
doximity
INVESTOR DAY 2023
June 6, 2023

SAFE HARBOR

This presentation and associated commentary may contain forward-looking statements, including statements regarding expectations of future results of operations or financial performance of Doximity, market size and growth opportunities, the calculation of certain of our key financial and operating metrics, capital expenditures, plans for future operations, competitive position, technological capabilities, and strategic relationships, general business conditions and the assumptions underlying those statements.

Any forward-looking statements contained in this presentation and associated commentary are based upon Doximity's historical performance and its plans, estimates and expectations as of the dates noted in this presentation, and are not a representation that such plans, estimates, or expectations have been or will be achieved. These forward-looking statements represent Doximity's expectations as of the dates noted in this presentation. You should not put undue reliance on any forward-looking statements.

Forward-looking statements should not be read as a guarantee of future performance or results and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved, if at all. Subsequent events may cause these expectations to change, and Doximity disclaims any obligation to update the forward-looking statements in the future. These forward-looking statements are subject to known and unknown risks and uncertainties that may cause actual results to differ materially, including, but not limited to, those related to our business and financial performance, our ability to attract and retain customers, our ability to develop new products and services and enhance existing products and services, our ability to respond rapidly to emerging technology trends, our ability to execute on our business strategy, our ability to compete effectively and our ability to manage growth.

Additional risks and uncertainties that could affect Doximity's financial results are included under the captions, "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the company's filings with the Securities and Exchange Commission on Form 10-K and subsequent Form 10-Qs. These materials are available on our investor relations website at investors.doximity.com under the Financials section and on the SEC's website at sec.gov. Further information on potential risks that could affect actual results will be included in other filings Doximity makes with the SEC from time to time. In addition to financial information presented in accordance with U.S. generally accepted accounting principles ("GAAP"), this presentation and associated commentary may include certain non-GAAP financial measures (including on a forward-looking basis). Definitions and reconciliations of non-GAAP measures to their most directly comparable GAAP counterparts are available in our most recent Form 10-K or 10-Q on the company's investor relations website at investors.doximity.com.

AGENDA

Tuesday, June 6; 10:30AM – 12:30PM ET

Topic	Speaker(s)
Intro	Jeff Tangney | Co-Founder & CEO
Product Demo	Nate Gross, MD | Co-Founder & CSO
Physician Panel	Moderator: Chris Longhurst, MD | CMO & CDO UCSD
10 min Break	
Commercial Products	Ben Greenberg | SVP Commercial Products
Commercial Ops	Craig Overpeck | SVP Commercial Ops
Financials	Anna Bryson | CFO
Q&A	Jeff Tangney | Nate Gross, MD | Anna Bryson

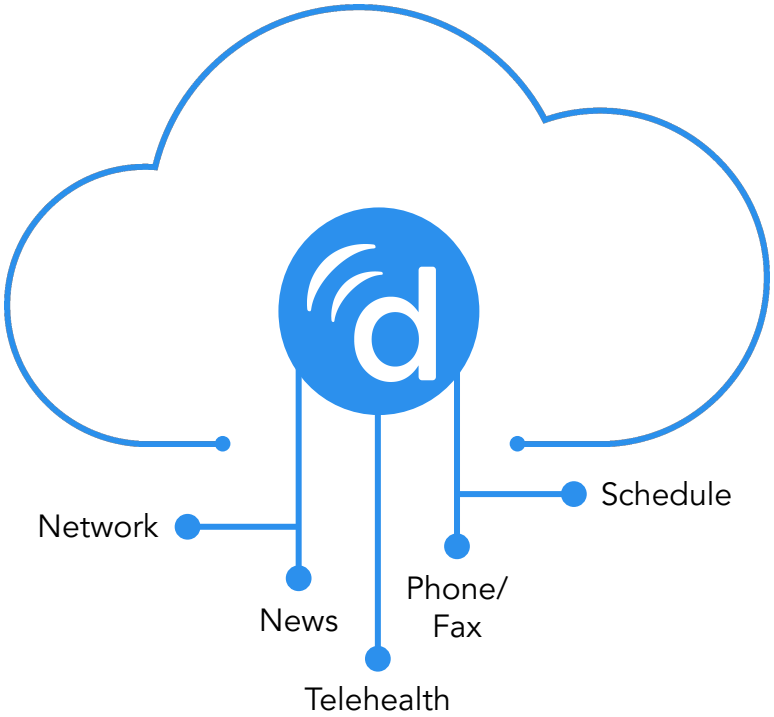
KICKOFF



Jeff Tangney

CEO & Co-Founder

THE PHYSICIAN CLOUD



Mission: help doctors be more productive

80%+ of U.S. Physicians and 50%+ NP/PAs[1]	**20/20** Top Hospitals and Pharma[2]
$419m FY23 Revenue	**$184m** FY23 Adj EBITDA[3]

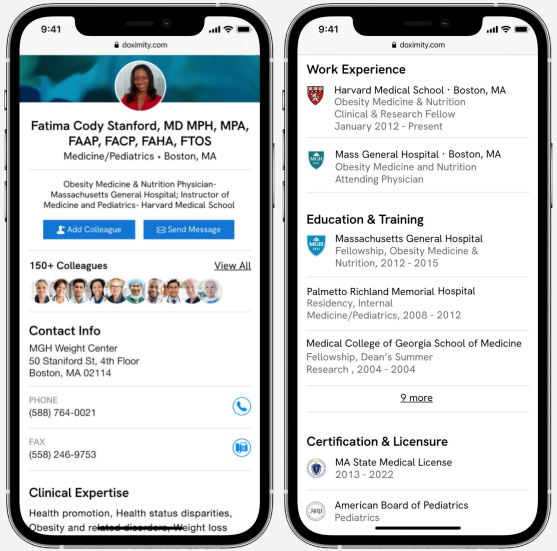
Values: Physicians First, Docs-'n-Dorks, GSD

