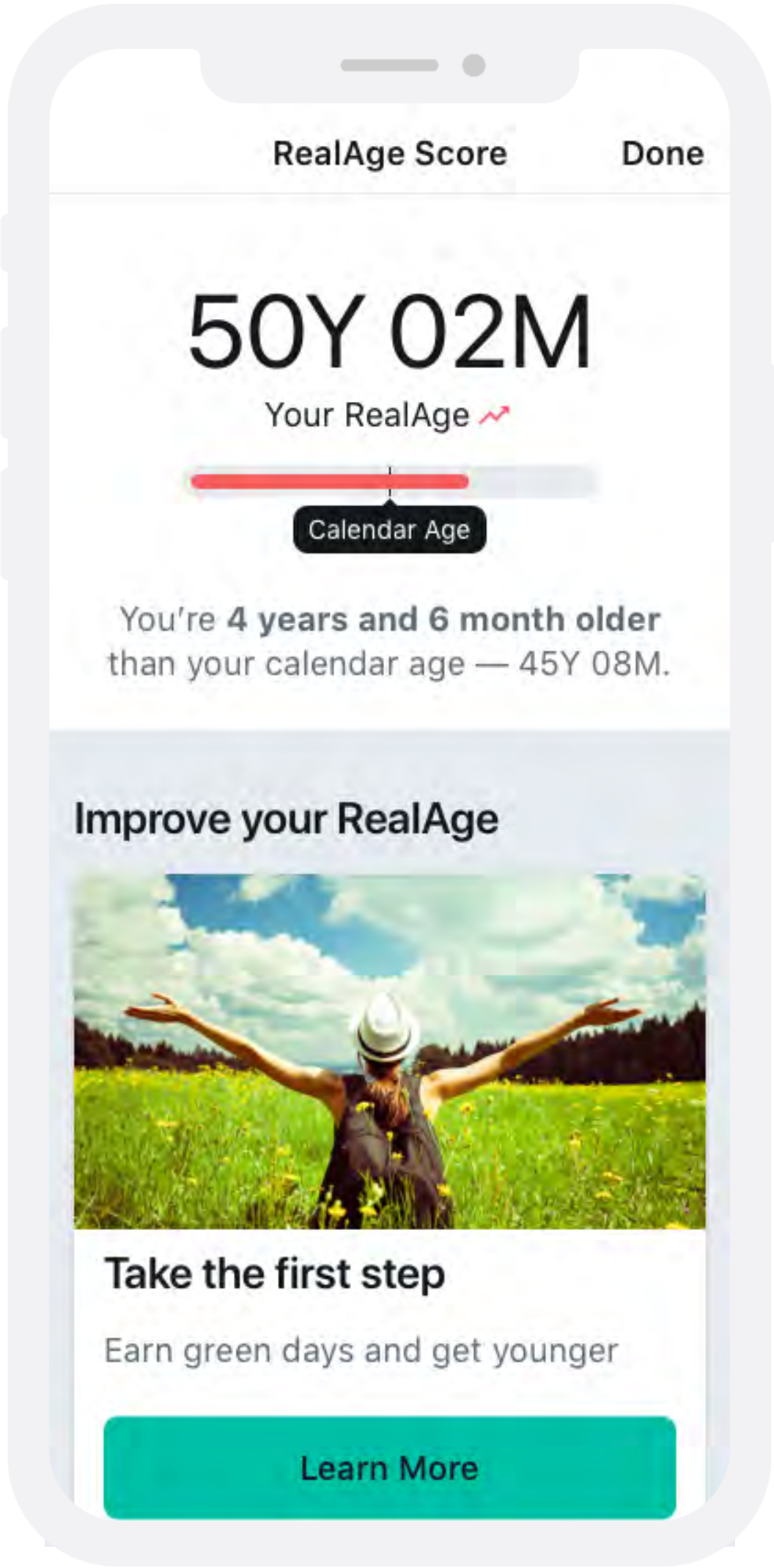
Creates opportunities for exponential growth and at-risk contracts



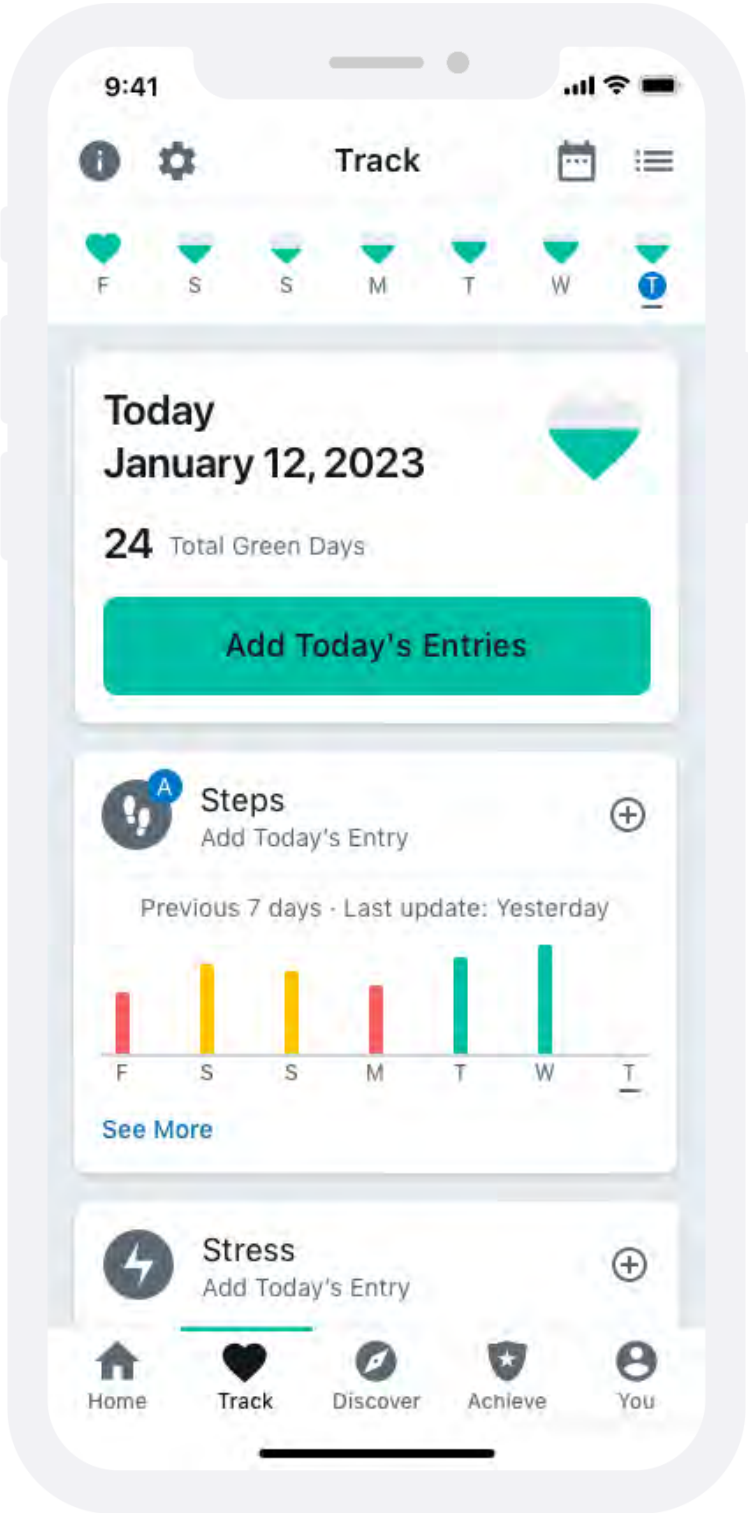
-  Best-in-class wellness/well-being engagement
-  Intelligent data analytics & clinical actuarial analysis
-  Interventions: Digital therapeutics
-  Interventions: High-touch + high-tech care
-  Provider integration
-  Interventions: Home care (ADL + clinical)
-  Aggregated value

