

# All together better



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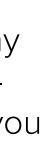
# **Important Notice Regarding Forward-Looking** Statements

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 forwardlooking 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.

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Sharecare is a **health & well-being interoperable** platform 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



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# Sharecare by the numbers

~64K employer clients

**11M** eligible lives

**6K**+ health system clients

73

Sharecare NPS score (95 on CareLinx payor programs)

127 top life sciences brands

\$470M-500M

2022E revenue

\$30M-36M

2022E adjusted EBITDA

~2.8M

social followers reaching 306M in 2021

SANOFI 🎝











# ALL TOGETHER BETTER Business Positioned for Growth and Scale





Innovative digital health platform based on human-centric design Data & Innovation

At the intersection of technology, healthcare, & media, creating datadriven solutions

# High-growth, recurring revenue driving 20% sustainable YoY growth

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Diversified Revenue & Scale

Diversified, scalable portfolio with opportunity to capture \$1B++ in incremental revenue from contracted lives Differentiated Financial Performance

Positioned for success with strong revenue visibility, balance sheet, and profitability

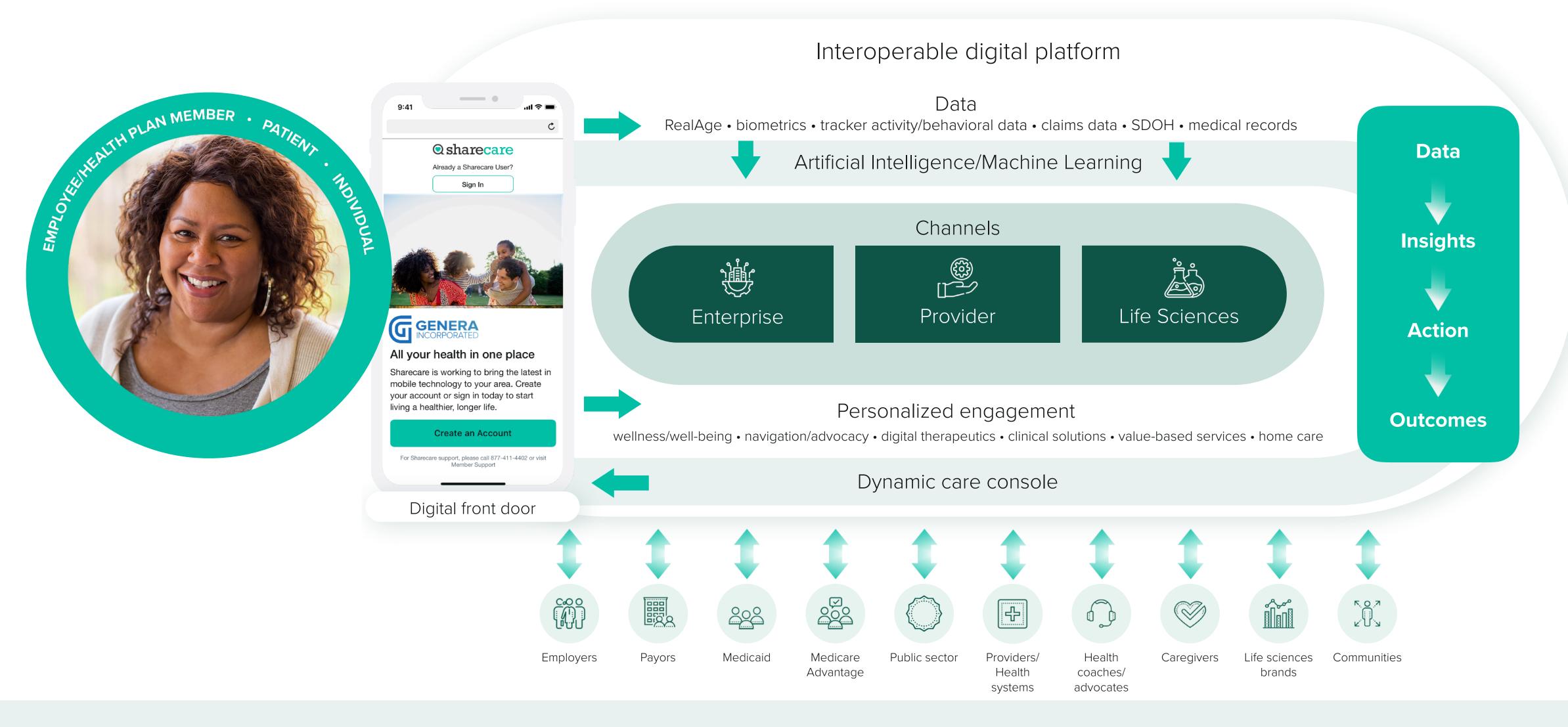








# ALL TOGETHER BETTER Comprehensive Digital-First Ecosystem Centered around the Person







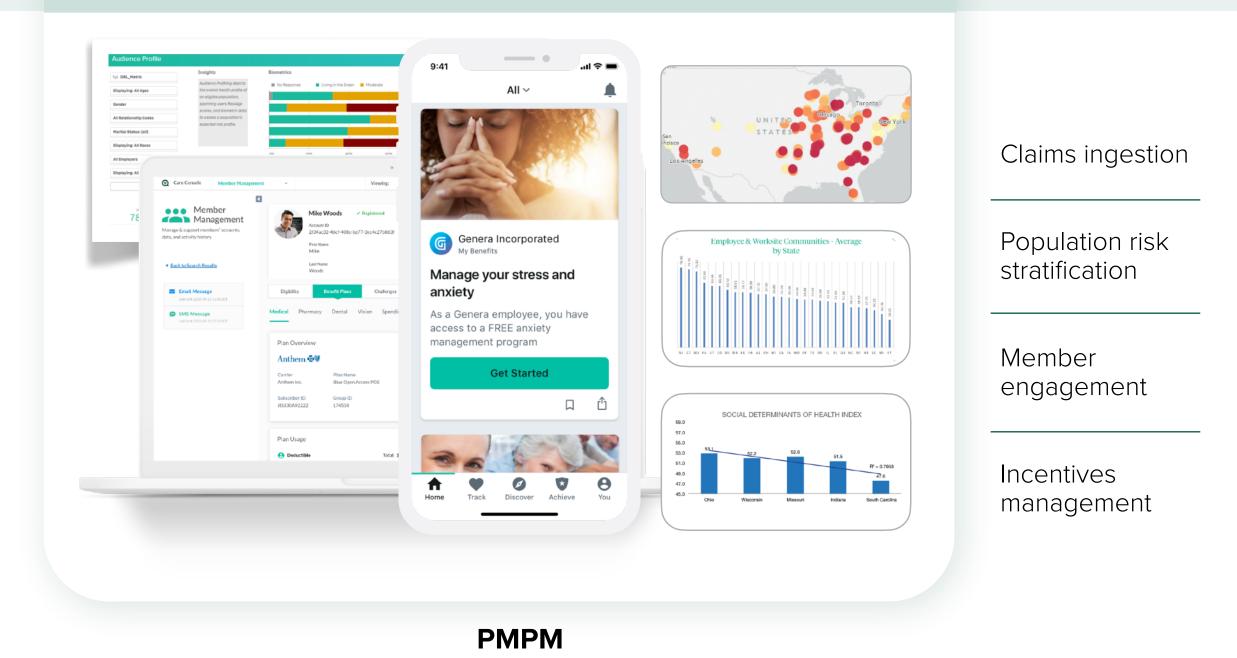


#### **CHANNEL OVERVIEW**

**ENTERPRISE** 

# **Integrated Solution Lowering** Healthcare Costs, Improving Outcomes, and Increasing Satisfaction

### Core digital platform



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## Marketplace of targeted digital therapeutics