Founded: 2010 **Employees**[1]**:** 977

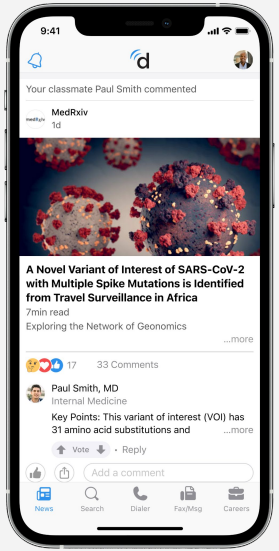
1. *As of 3/31/23.*
2. *Top 20 Pharmaceutical Manufacturers based on data from FiercePharma, Top 20 hospitals based on U.S. News & World Report's Best Hospitals 2021-2022 Rankings as of 3/31/23.*
3. *See appendix for the definition and a reconciliation of this measure to its nearest GAAP equivalent.*

PURPOSE BUILT FOR MEDICINE

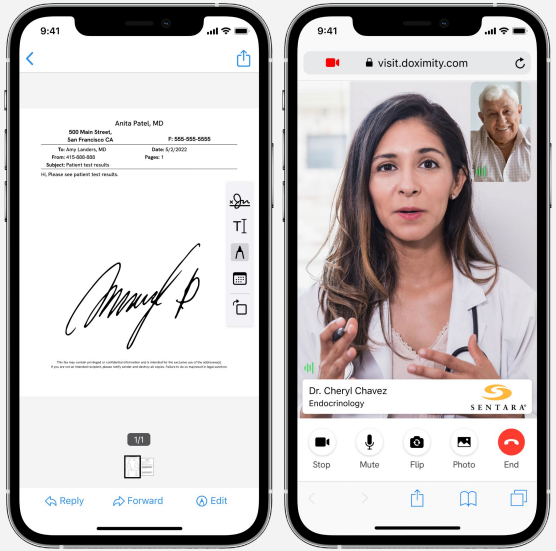
Professional Network



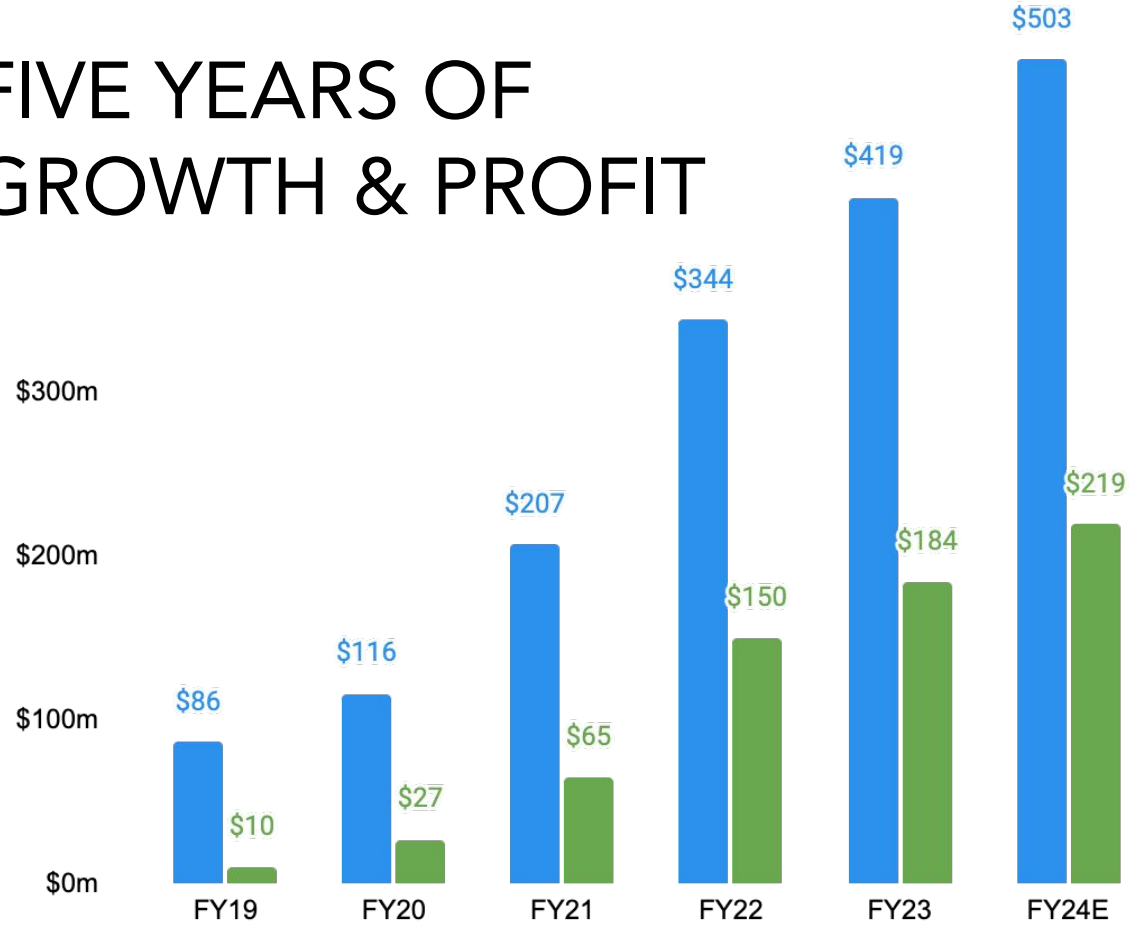
Newsfeed



Enterprise Tools (44% US docs)