Source: <https://www.healthaffairs.org/doi/10.1377/forefront.20210927.6239/>

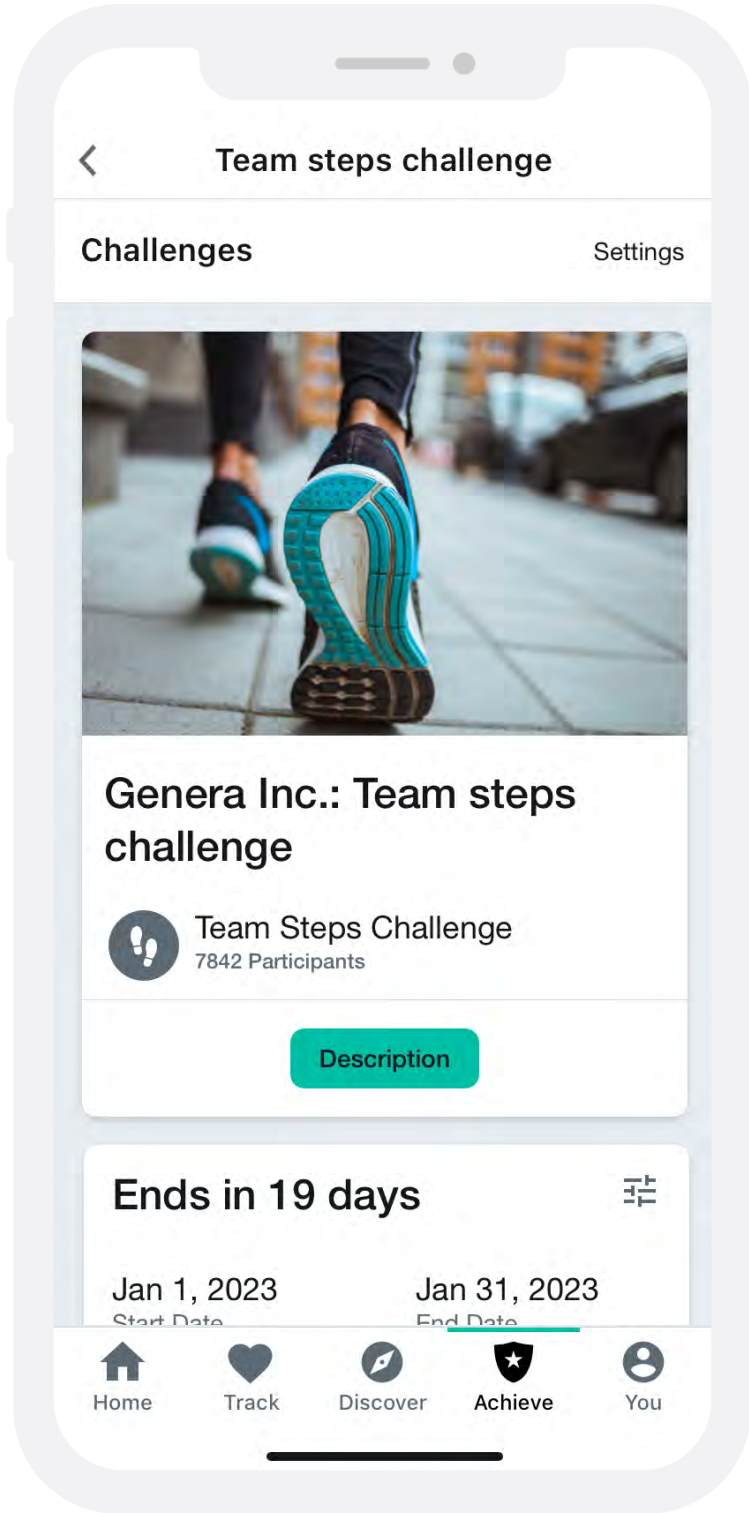
Best-in-Class Wellness/Well-Being Engagement in Flexible Platform



