Highlights

Liquidity: We ended Q2 with $12 million in cash. For the first-time ever, we reduced our consolidated burn rate in June to below $1M. We are on track to achieve Consolidated Adjusted EBITDA profitability by Q4 and on track to divest WorkSimpli by Q4.

Revenue: Flat Q2 telehealth revenue vs. prior quarter due to shifting focus to scaling new product indications, longer-term subscriptions and patient care service revenue. These renewed focus items will drive profitability, retention and cross-sell but result in flat to mid single-digit sequential revenue growth in each of the next 2 quarters.

Diversification: Our telehealth offerings continue to diversify into new indications beyond men’s sexual health. Non-ED treatments represented 38% of our new patients in Q2 2022 up from 22% in the year-ago period.

Operations: We’ve expanded our consolidated gross margin from 82% to 85%, with record telehealth margins while continually decreasing our marketing spend as a % of revenue. First year LTV-CAC improved by 8% in the second quarter versus the same year-ago period.

Virtual Primary Care: Our recently launched virtual primary care (VPC) platform saw a 1,500% increase in subscriber count during Q2. As of August 10th, we have more than 1,200 VPC subscribers and are averaging more than 20-30 new patients per day for this service.

Cross Sell: We’ve proven that there is strong demand in our existing patient population for our primary care offering, new indications and longer subscription periods. In the second quarter, 17% of new acquisitions were accompanied by an additional one or more products cross-sold.
Meaningful Improvement in Cash Burn and Bottom Line Performance; Consolidated Profitability by Q4 ‘22

Note: Consolidated Adjusted EBITDA includes Telehealth and WorkSimpli results.
Rapidly Accelerating Gross Margins and Increasing Leverage on Marketing Spend Driving Pathway to Profitability

Telehealth Gross Margin %

Q2 2021 | Q3 2021 | Q4 2021 | Q1 2022 | Q2 2022
-- | -- | -- | -- | --
68% | 72% | 74% | 76% | 80%

Marketing Cost as % of Sales

Q2 2021 | Q3 2021 | Q4 2021 | Q1 2022 | Q2 2022 | Q3 2022 | Q4 2022E
-- | -- | -- | -- | -- | -- | --
100% | 81% | 77% | 75% | 72% | 62% | 58%

Note: Consolidated Net Revenue and Marketing % of Sales Telehealth and WorkSimpli
WorkSimpli Divestiture Remains On Track

WorkSimpli Sales Process has yielded strong demand for the Company.

Performance of business continues to accelerate on both top-and bottom-line driven by success across legacy pdf business and new vertical expansion.

Process timing remains on track; targeting closing a transaction by Q4.
Virtual Primary Care (VPC) Has Hit Its Stride and Is Rapidly Expanding
We are **Rapidly Diversifying** from an Erectile Dysfunction (ED)-led Telehealth Provider to a Diversified Healthcare provider

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Non-ED Patient Acquisitions as % of Total Sales</th>
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</thead>
<tbody>
<tr>
<td>Q2 2022</td>
<td>38%</td>
</tr>
<tr>
<td>Q1 2022</td>
<td>32%</td>
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<tr>
<td>Q4 2021</td>
<td>33%</td>
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<tr>
<td>Q3 2021</td>
<td>30%</td>
</tr>
<tr>
<td>Q2 2021</td>
<td>23%</td>
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</tbody>
</table>
Key Take-Aways

- On track to meet or exceed previous guidance of **Consolidated Adjusted EBITDA profitability**

  Supported by strong fundamentals including:
  - Record Gross Margin performance
  - Strengthening Unit Economics
  - Significant leverage of Marketing spend

- On track to execute successful **sale of WorkSimpli by Q4 ’22**

- **Rapidly growing Virtual Primary Care** business anchored by initially strong CAC’s and retention

- Diversifying telehealth revenue with **significant cross-sell capabilities**
Additional Information: Forward-Looking Statements

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