FIVE YEARS OF GROWTH & PROFIT

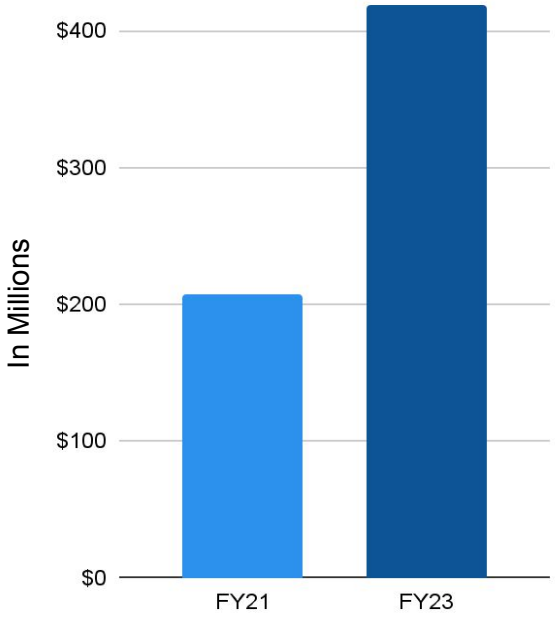


- 10X+ median ROI
- 124% NRR with Top 20 clients[2]
- 44% Adj EBITDA[1]

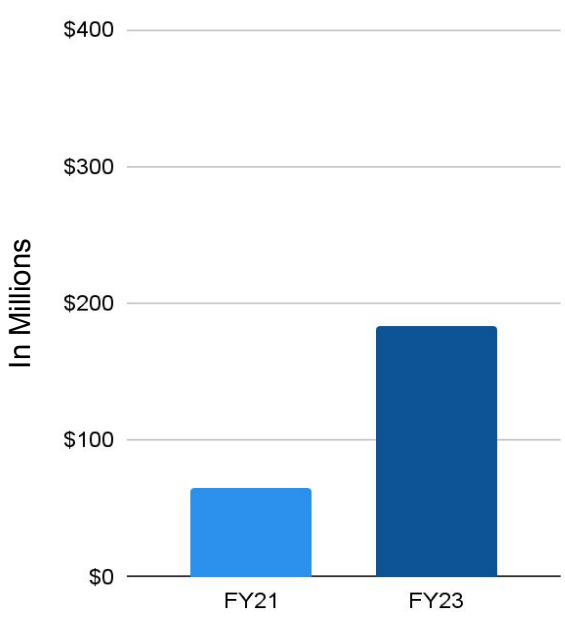
1. See appendix for the definition and a reconciliation of this measure to its nearest GAAP equivalent.
2. See appendix for the definition of this metric.