**Unwinding Anxiety** 

Fertility

Disease Managemer

Lifestyle Coaching





Eat Right Now

Pregnancy

Financial Well-Beir

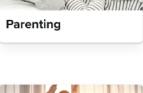


















Tech-Enabled Home Care (CareLinx)

High-touch

care



**Ornish Lifestyle Medicine** 

**PMPM** and/or incremental fee per enrollee







#### **CHANNEL OVERVIEW**

PROVIDER

# **Efficiency and Patient Care**

#### Core service

#### **HEALTH INFORMATION** MANAGEMENT



- Release of information (ROI)
- Medical record requests & retrieval
- Medical record audits & reviews
- Dynamic insights (AI)
- Forms management

#### Per record request

#### **VALUE-BASED** CARE



- High risk patient stratification
- High cost claimant/care gap analysis
- Clinical measures & reporting
- Practice provider and network performance

#### Gainshare or per provider per month



- insights (AI)

#### Gainshare or per claim processed

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### Digital platform

#### PAYMENT INTEGRITY

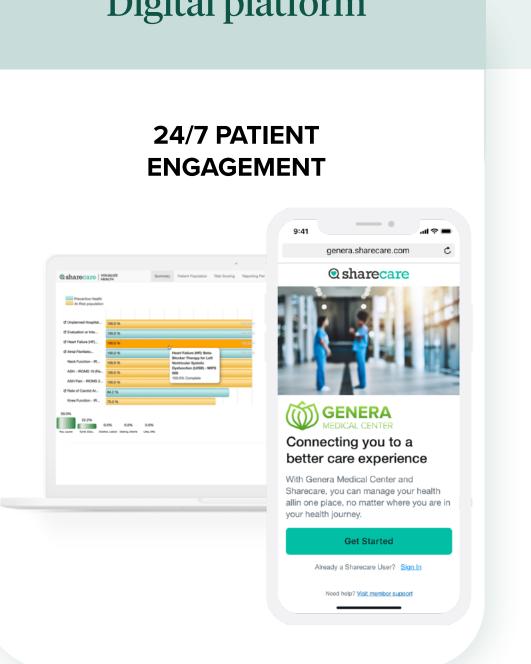
• Fraud, waste, and abuse • Audit/denial mgmt services Clinical validation • Pre-submission claim review Coding & pricing audits

#### **REMOTE PATIENT** MONITORING



- Diabetes prevention and management
- Heart disease (Ornish Lifestyle Medicine)
- Obesity & nutrition support