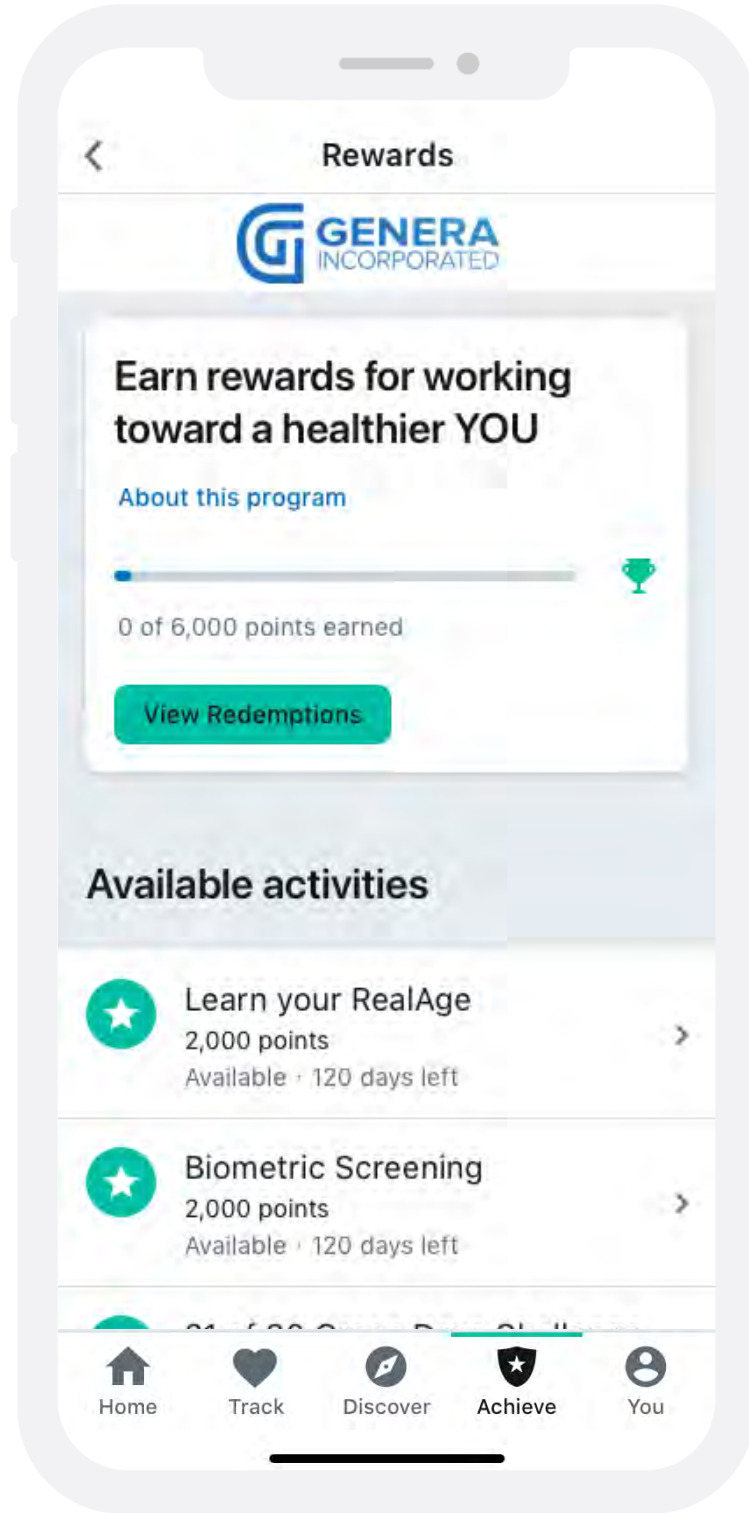
RealAge/Dynamic HRA



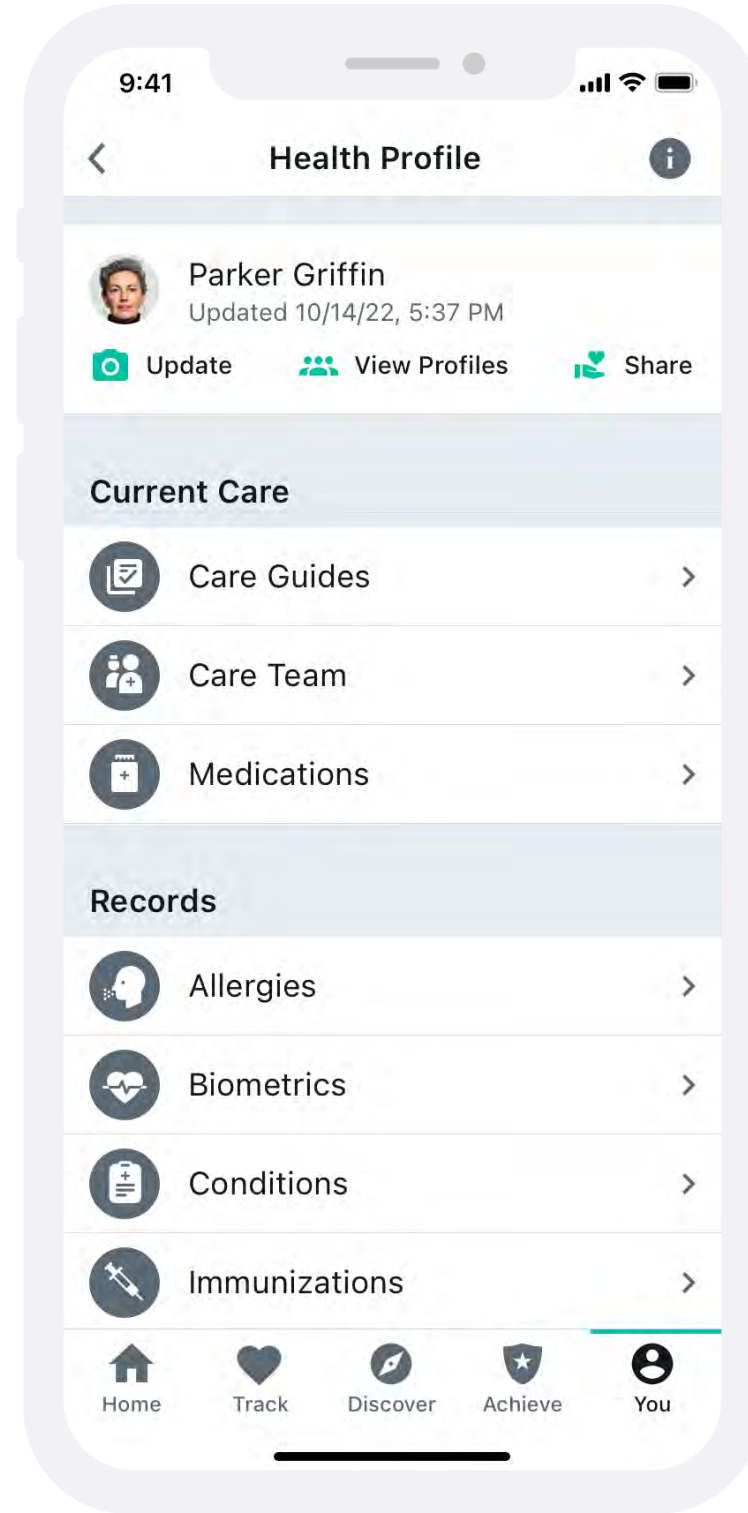
Daily tracking



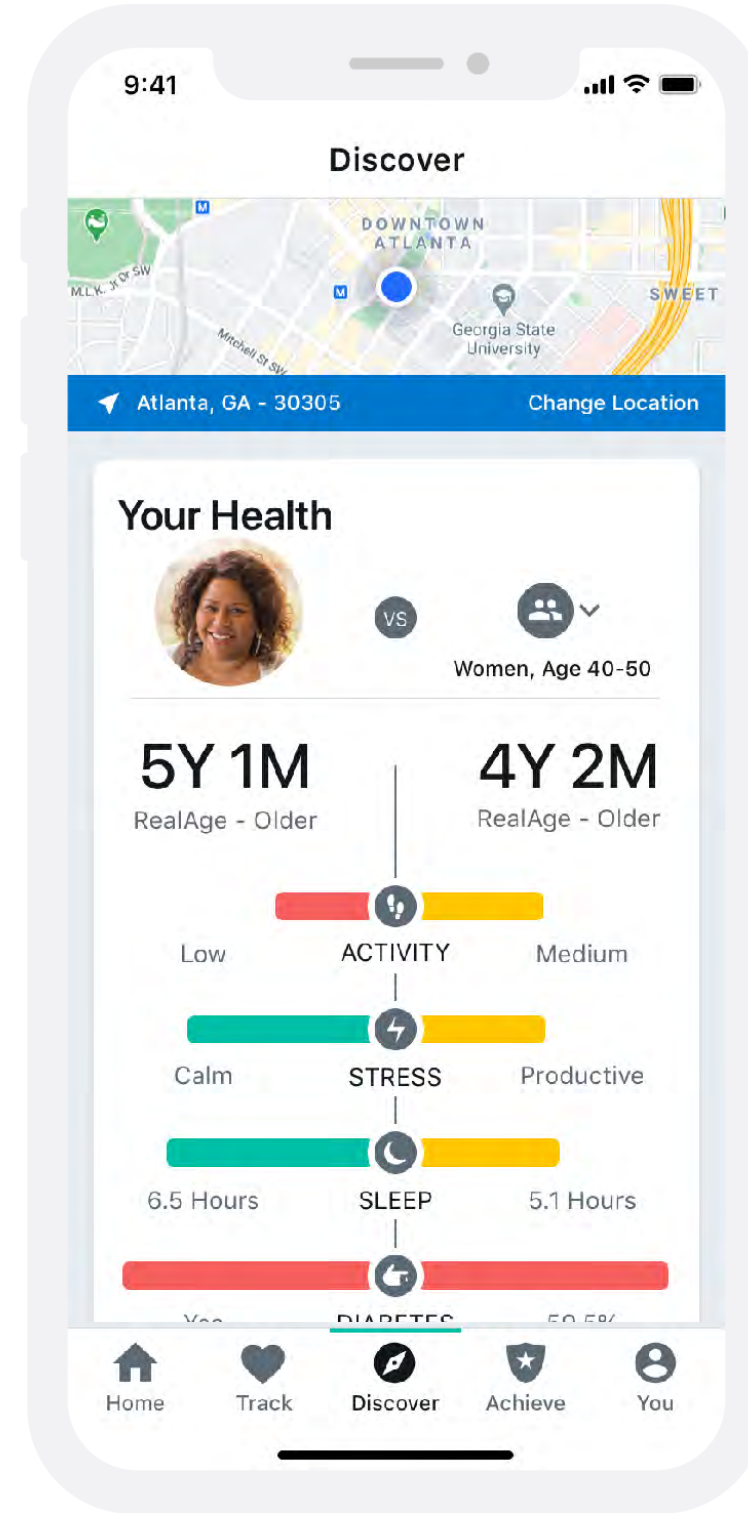
Engaging challenges



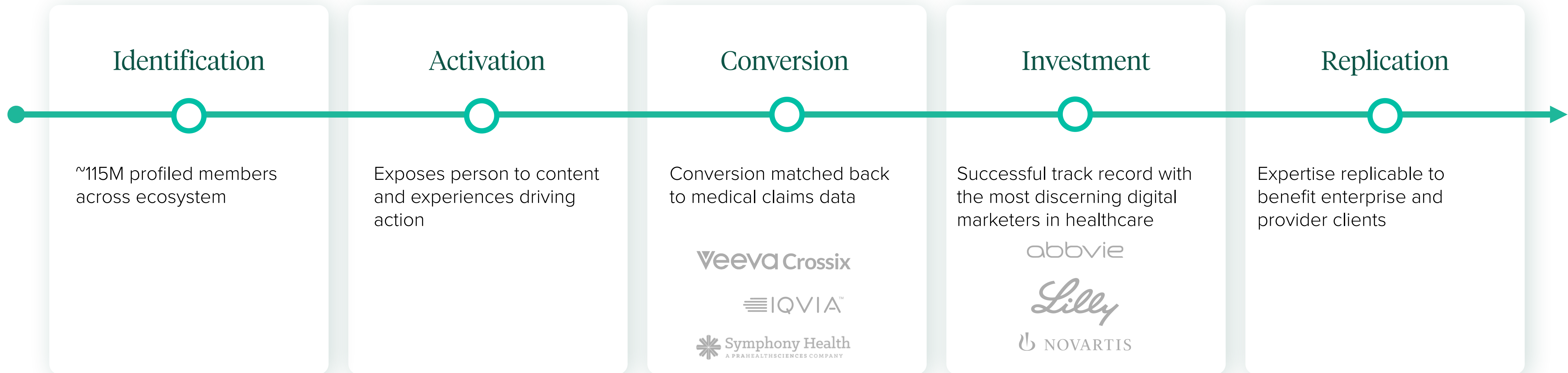
Rewards & incentives



Health profile



Community well-being

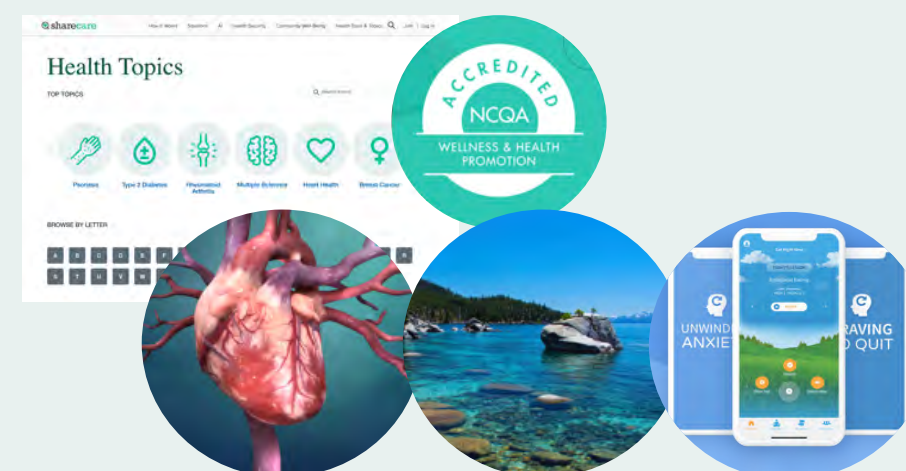


Social footprint



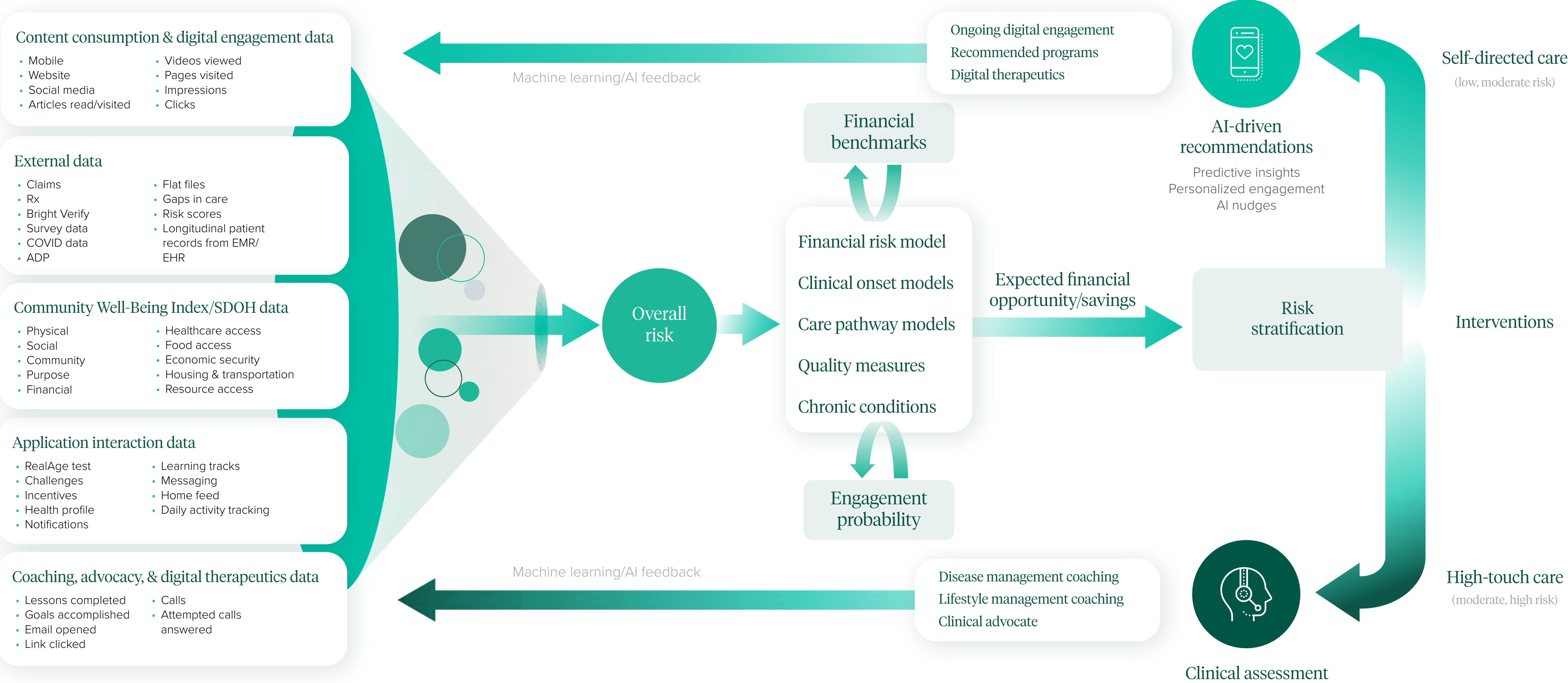
Original video and content

265K+ pieces of content NCQA accreditation, including 36K+ original videos