WHAT'S CHANGED SINCE IPO

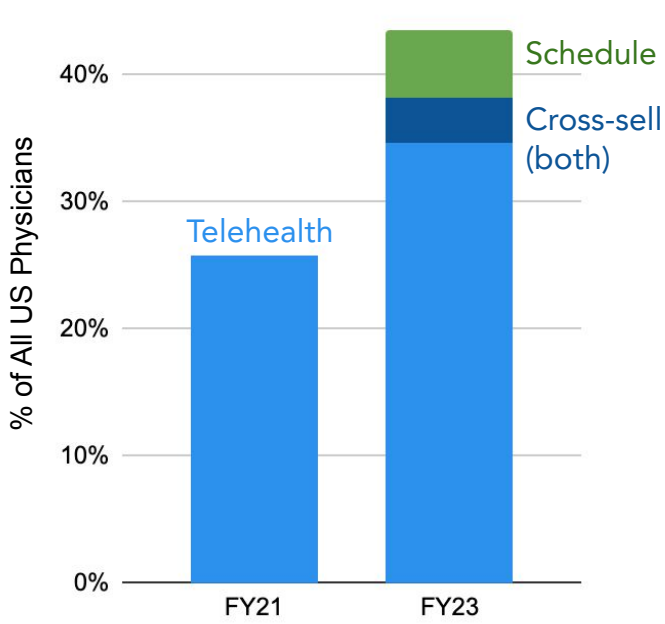
Revenue up 2.0x



Adj EBITDA[1] up 2.8x



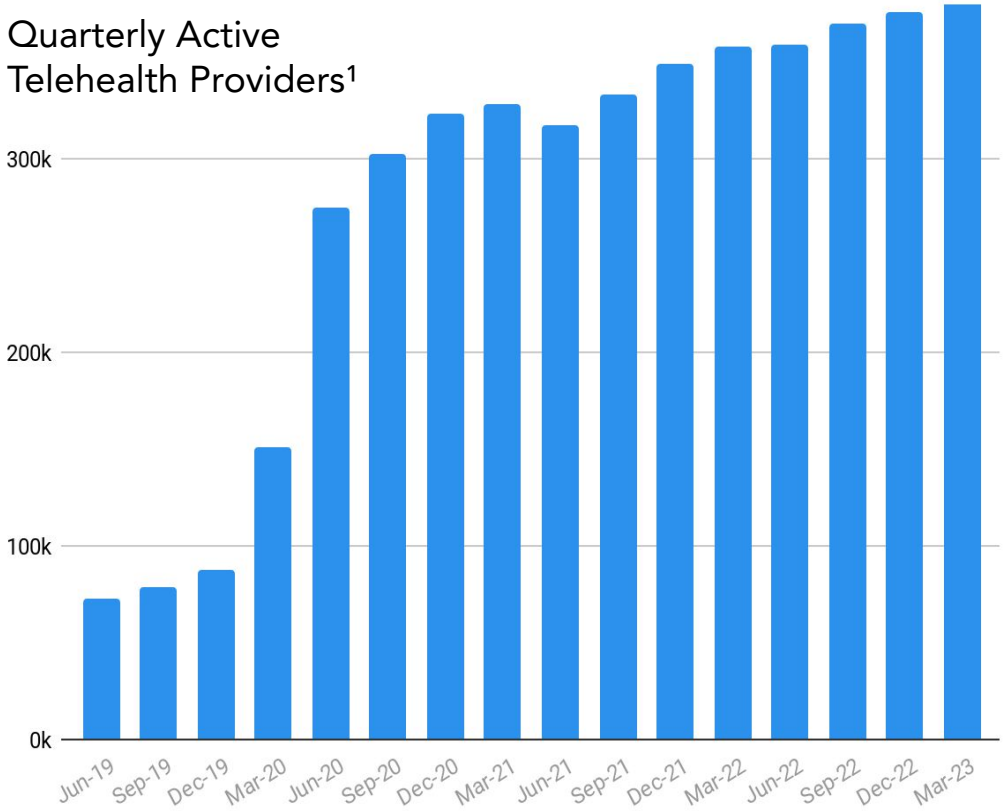
Enterprise Subs up 1.7x[2]



1. *See appendix for the definition and a reconciliation of this measure to its nearest GAAP equivalent.*
2. *Represents % of all U.S. MDs and DOs covered by paid Doximity enterprise subscriptions. As of 3/31.*

WORKFLOW IS OUR SECOND ACT

Quarterly Active Telehealth Providers[1]



BEST IN KLAS® VIDEO CONFERENCING PLATFORMS 2022

BEST IN KLAS® VIDEO CONFERENCING PLATFORMS 2023

- 86% "part of long-term plan"[2]

- 96% renewal rate[3]

- Cross-sell motion:

MedStar Health

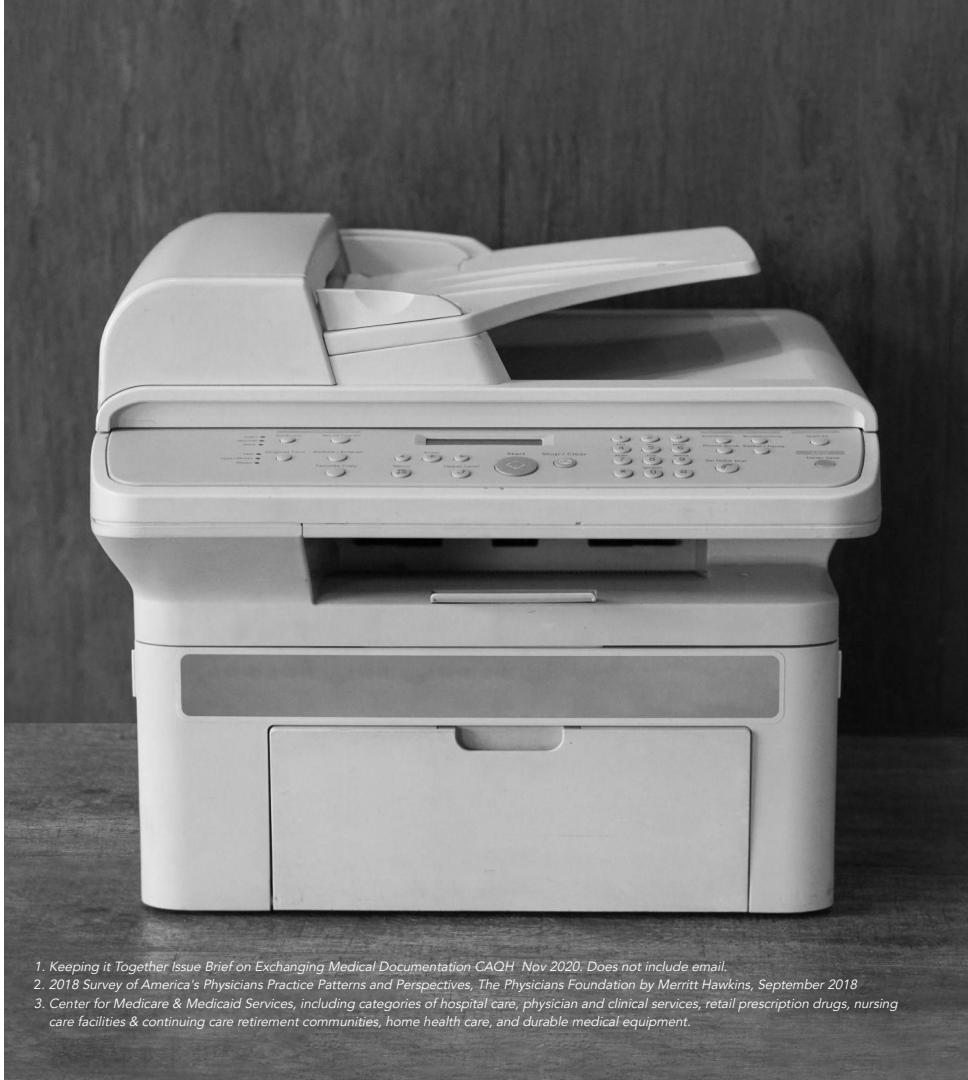
1. Virtual visits conducted by MD, DO, NP, PA credentials greater than 2 minutes in length
2. KLAS survey data, February 2023
3. Based on # of MD/DO/NP/PA under enterprise subscriptions retained in FY23
4. % of MD/DOs covered by both paid Dialer and Amion subscription licenses