**PMPM**, reimbursement, or fee for service



**PMPM** 

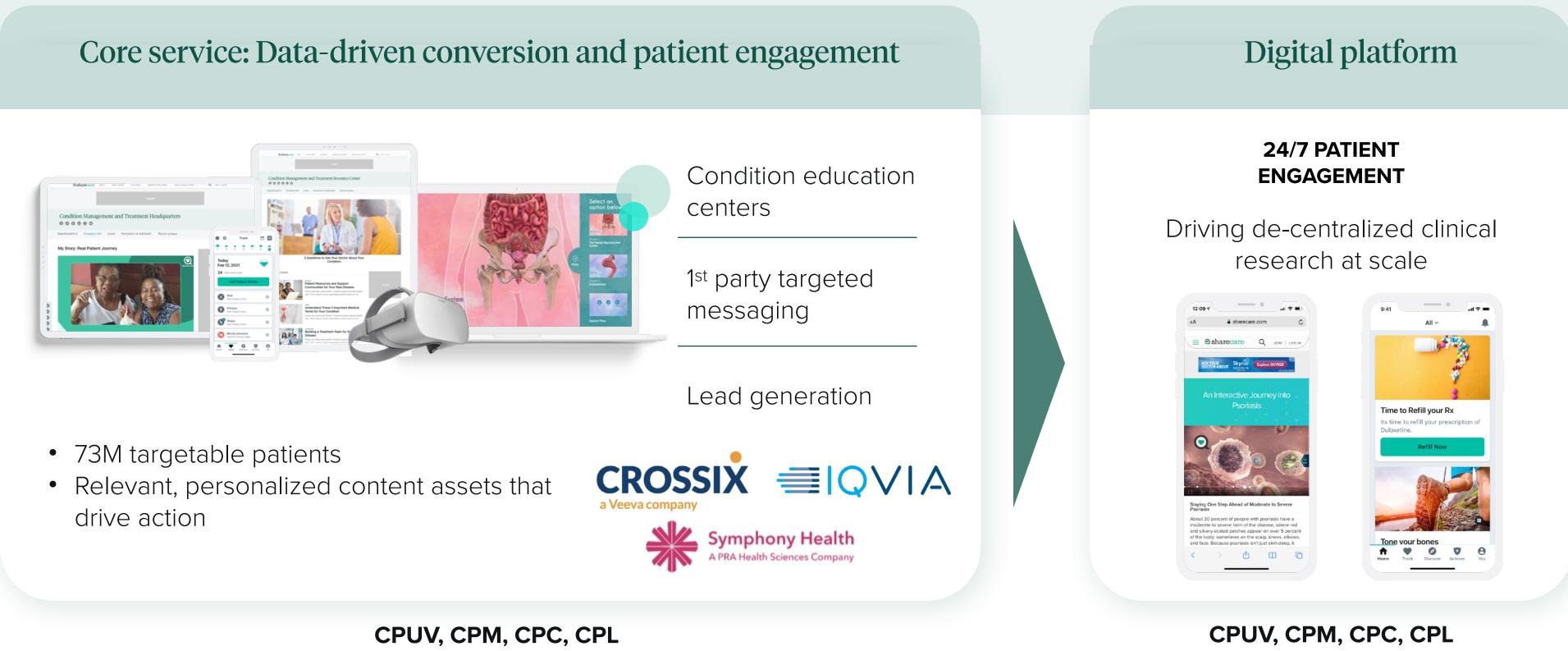




#### **CHANNEL OVERVIEW**

LIFE SCIENCES

# Key Strategic Driver for Consumer Acquisition, Content Creation, Brand Awareness, and Data-Driven Digital Activation

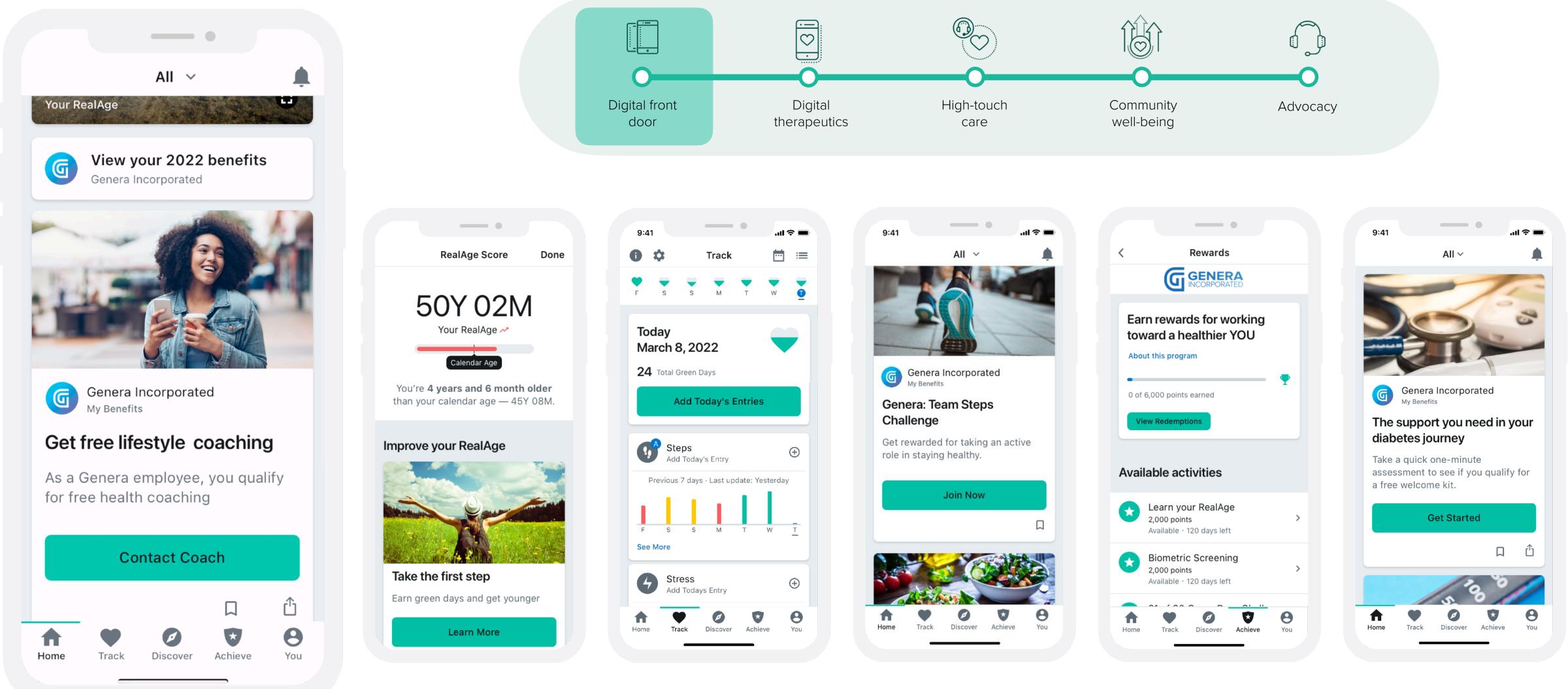








# ALL TOGETHER BETTER Digital Front Door: Well-Being & Healthcare Navigation

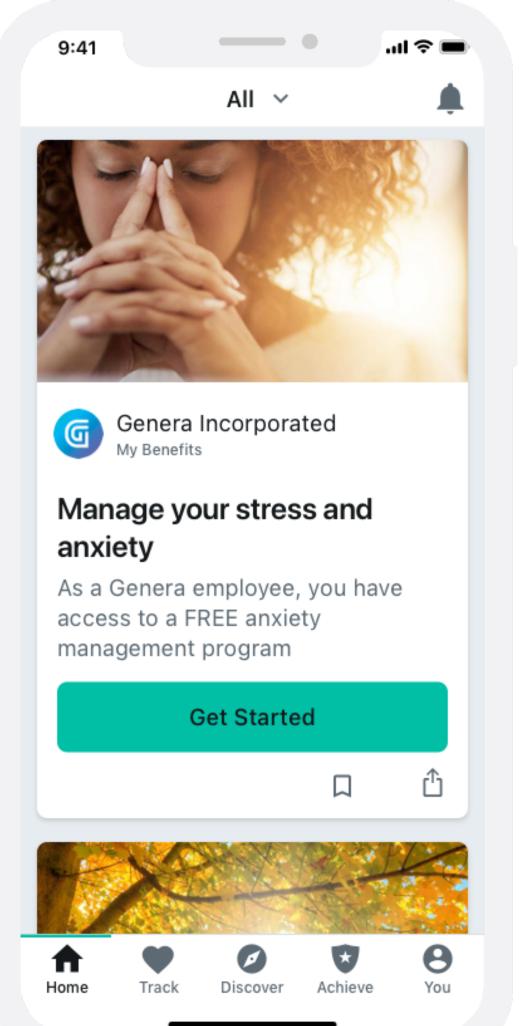






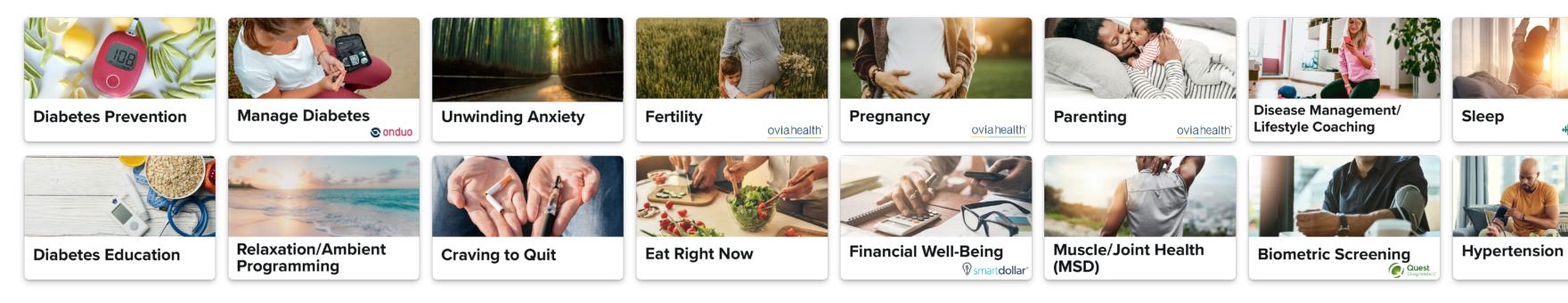


# ALL TOGETHER BETTER Digital Therapeutics: Comprehensive Library





Award winning, evidence-based digital therapeutics ranging from asthma to women's health that combines neuroscience and mindfulness tools to help members identify their triggers and learn new coping techniques focused on delivering key outcomes.