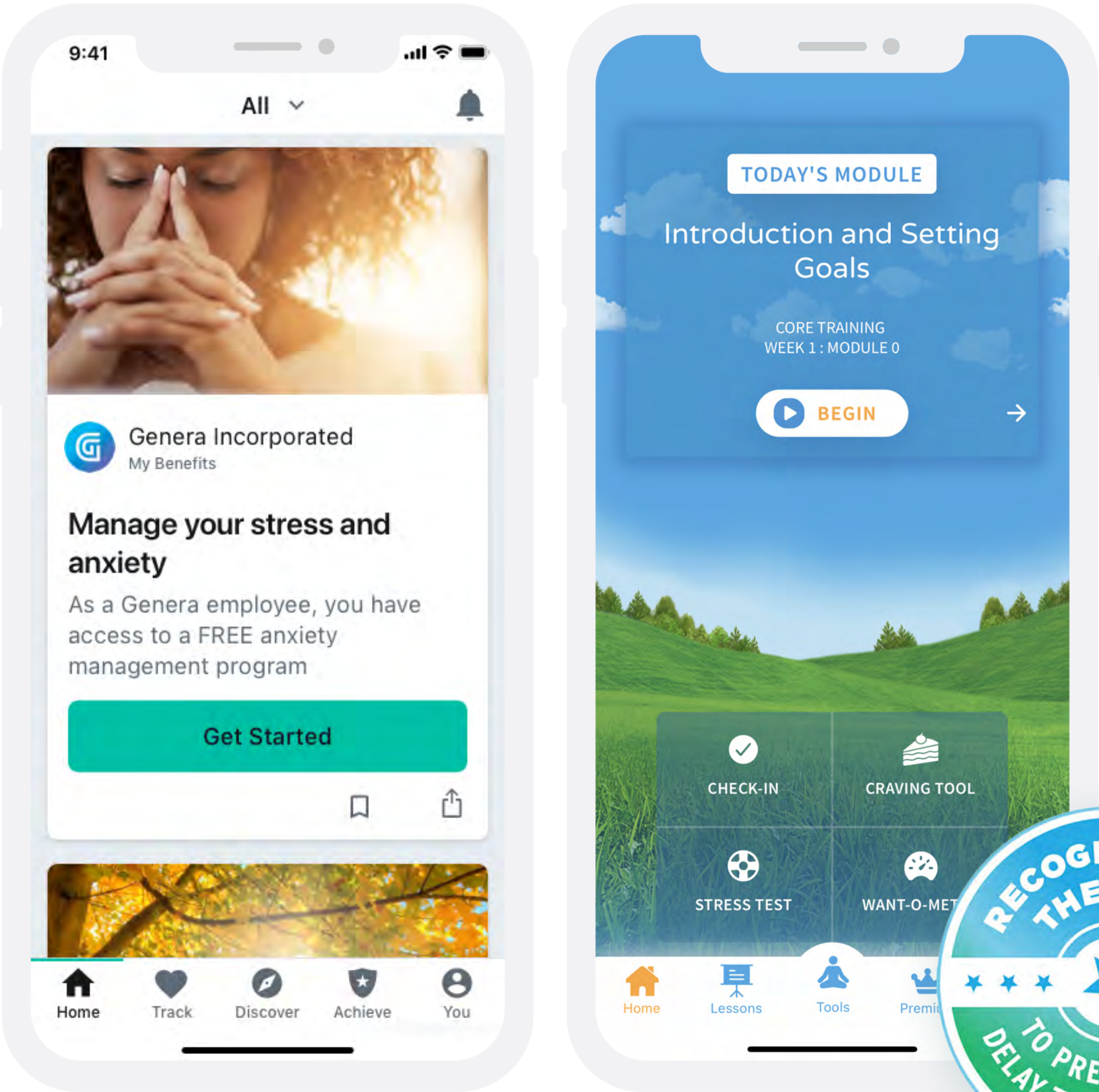


Comprehensive health organization and expert partnerships





Interventions: Comprehensive Library of Digital Therapeutics and Preferred Partners



Personalized interventions based upon AI-driven data analysis with award winning, evidence-based digital therapeutics combining **neuroscience and mindfulness tools** to help members identify their triggers and learn new coping techniques focused on delivering key outcomes.

67%

reduction in GAD-7 scores (anxiety)