GLARING DAY-TO-DAY INEFFICIENCIES

80%
of U.S. HC documents still sent via snail mail and fax[1]

78%
of physicians report health IT related burnout[2]

73%
of $4.3 trillion/yr in US HC is decided by doctors[3]



1. *Keeping it Together Issue Brief on Exchanging Medical Documentation CAQH Nov 2020. Does not include email.*
2. *2018 Survey of America's Physicians Practice Patterns and Perspectives, The Physicians Foundation by Merritt Hawkins, September 2018*
3. *Center for Medicare & Medicaid Services, including categories of hospital care, physician and clinical services, retail prescription drugs, nursing care facilities & continuing care retirement communities, home health care, and durable medical equipment.*

doximity

‘CUT THE SCUT’ WITH AI

Half of physician time today is spent on admin work.
AI can save 13hr/wk, reducing average doc to 50hr/wk[1].

 DOXIMITY AI LABS 

DocsGPT.com
- 000’s doc prompts per week
- Built-in fax to insurers
- Psych & PCP biggest users
- Adding to our post-call flow

BestDoc.ai (new)
- Builds on hospital Referral/Appt biz
- Just enter a diagnosis & bot helps navigate to right sub-specialists

1. From June 2023 Doximity survey of 322 physicians who’ve used DocsGPT and other AI technologies.

WHAT HASN'T CHANGED SINCE IPO





FOUNDER-LED MISSION-DRIVEN TEAM



PRODUCT



Nate Gross, MD

CSO & Co-Founder

ADOPTION

>500,000

Quarterly Active Workflow Providers[1]

Secure Email

Fax & e-Signature

Telehealth

Schedule



4.8 out of 5, 150K+ Ratings & Reviews[2]

★★★★★

"This app has changed my professional life."

1. *Quarterly Active Workflow Providers counts all unique MDs, DOs, NPs, PAs, CRNAs, Med Students, and Pharmacists who used at least one productivity tool (telehealth, scheduling, digital fax and e-signature, and DocsGPT). As of March 31, 2023.*
2. *As of March 31, 2023.*