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**67%** 

reduction in GAD-7 scores (anxiety)

Yale

40%

National Institute Mental Health

reduction in cravingrelated eating



tobacco cessation quit-rate compared to gold standard





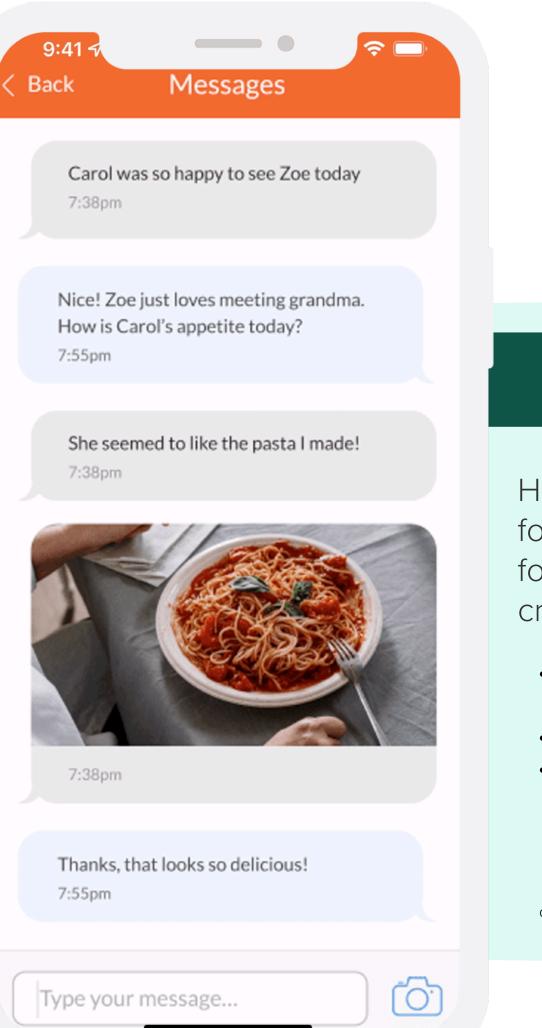








# ALL TOGETHER BETTER High-Touch Care: Home Care & LM/DM Coaching





Home Care

High-quality, tech-enabled home care focused on improving the quality of life for patients and family members creating greater peace of mind.

- Tech-enabled caregivers collect valuable
   data
- Real-time, actionable data
- Visit monitoring & transparency

450K+ 3M+

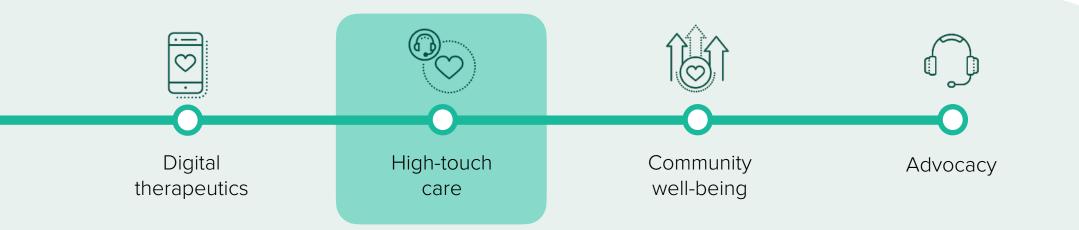
3M+ 1.5M+ 400+

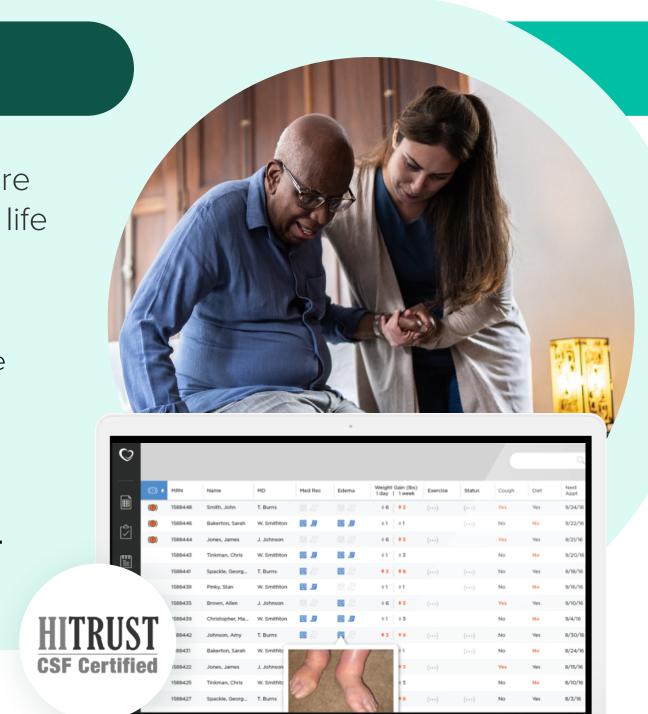
care providers delivering national coverage

hours of home care provided Medicare Advantage members Medicare Advantage plans

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# DM/LM Coaching

# High-cost chronic conditions:

- Asthma
- Chronic obstructive pulmonary disease
- Coronary artery disease
- Diabetes
- Heart failure