Yale

40%

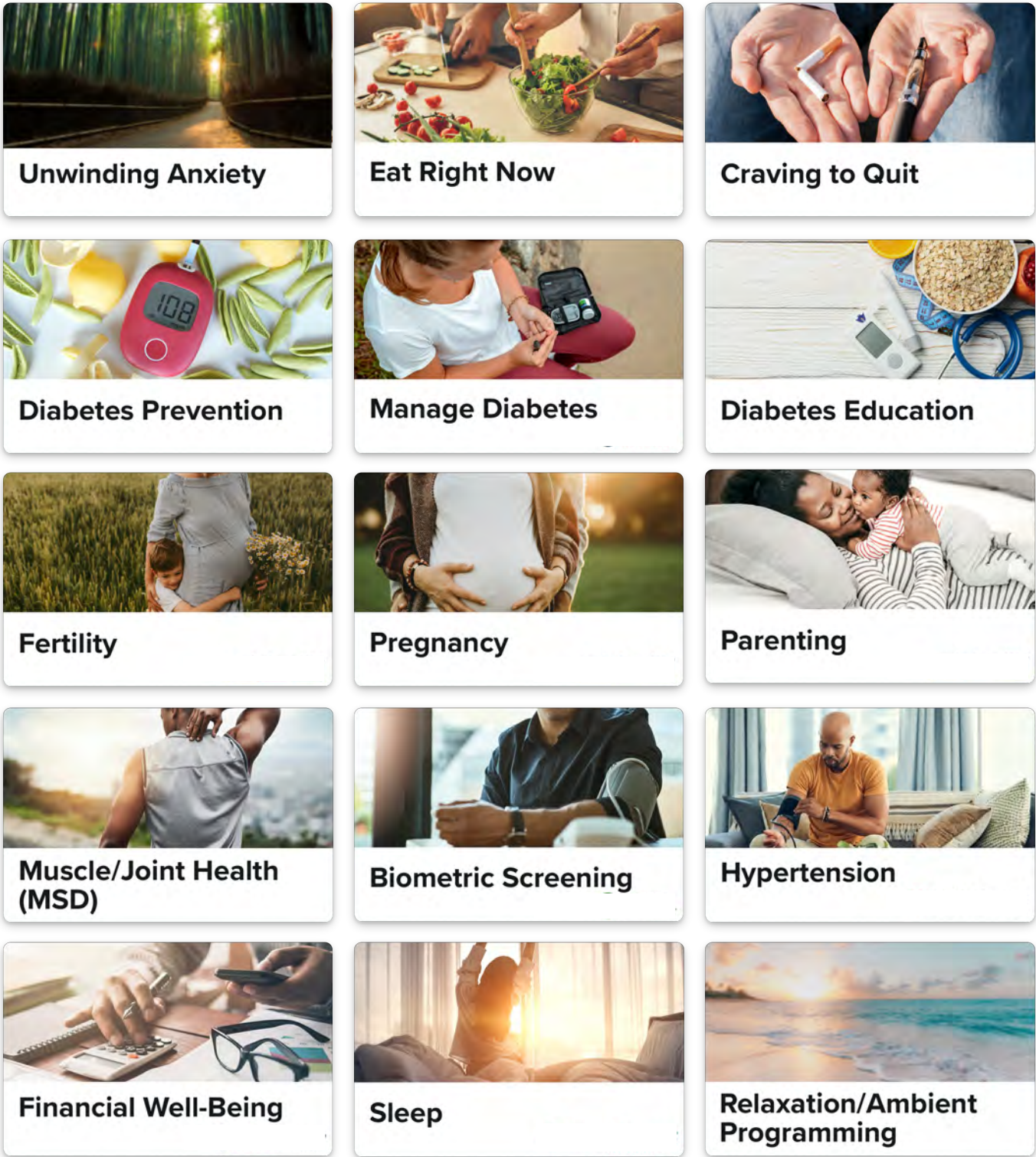
reduction in craving-related eating

NIH National Institute of Mental Health

5x

tobacco cessation quit-rate compared to gold standard

BROWN Mindfulness Center

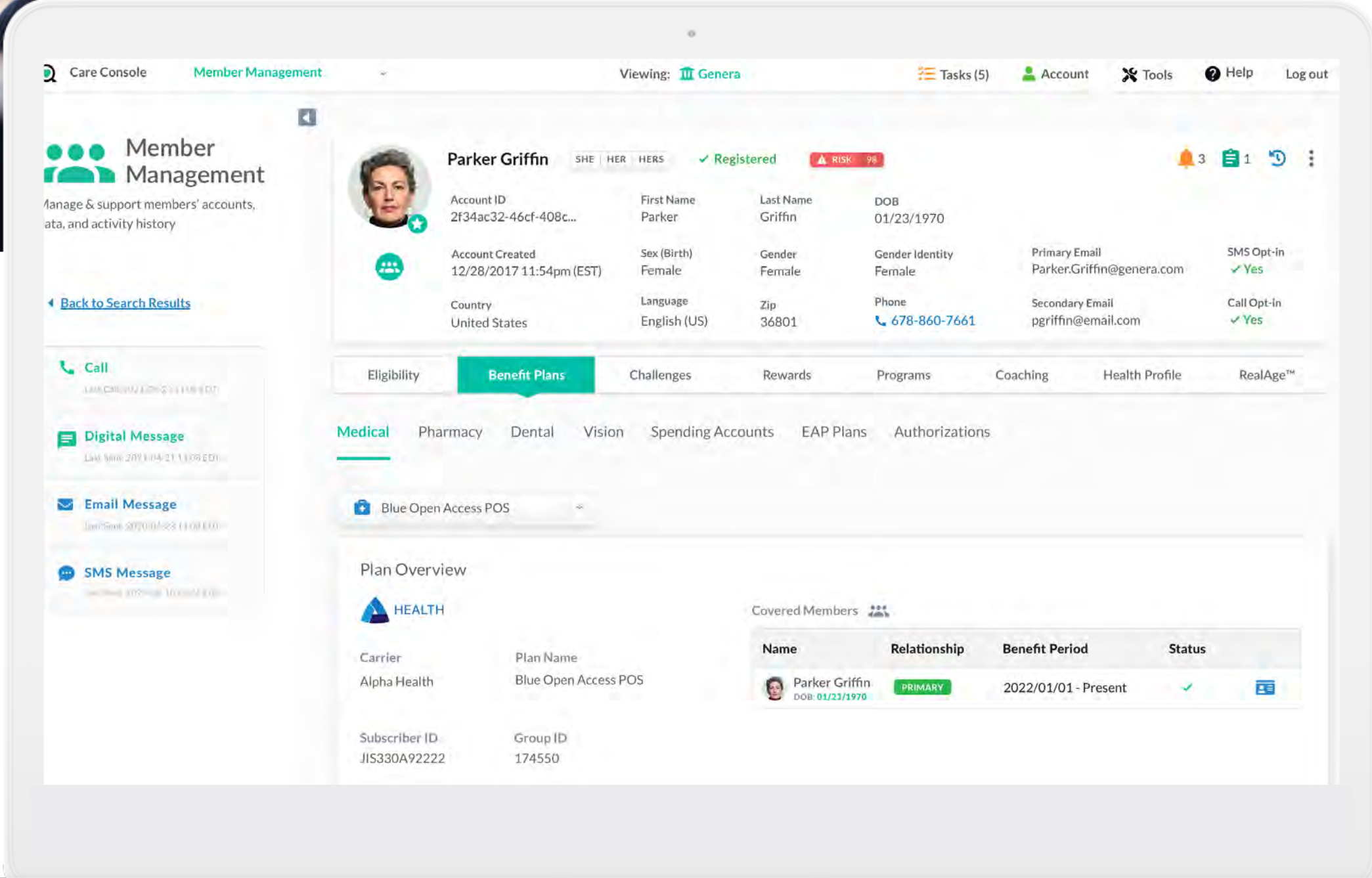
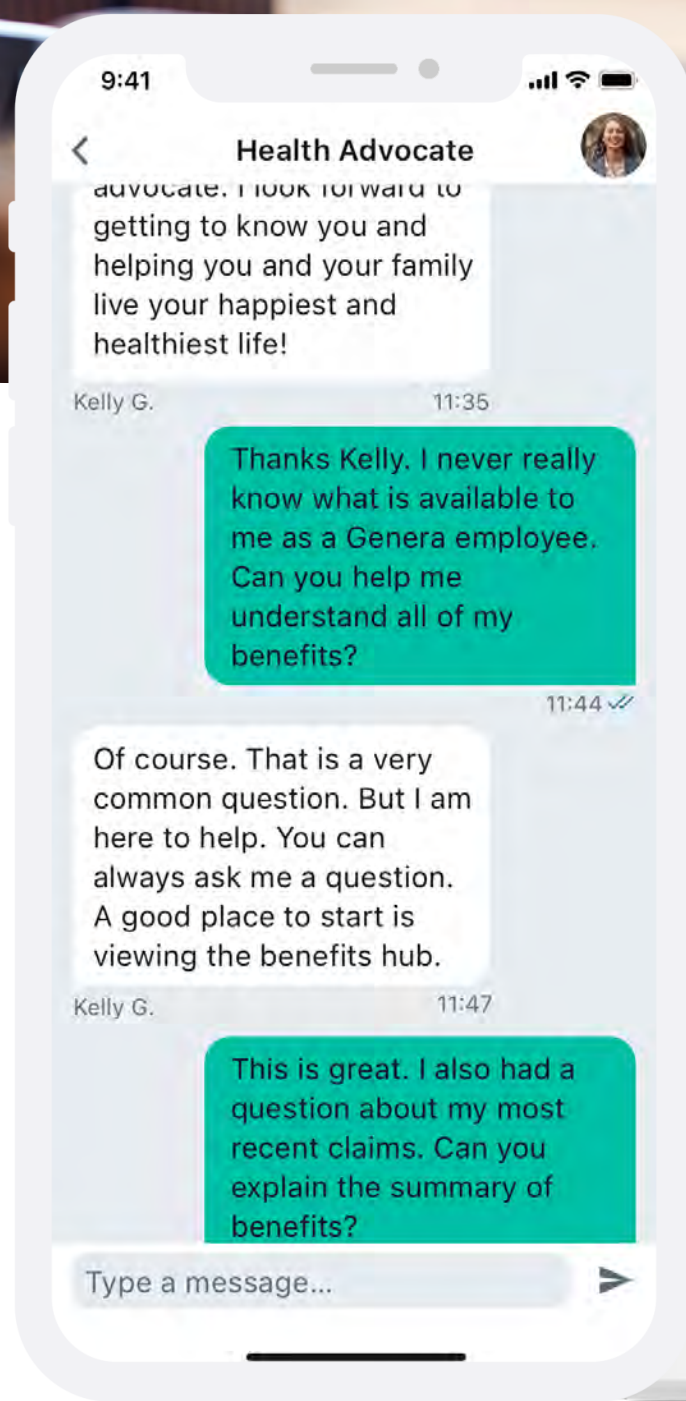