DOXIE AWARD



WINNERS

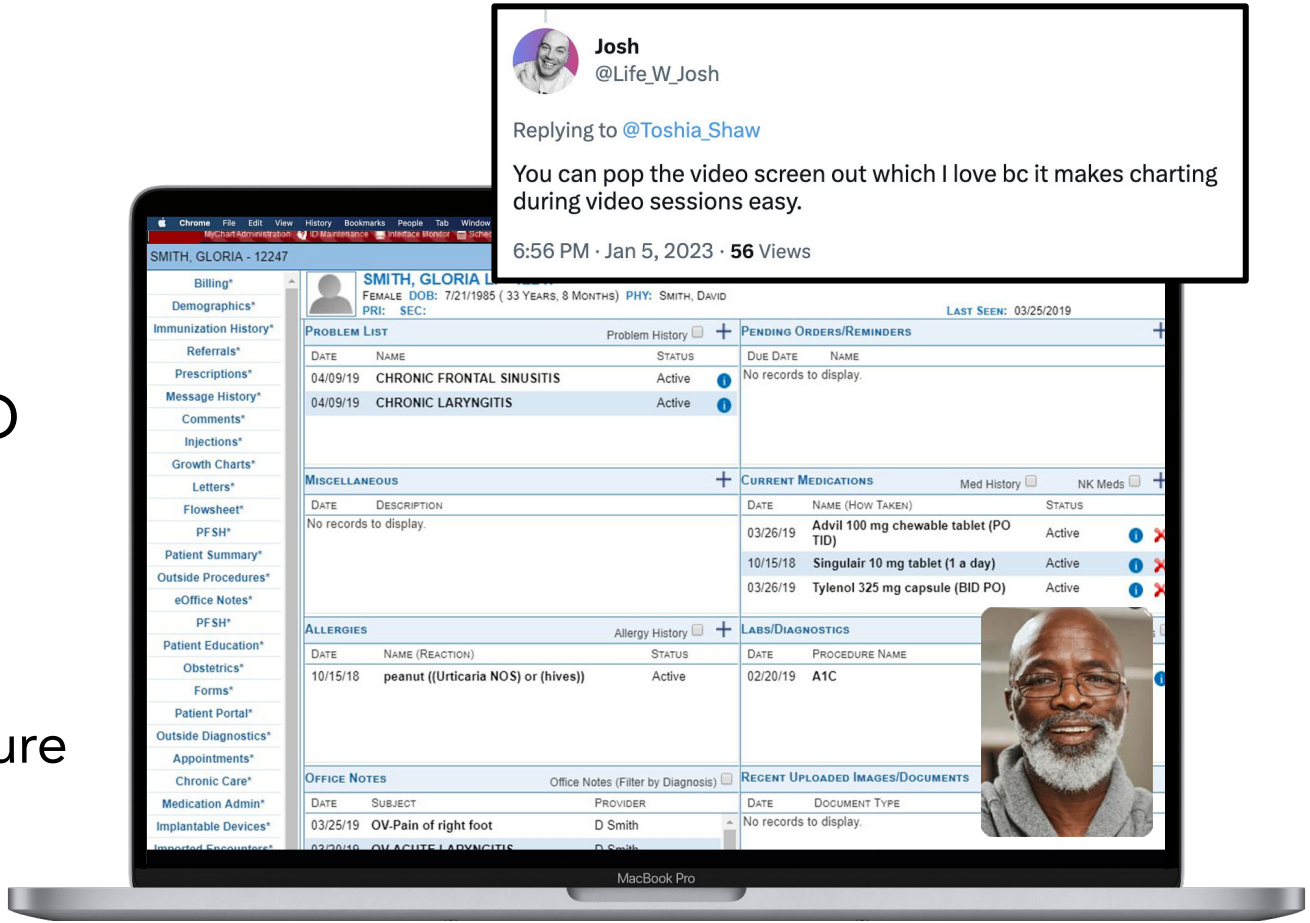




James DuRant, MD

Medical Director
Novant Health Center for
Pediatric Development

EHR Picture-in-a-Picture







Fatima Stanford, MD

Obesity Medicine
Harvard Medical School
& Mass General

Conference Connect

Dear Dr. Stanford,

We compiled a list of people you might know going to ASH. Click below to send them a note to meet up.

See all attendees

CONFERENCE ATTENDEES



Katherine High, MD
Pediatric Hematology & Oncology
Professor, Pediatrics, Perelman School of Medicine
Classmate from Harvard

Send note



Joseph Alvarnas, MD
Oncology
Director of Value-Based Analytics Senior Medical Director
Speaking at ASH 2018

Send note



Terry Gernsheimer, MD
Hematology
Professor, Medicine, University of Washington School of Medicine
Co-Resident from Beth Israel Deaconess Medical Center Internal Medicine Program

View



Catherine Coombs, MD
Hematology
Assistant Professor
ASH Attendee

View

doximity





Tommy Korn, MD

Ophthalmologist & CDIO

Sharp Healthcare

Calendly

Doximity Integrates with Calendly to Automate Physician Meeting Scheduling

A virtual personal scheduling assistant for busy doctors

Doximity today announced a first-of-its-kind app alliance to streamline how doctors arrange their clinical and life science meetings with an integration with Calendly.

Each year, doctors attend millions of educational events to stay up-to-date on the latest treatments. Scheduling these meetings can often be time-consuming and tedious with lots of emails and texts back-and-forth. Impromptu visits, meanwhile, can disrupt clinical workflows and are not efficient to any party.

By providing each doctor with access to Calendly's scheduling automation capabilities within the Doximity platform, we hope to save physicians' time so they can focus on what matters most – providing the best care for their patients.