#### At-risk members:

- Exercise
- Nutrition
- Stress
- Weight

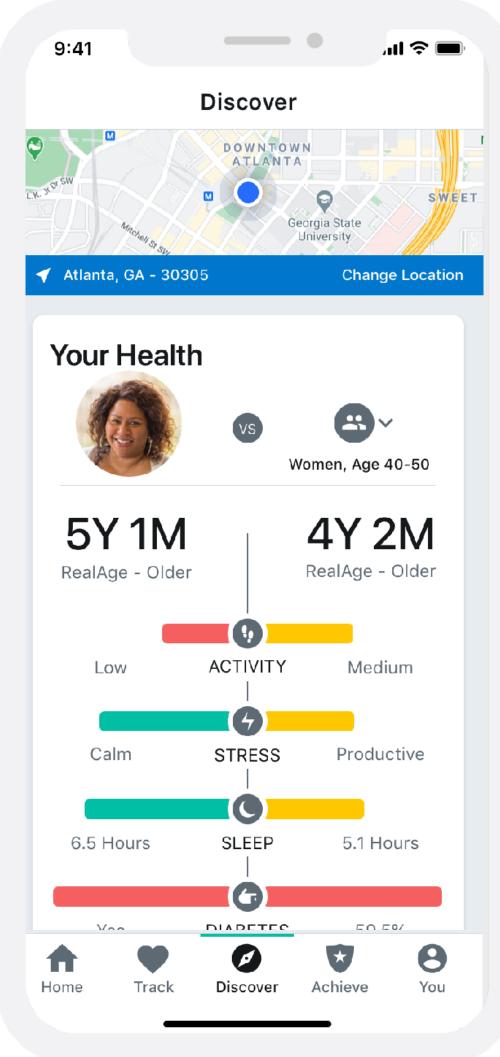








# ALL TOGETHER BETTER Community Well-Being: Analyzing Social Risk





#### 1. Population

Members and worksite data from eligibility

#### 2. Health risks

Members" health risk measured through RealAge

#### 3. Indiv. well-being

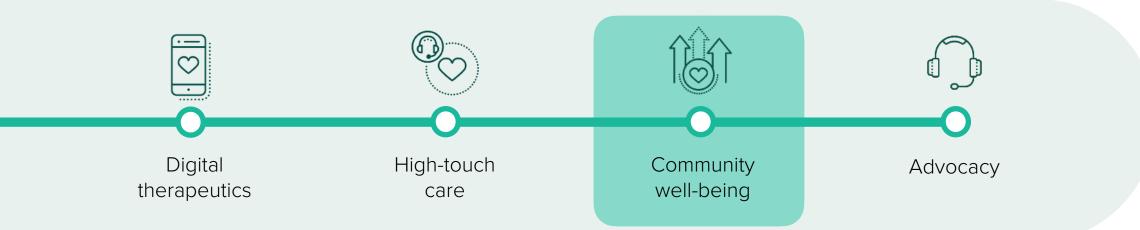
Population wide measures of physical, financial, community, social and purpose

#### 4. SDOH

Social determinants of health and measures of holistic community health

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# SDOH: Strategic Approach to Assessing **Employee Populations**

Well-being goals

Social risks and determinants

#### **Benefits configuration**

Engagement and outreach strategies, communications and messaging, digital therapeutics and programs, incentives

#### Health equity & DEI

Community diversity, measures of segregation, institutional and structural racism

#### **Pandemic vulnerability**

Transportation, health literacy and translation, vaccine, hesitancy and access

#### Community

CBO's and social services, transit offices, health systems, public health and safety

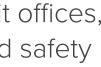
#### Worksite and places

Built environment, culture, verification













# ALL TOGETHER BETTER Advocacy: Digital-First Navigation

Membe

Manage

#### Health Advocate < Digital front Looks like you and Sandy door are in luck! There are some great in-network providers Osharecar near you. Use the Find Care & Cost Finder and search for a "Tonsil Removal" procedure to find the best option for you Delivering a new Care Console based on providers' ratings and simplified and estimated costs. I hope this helps, let me advocacy know if you have any other Manage & support members' a experience for data, and activity history questions. employees Heather S 11:11 Back to Search Results proactively Thank you, Heather! 📞 Call 11:15 11 supporting wellness, Last Call: 2021-04-21 11:08 June 14 clinical, emotional, Digital Message Last Sent: 2021-04-21 11:0 Hi Joyce, I am Tom one of financial and Email Message the Advocate team logistical needs members. How can I help SMS Message you today? Last Sent: 2020-06-10 10:26 Tom B. 11:35 Type a message... Discover Achieve

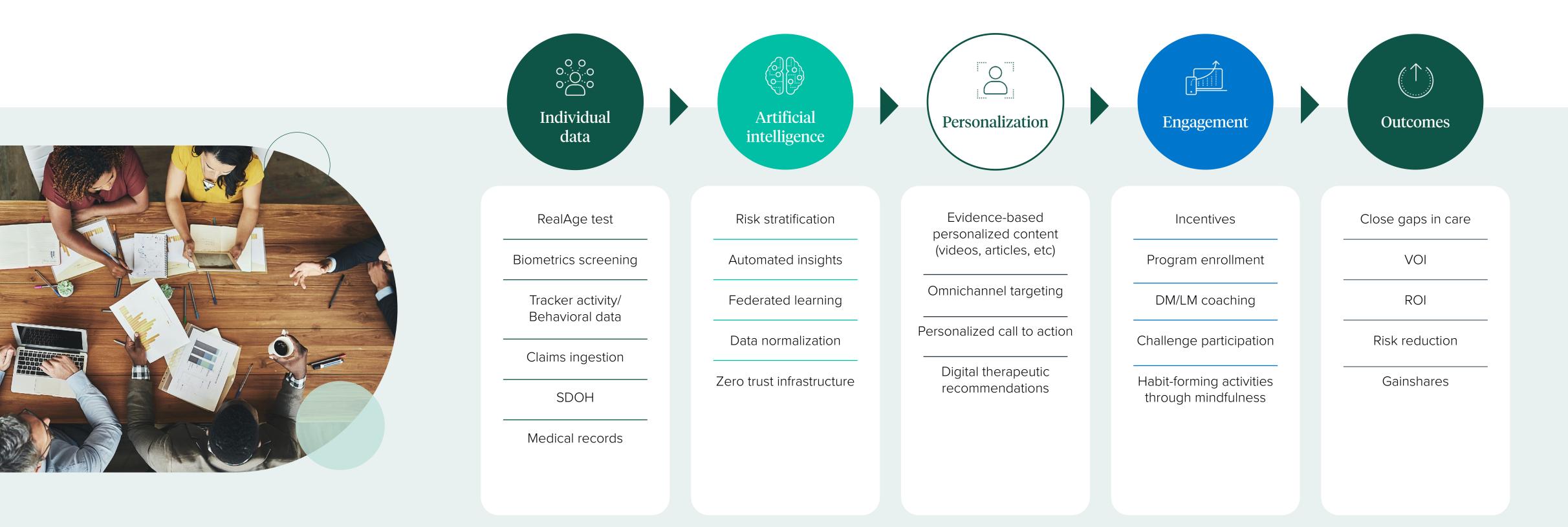


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# ALL TOGETHER BETTER Why Sharecare is Different Unique data-driven, personalized engagement/navigation driving outcomes