Intervention: High-Touch, Digital-First Advocacy Driving High Quality Experience, Care, and Value Support



Omnichannel user-centric design meets people where they are

- Mail
- Email
- In-home
- In-app
- Telephonic
- Virtual reality



+ Digital benefits navigation

- Medical benefits (plan summary, usage, claims)
- Dental benefits (plan summary, usage, claims)
- Vision benefits (plan summary, usage, claims)
- Rx benefits (plan summary, usage, claims)
- Medical authorizations
- Spending accounts - HSA/FSA balances (Q4)
- Find-a-provider, in-network services, pricing and quality
- Digital wallet - insurance card, savings, ID
- Smart messaging and nudges

+ Family advocacy

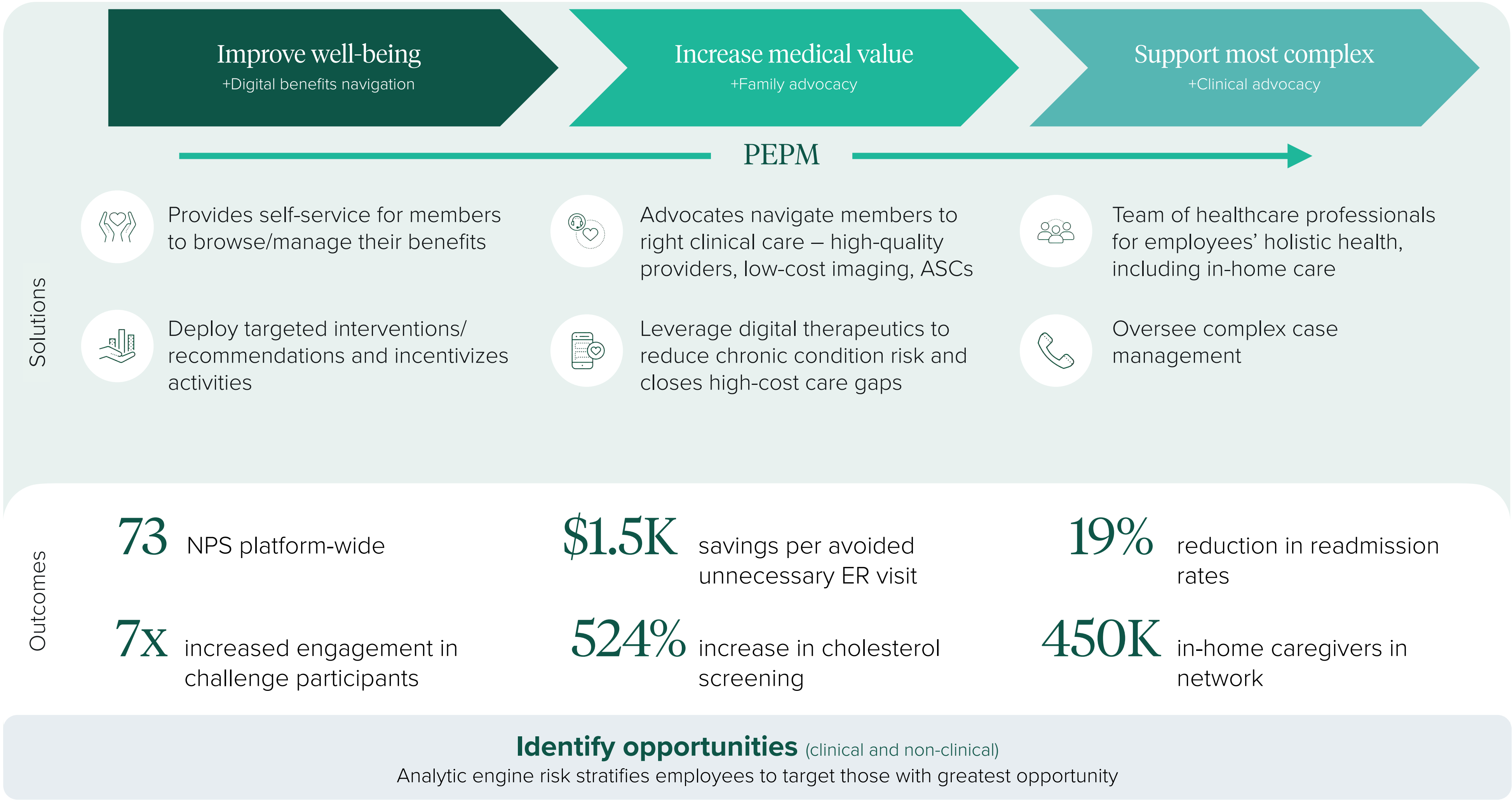
- Live advocate service
- Private & secure chat
- Telephonic support
- Advocate onboarding
- Benefits and program referrals
- Claims resolution
- In-network recommendations
- Health profile for whole person health
- Care gap alerts and proactive education
- Messaging and reminders
- Admin controls/work assignment

+ Clinical advocacy

- Emerging risk care management
- Precision clinical outreach
- Care planning
- Medication management
- Care gap guidance
- Care coordination
- Clinical alerts e.g. high risk/cost
- Virtual primary care
- Home care services

- + Digital benefits navigation
- + Advocate support

Significantly Raising Average ARR per Customer



Going to Market as Value-Based Company by Investing Heavily in Clinical Capabilities



Provider Integration: Digital Enablement for Medical Records for Members, Advocates, and Caregivers

- **8K+** hospitals & physician practices
- **90K+** providers
- **75+** health plan & other audit clients
- **95%** retention rate



Opportunity

- 21st Century Cures Act **free**s the data
- Data interoperability creates **new digital opportunities** & access
- Our **transformation and scale provides market advantage**; smaller companies will be unable to compete
- **Trusted Sharecare brand** will open provider conversations that are limited to others
- Building **digital provider connections** to increase medical record access

Interventions: Tech-Enabled Home Care

Supporting high-touch and high-tech care across the entire care continuum



450K+

tech-enabled care providers in CareLinx network

\$156B

total addressable market (TAM)

Proven success

600+ enterprise clients, including largest health plans



- Longitudinal, non medical home support
- In-home clinical assessment including medication reconciliation
- In-home code capture for risk adjustment
- In-home care gap closure and end-to-end scheduling/transportation
- Virtual supervision by clinicians (ongoing monitoring, oversight, and triage via RPM)
- Ongoing behavior modification support