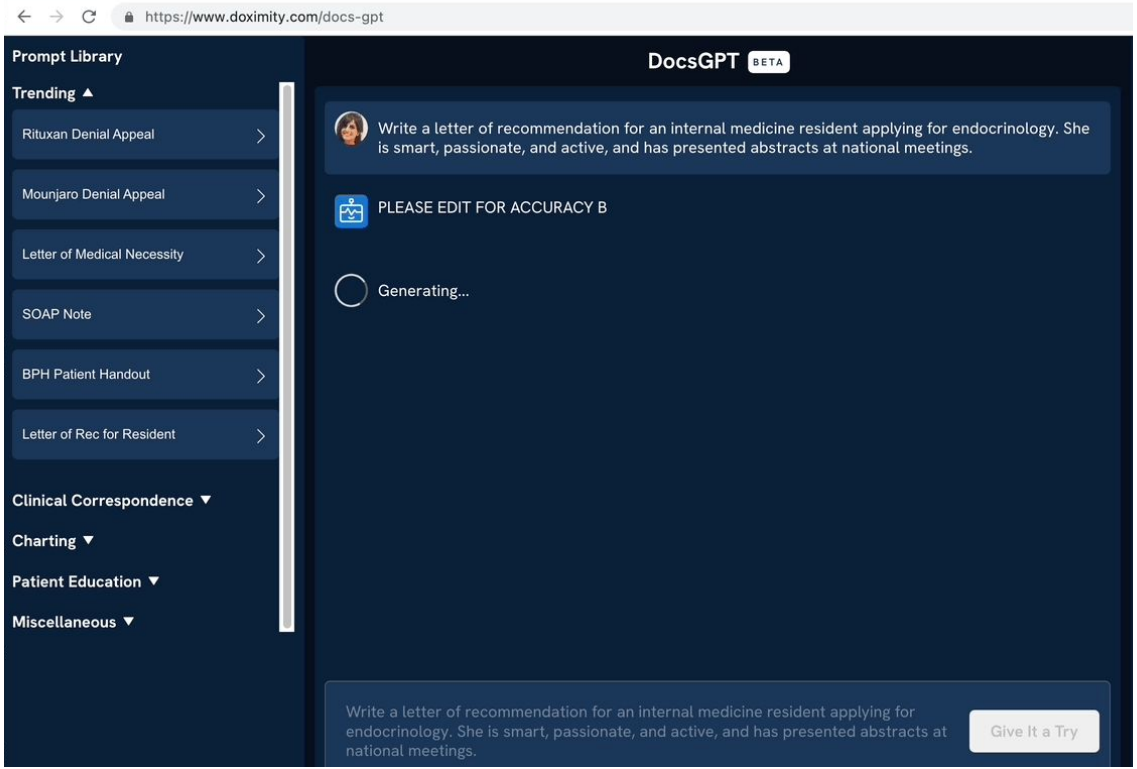




Lea Ann Chen, MD

Gastroenterology,
Rutgers Robert Wood
Johnson Medical School

DocsGPT Letters of Recommendation





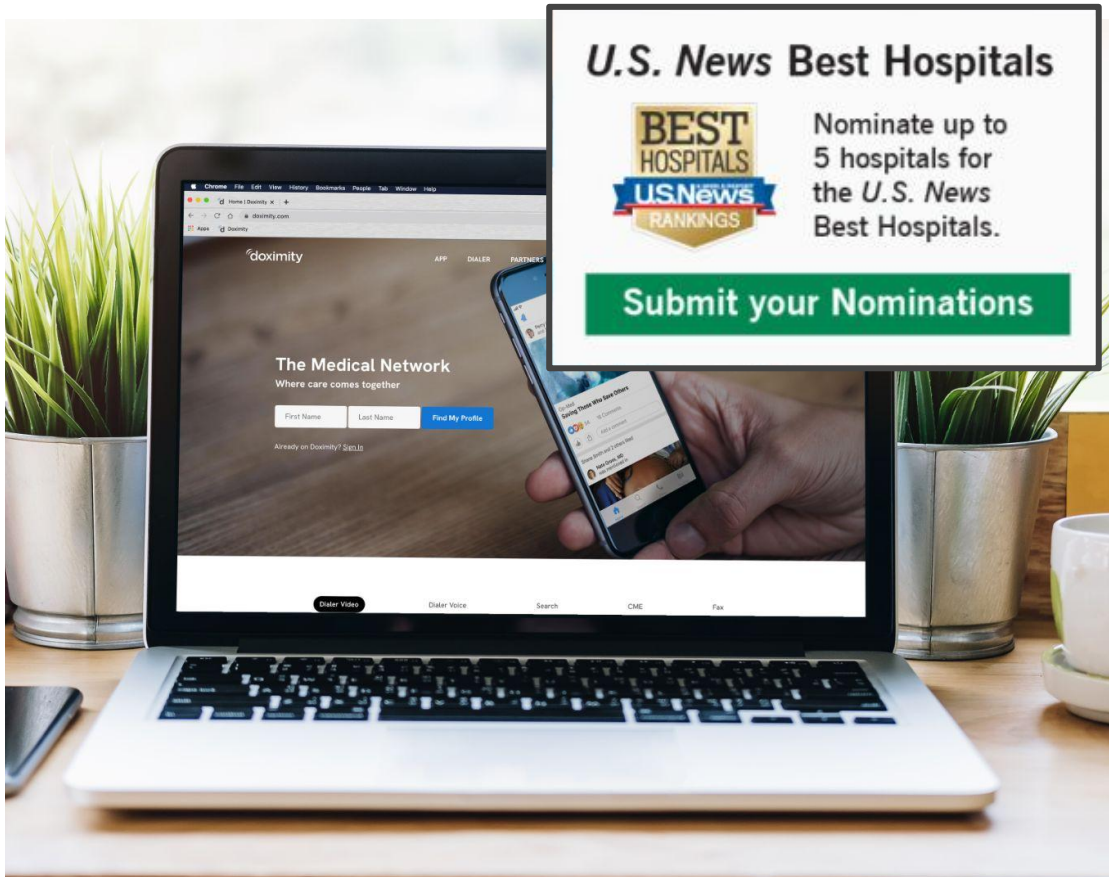


Chris Longhurst, MD

CMO & CDO

UC San Diego Health

US News Voting



PHYSICIAN PANEL



Moderated by: Chris Longhurst, MD

Chief Medical Officer & Chief Digital Officer

UC San Diego Health

10-MINUTE BREAK

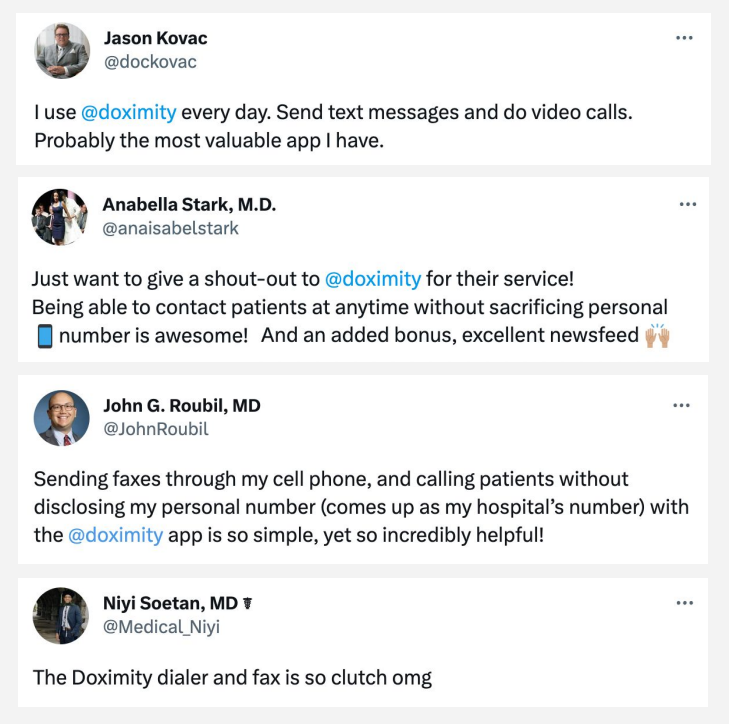
COMMERCIAL PRODUCTS