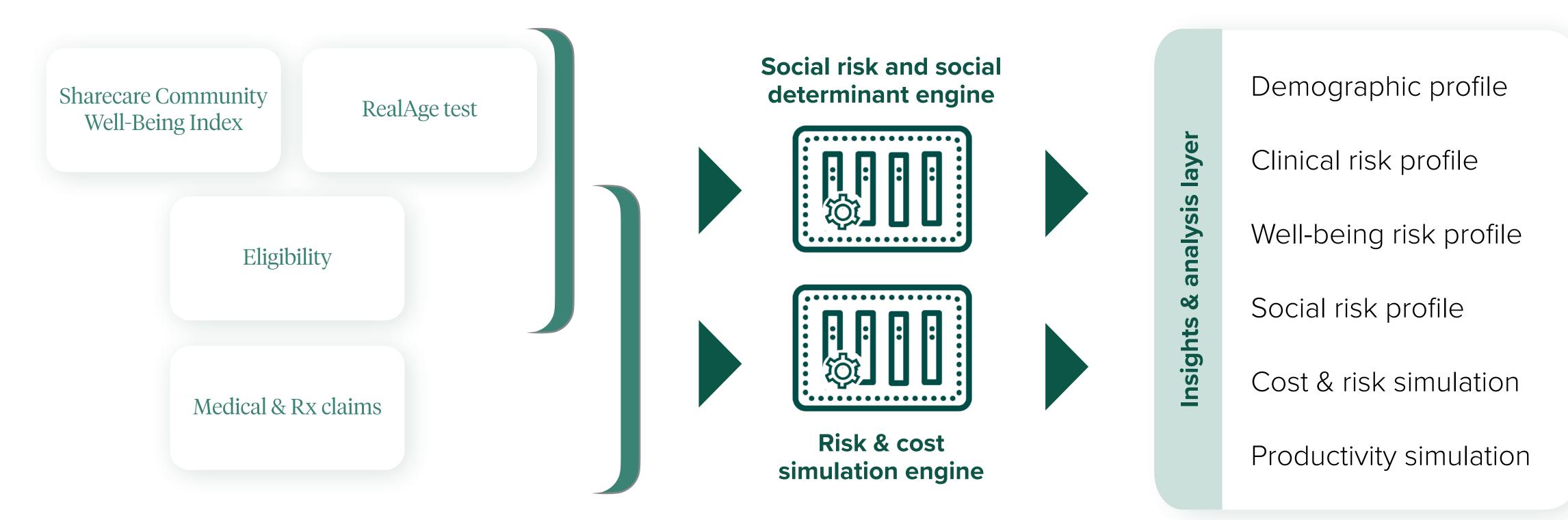




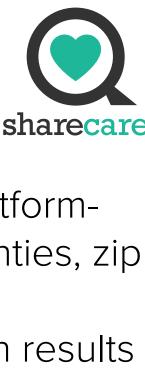


# ALL TOGETHER BETTER Sharecare Risk Assessment

- codes, and census tracts across the country
- to models leveraged for Sharecare care management and advocacy protocols
- clinical risks, well-being risks, social risks, and simulations for cost and productivity impact



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• Sharecare executes on two parallel data processes, analyzing eligible lives and medical and Rx claims, as well as platformcollected population risk profiles combined with over 600 elements of social determinants of health covering all counties, zip

• Sharecare also runs client and partner data through our standard disease identification algorithm and in order to align results

• The output of these processes is then combined in an insights layer to support views across population demographics,







# ALL TOGETHER BETTER Population Snapshot



Demographics

Individual & social risks

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compared to the national benchmark

**~8M** projected hours lost due to mental health issues

32%+ higher PMPM opportunity compared to the national benchmark

Cost burden & projections

Productivity projections

Opportunity assessment







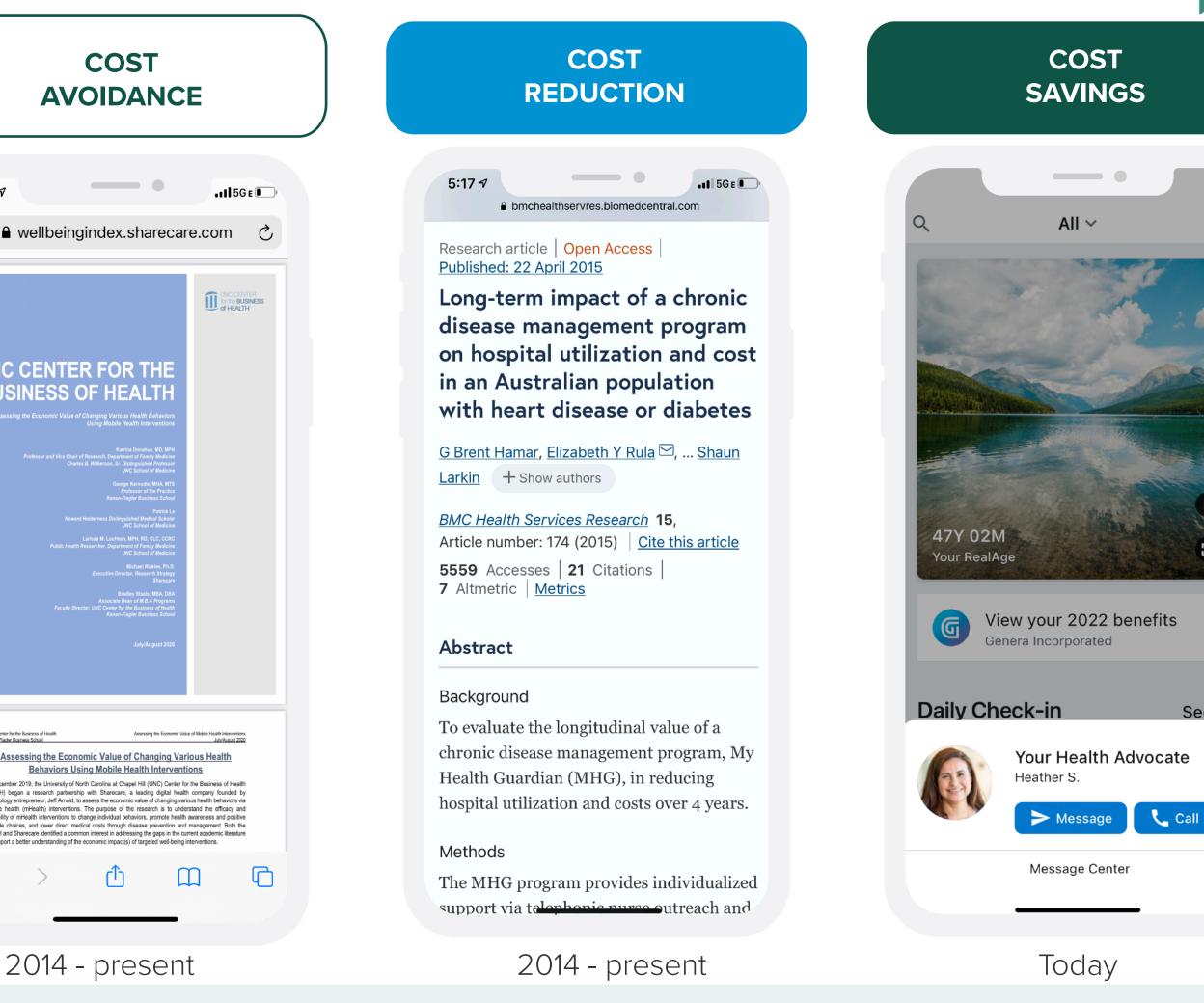
# ALL TOGETHER BETTER Translating Risk Reduction to Value