Provided services

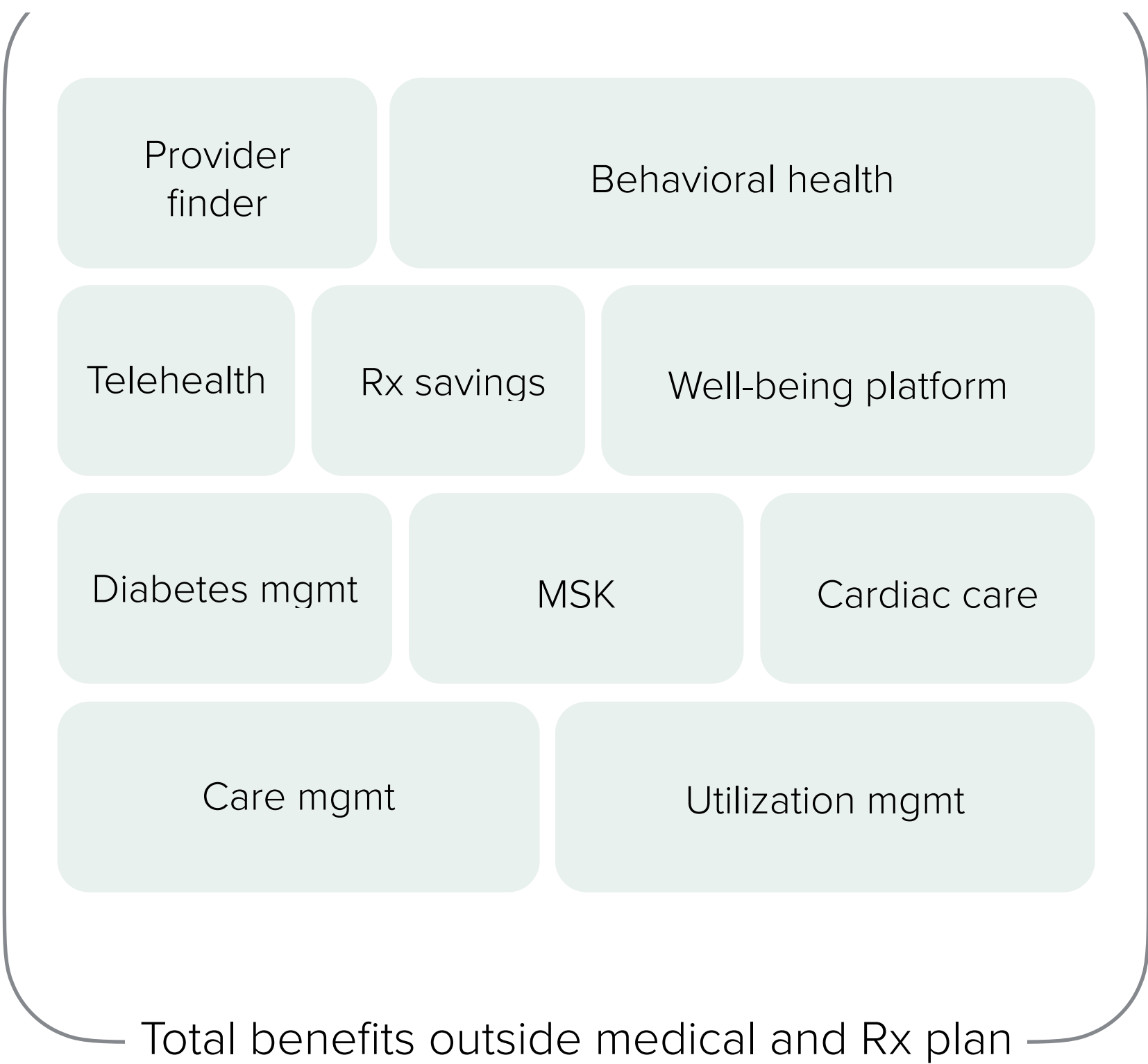
Member needs	Services
Companionship & home making	Healthy & functioning member Able to perform all ADL independently
Personal care	Higher risk members, 2+ hospitalizations Unable to perform one or more ADL independently
Clinical care	Highest risk, super utilizers Need clinical support from licensed nurse

- Professional companion caregivers, CHWs, HHAs, CNAs, LPN/LVNs, RNs, NPs
- Trained neighbors and family members
- Affiliate agency partners

Sharecare’s Multi-Tiered Advocacy Product Designed to Replace Multiple Point Solutions

Provides a comprehensive solution at a ~40% discount

Sample employer previous benefit package



Care delivery

- Care mgmt
- Disease management
- Utilization management
- Lifestyle management
- On-demand telehealth

Clinical products

- Well-being solution
- Diabetes prevention
- Diabetes management
- MSK
- Congestive heart failure
- Women’s health
- Behavioral health
- Nurseline
- Fitness

Clinical operations

- Rx savings
- Provider finder
- Cost/quality transparency

Sharecare’s integrated solution is ~40% discount compared to a typical bundle of point solutions

Total cost of Sharecare’s integrated offerings: ~40% discount



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Financial Update

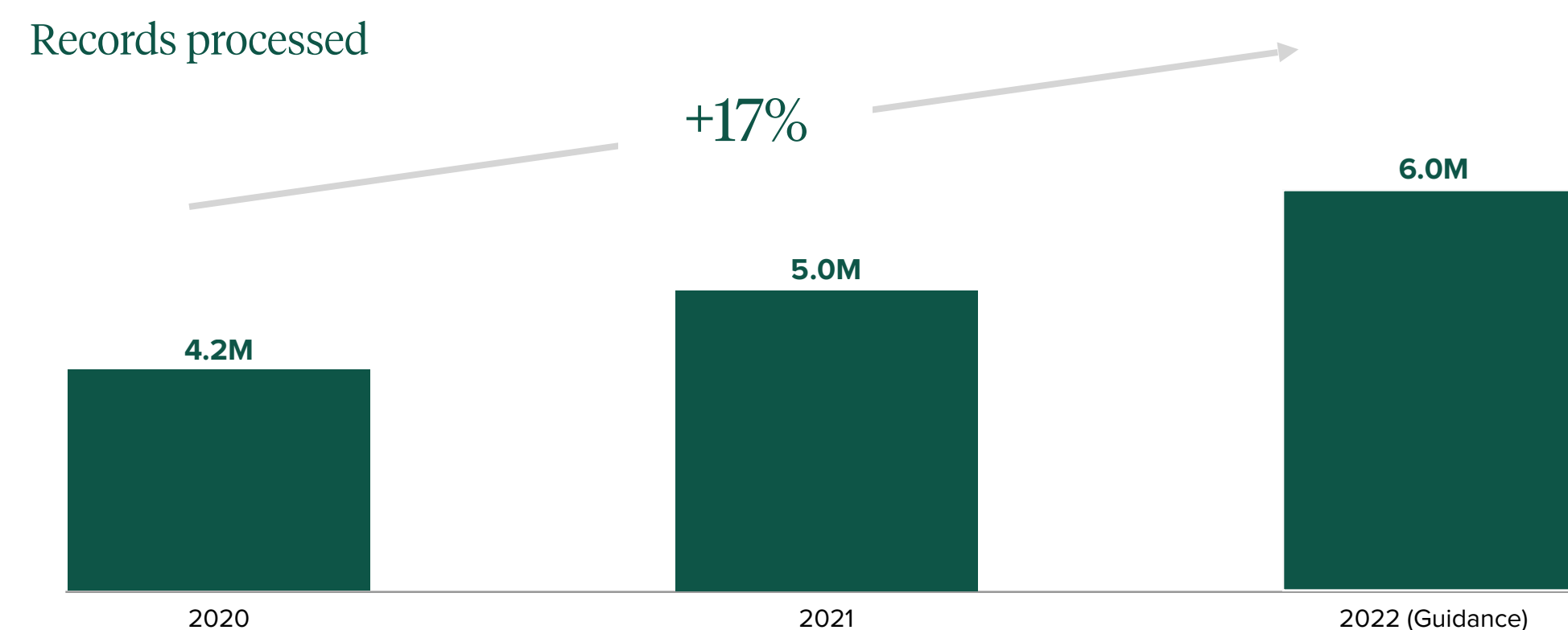
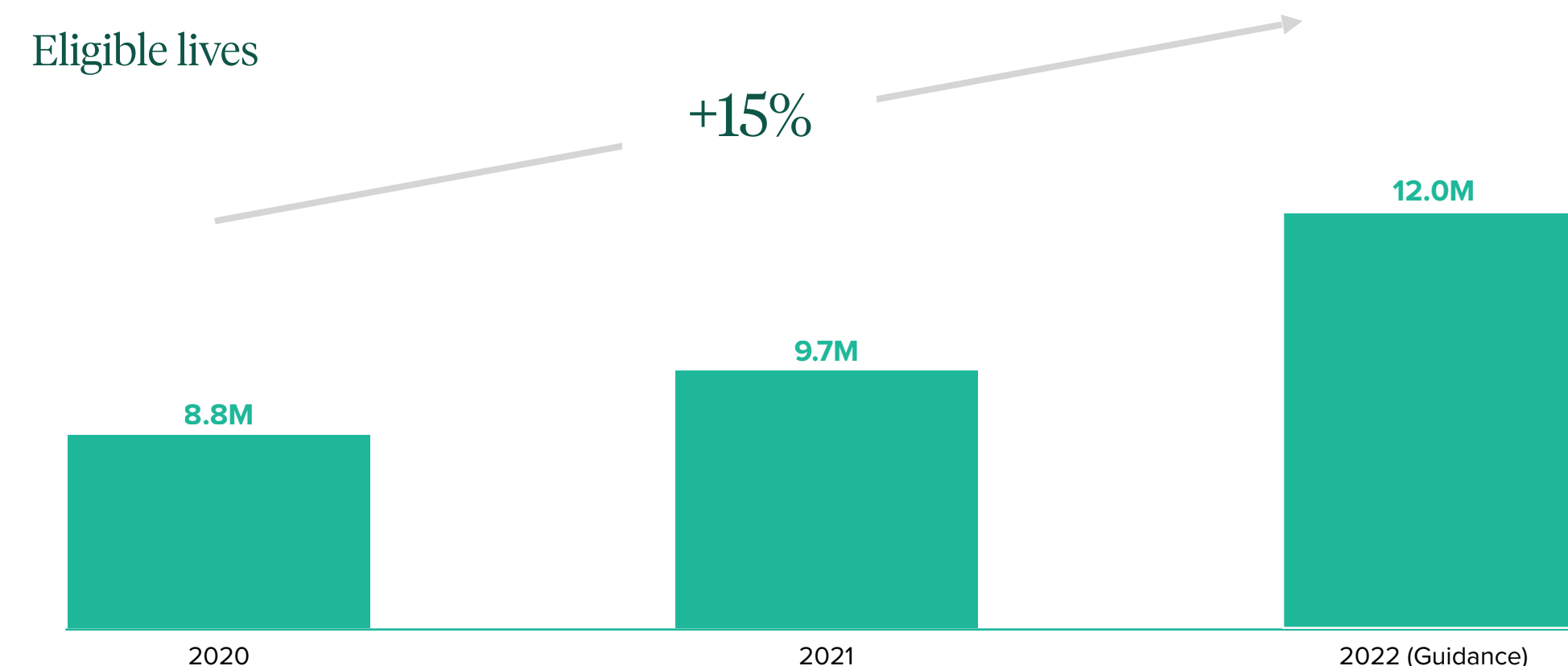
2022 Financial Summary Through Q3 (Non-GAAP)