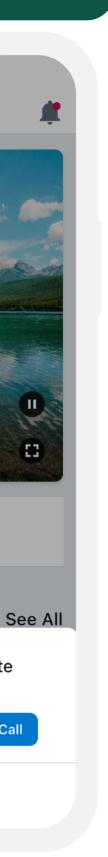
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Copyright: © 2014 Hobbs, Fowler. Th unrestricted use, distribution, and repro	oduction in any medium, provided the o	under the terms of the Creative Con original author and source are credited			
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April 2015 - Volume 57 - ISSUE 4 - p 307-575 doi: 10.1097/JOM.0000000000433	UNC Center for the Business of Health <u>Kenar-Flader Business School</u> Assessing the E Behavior In December 2019, the Universi (CBOH) began a research pa technology entrepreneur, Jeff Ar mobile health (mHealth) interve feasibility of mHealth interventio lifestyle choices, and lower dire CBOH and Sharecare identified to support a better understanding
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# ALL TOGETHER BETTER Financial Update

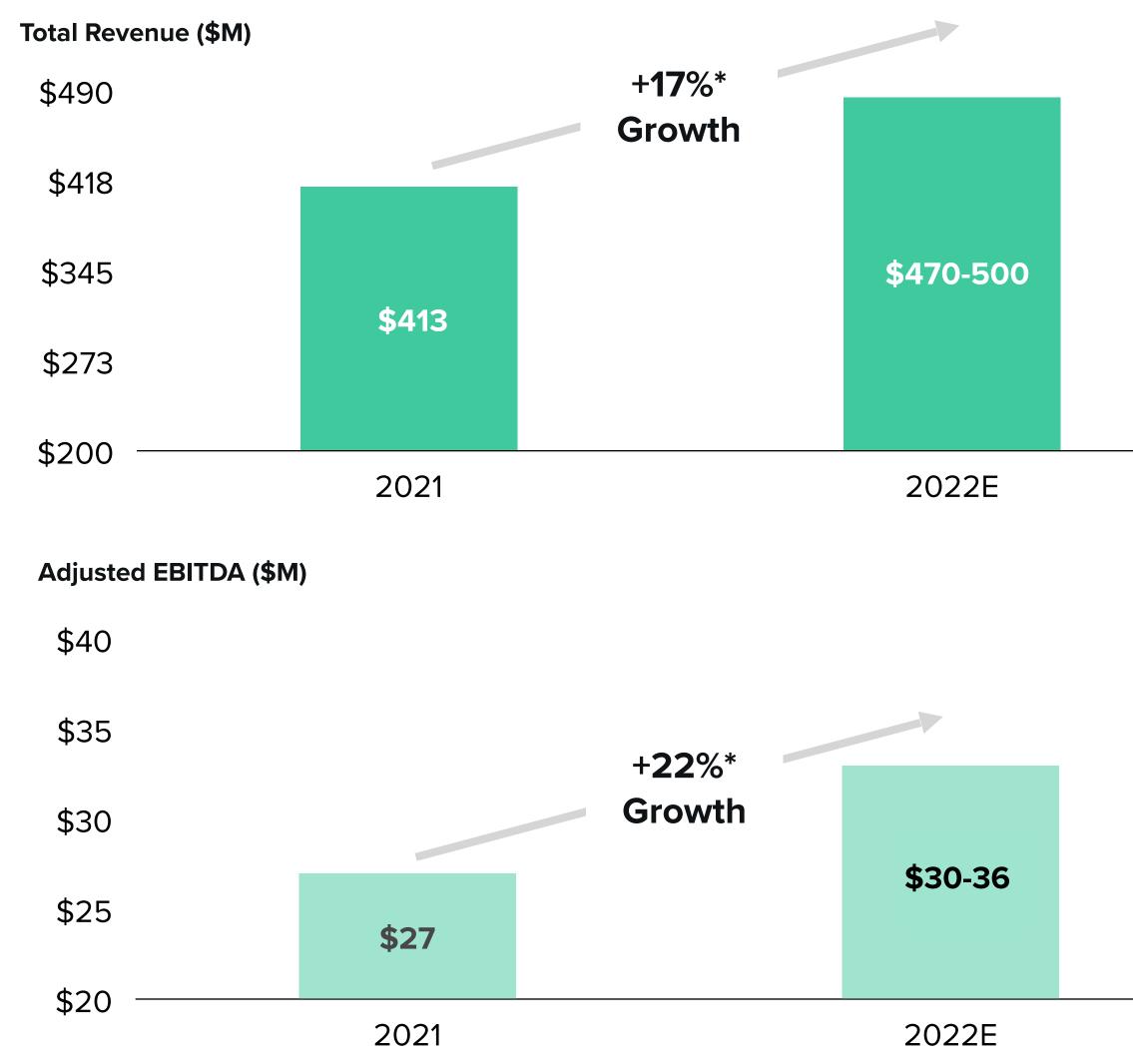






FINANCIAL UPDATE

# **Business Growth Trajectory**



\*Figures are midpoint of guidance ranges where applicable

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### Revenue

- 2022 growth will be driven from:
  - Increased client penetration across channels
    - Additional lives on platform
    - Continued double digit growth in record retrievals
  - Growth in home health and new digital therapeutics
  - Expanded sales team to drive new client wins

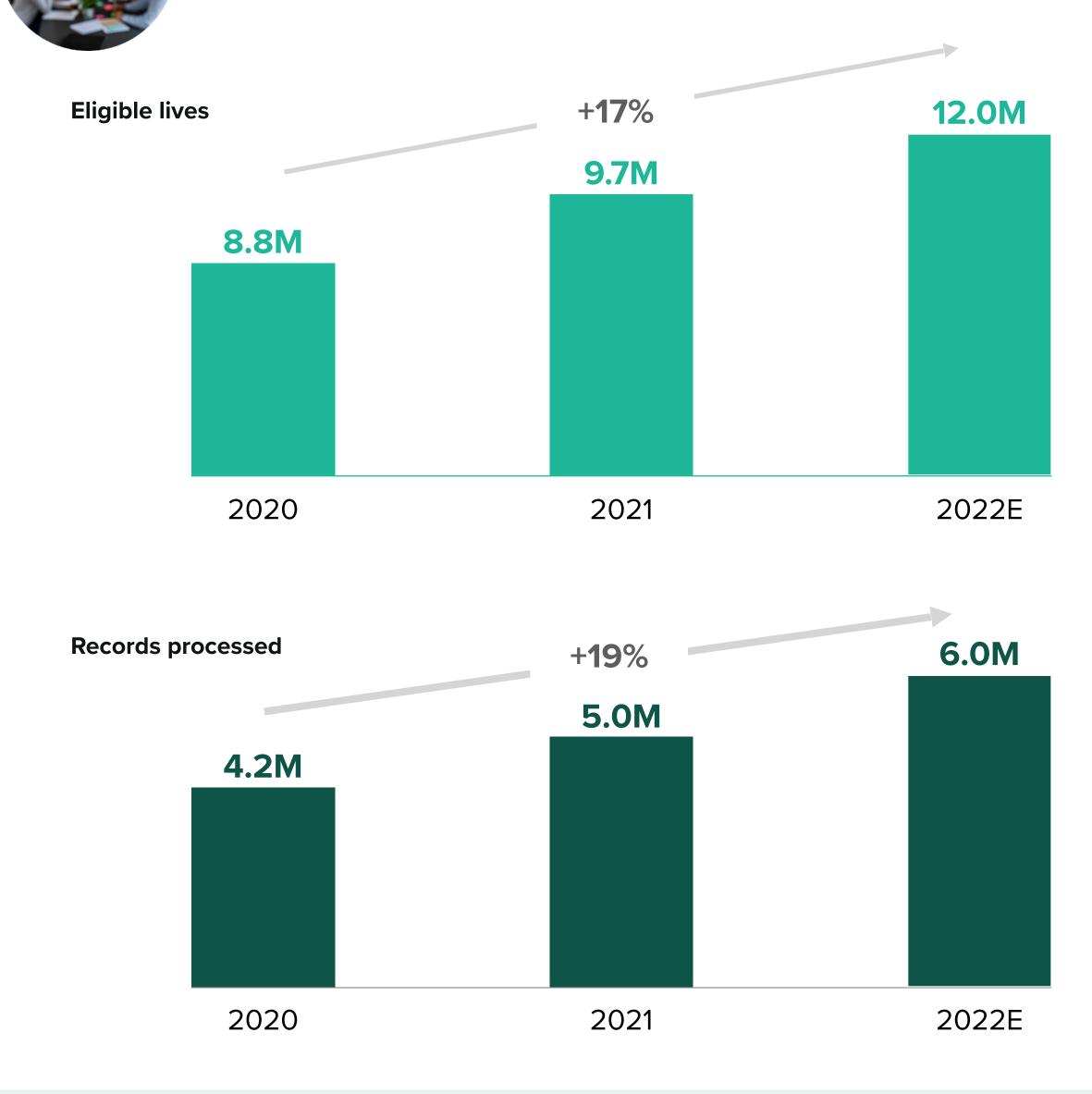
# Adj EBITDA

- FY22 margin expansion driven by:
  - Positive impact from revenue mix trends
  - Operating leverage while continuing to make growth investments across the platform



FINANCIAL UPDATE

# **KPI** Performance



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# **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

### **Provider: Records processed**

- Continued growth in client site coverage
  - 4,000 additional sites within contracted provider customer base
- Process automation and interoperability programs will enable medical record processing at record levels



20



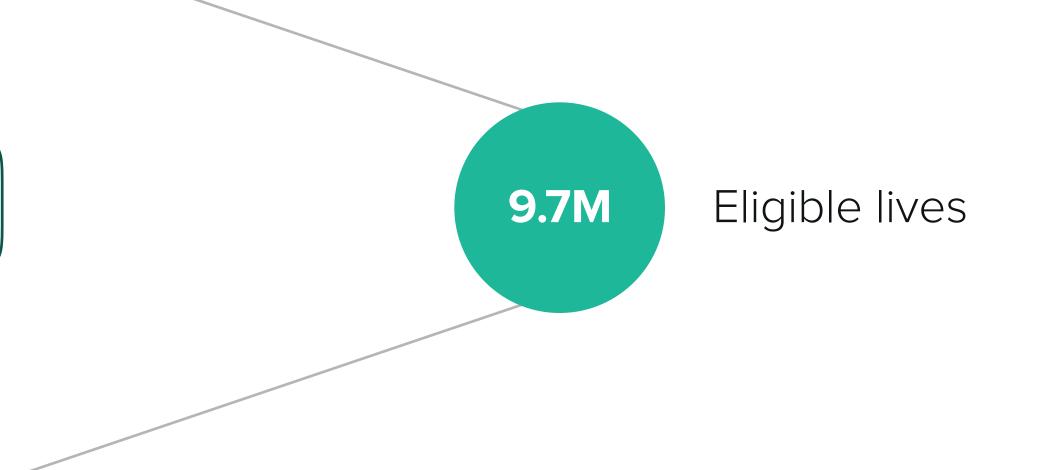
# FINANCIAL UPDATE Enterprise Serviceable Lives

### Key enterprise clients: 91M+ serviceable lives

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Sharecare has onboarded ~9.7M eligible enterprise lives, or 10.6% of 91M+ serviceable lives across existing client populations – this presents material upside opportunity to grow within our current base









# ALL TOGETHER BETTER Business Positioned for Growth and Scale





Innovative digital health platform based on human-centric design Data & Innovation

At the intersection of technology, healthcare, & media, creating datadriven solutions

# High-growth, recurring revenue driving 20% sustainable YoY growth

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Diversified Revenue & Scale

Diversified, scalable portfolio with opportunity to capture \$1B++ in incremental revenue from contracted lives Differentiated Financial Performance

Positioned for success with strong revenue visibility, balance sheet, and profitability













# ALL TOGETHER BETTER Appendix









# 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 information 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 below and in the accompanying financial tables. Investors are encouraged to review the reconciliation and not to rely on any single financial measure to evaluate our business.

We have not reconciled forward-looking Adjusted EBITDA guidance to net income (loss) because we do not provide guidance for net income (loss) or for items that we do not consider indicative of our on-going performance, including, but not limited to, the impact of significant non-recurring items, as certain of these items are out of our control and/or cannot be reasonably predicted. Accordingly, a reconciliation of the Adjusted EBITDA guidance to the corresponding U.S. GAAP measure is not available without unreasonable effort. We have not provided a reconciliation of full-year 2021 Adjusted EBITDA estimates to an estimated net income (loss) outlook because certain items such as transaction and closing costs, share-based compensation, and the change in fair value of warrant liability and contingent consideration that are a component of net income (loss) cannot be reasonably estimated due to the significant impact of the variability associated with those items and other factors related to Sharecare's year-end financial closing process. These components of net income (loss) could significantly impact Sharecare's actual net income (loss).









# Reconciliation to Historical Adjusted EBITDA (\$, in millions)

### Net Loss

APPENDIX

**Depreciation and amortization** 

Interest income

Interest expense

Income tax (benefit) expense

Loss on extinguishment of debt

**Other expense (income)** 

Loss from equity method investments

**Share-based compensation** 

Severance

Warrants issued with revenue contracts(a)

**Transaction and closing costs**<sup>(b)</sup>

Adjusted EBITDA(c)

Notes:

- (a) Represents the non-cash value of warrants issued to clients for meeting specific revenue thresholds.
- (b) Represents costs related to our business combination with Falcon Capital Acquisition Corp. and transaction and post-closing costs related to acquisitions occurring in 2021 and prior years.
- (c) Includes non-cash amortization associated with contract liabilities recorded in connection with acquired businesses.



	2020	2021
	(\$60.5)	(\$85.1)
	24.68	32.60
	(0.07)	(0.10)
	31.04	27.66
	(1.56)	(2.02)
		1.15
	9.71	(27.01)
	3.90	_
	19.16	46.78
	2.55	1.28
a)	1.19	0.08
	2.19	31.73
	\$32.3	\$27.0