Sharecare consolidated (\$M)	Q1 2022 (actual)	Q2 2022 (actual)	Q3 2022 (actual)
Revenues	\$100.7	\$103.8	\$114.6
Life sciences	\$16.2	\$17.5	\$20.7
Provider	\$24.7	\$26.4	\$28.7
Enterprise	\$59.8	\$59.9	\$65.2
Adjusted EBITDA	\$1.8	\$2.1	\$7.2



KPI Performance



Enterprise: Eligible lives

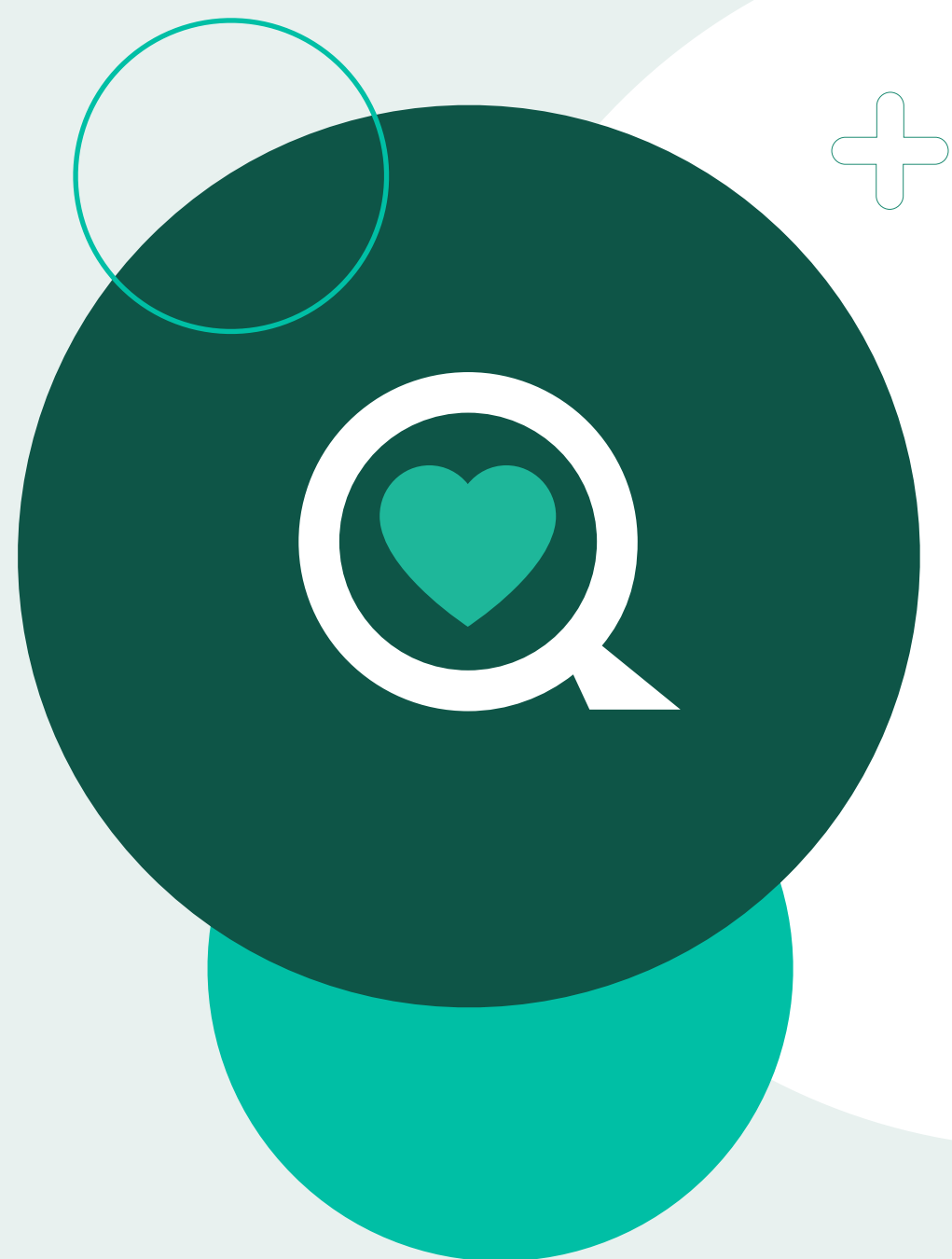
- Enterprise eligible lives driven by new client expansion, as well as further penetration of existing clients
- Current eligible lives represents only a small fraction of total serviceable lives with key clients
 - ~12.4M eligible enterprise lives, or 11% of 113M+ serviceable lives across **existing** client populations

Provider: Records processed

- Continued growth in records driven by:
 - Increased membership in government programs (i.e., MRA, ACA)
 - General demand lift for clinical documentation through value-based care initiatives
- Initial benefit from interoperability program & digital record processing

Thank you.





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Appendix

Non-GAAP Financial Measures



In addition to our financial results determined in accordance with U.S. GAAP, we believe Adjusted EBITDA, a non-GAAP measure, is useful in evaluating our operating performance. We use Adjusted EBITDA to evaluate our ongoing operations and for internal planning and forecasting purposes. We believe that this non-GAAP financial measure, when taken together with the corresponding GAAP financial measure, provides meaningful supplemental information regarding our performance by excluding certain items that may not be indicative of our business, results of operations, or outlook. In particular, we believe that the use of Adjusted EBITDA is helpful to our investors as it is a metric used by management in assessing the health of our business and our operating performance. However, non-GAAP financial information is presented for supplemental informational purposes only, has limitations as an analytical tool, and should not be considered in isolation or as a substitute for financial information presented in accordance with GAAP. In addition, other companies, including companies in our industry, may calculate similarly-titled non-GAAP measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measure as a tool for comparison.

The calculation and reconciliation of historic Adjusted EBITDA to net income (loss), the most directly comparable financial measures stated in accordance with GAAP, is provided in our filings with the SEC. Investors are encouraged to review the reconciliation and not to rely on any single financial measure to evaluate our business.

Reconciliation to Historical Adjusted EBITDA

(\$, in millions)

	Three months ended March 31, 2022	Six months ended June 30, 2022	Nine months ended September 30, 2022
Net loss	(\$38.3)	(\$67.8)	(\$95.3)
Depreciation and amortization	9.88	20.78	32.83
Interest income	(0.03)	(0.13)	(0.45)
Interest expense	0.49	1.03	1.58
Income tax (benefit) expense	0.09	0.36	(0.27)
Other (income) expense	(12.85)	(19.67)	(17.29)
Share-based compensation	33.11	51.29	61.62
Severance	0.36	0.77	1.18
Warrants issued with revenue contracts^(a)	0.02	0.03	0.05
Net costs associated with exiting contracts^(b)	1.67	2.92	3.49
Transaction and closing costs^{(c)(d)}	7.37	14.40	23.73
Adjusted EBITDA^(e)	\$1.8	\$4.0	\$11.2

Notes:

(a) Represents the non-cash value of warrants issued to clients for meeting specific revenue thresholds.

(b) For the nine months ended September 30, 2022, previously undisclosed first quarter net costs were included for comparability purposes and to display trends associated with exiting contracts during the period.

(c) For the three months ended September 30, 2022, represents costs related to the Business Combination, transaction and post-closing costs related to acquisitions, and other non-operating, non-recurring costs including \$4.9 million of other non-operating, non-recurring costs, \$2.9 million of reorganizational costs, and \$1.5 million of acquisition-related expense.

(d) For the nine months ended September 30, 2022, represents costs related to the Business Combination, transaction and post-closing costs related to acquisitions, and other non-operating, non-recurring costs including \$10.9 million of other non-operating, non-recurring costs, \$8.1 million of reorganizational costs, and \$4.7 million of acquisition-related expense.

(e) Includes non-cash amortization associated with contract liabilities recorded in connection with acquired businesses.