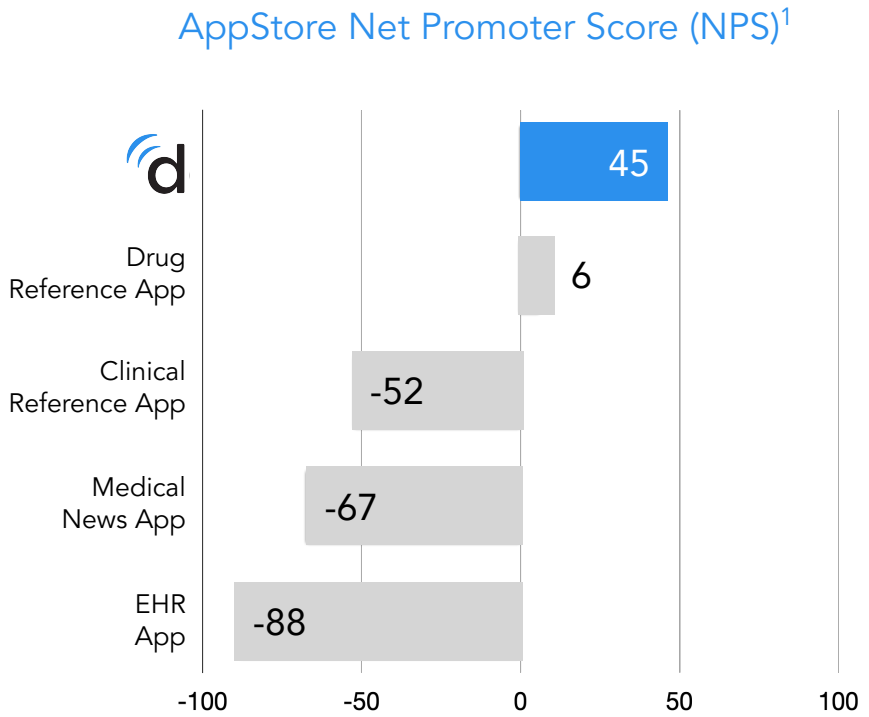


Ben Greenberg

SVP Commercial Products

PHYSICIANS' FAVORITE APP

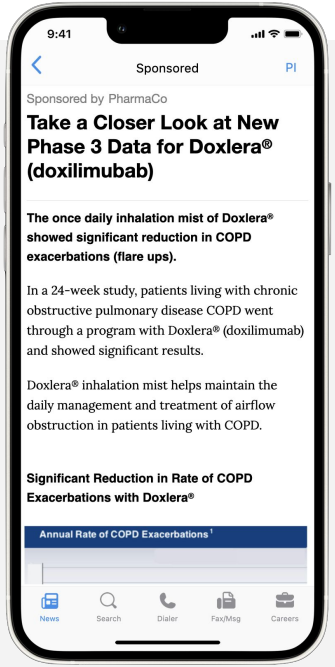




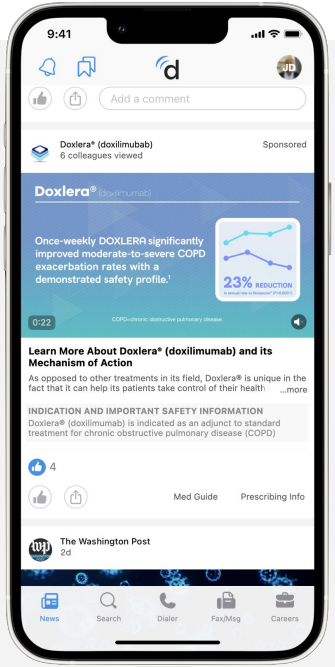
[1] AppStore NPS calculated on reviews from April 2021 to April 2023. NPS = 5 star minus 1-3 star.

CORE MODULE PORTFOLIO

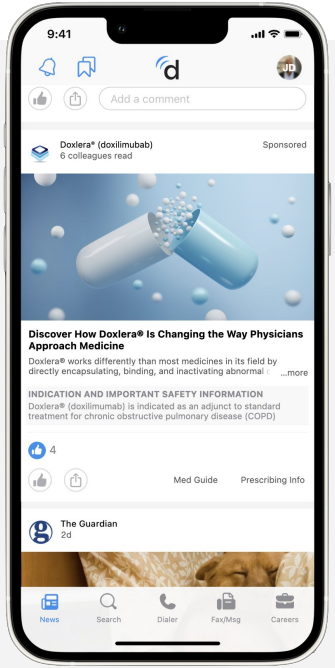
We create customized packages for customers



Long Form

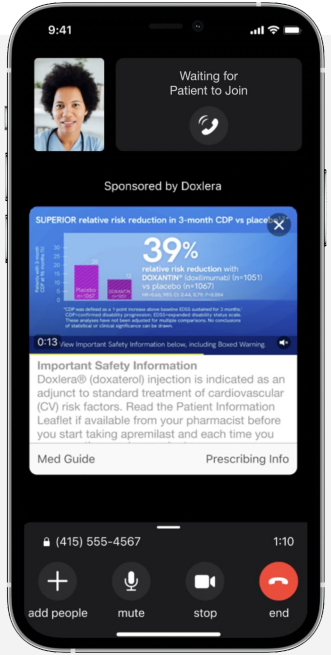


Video

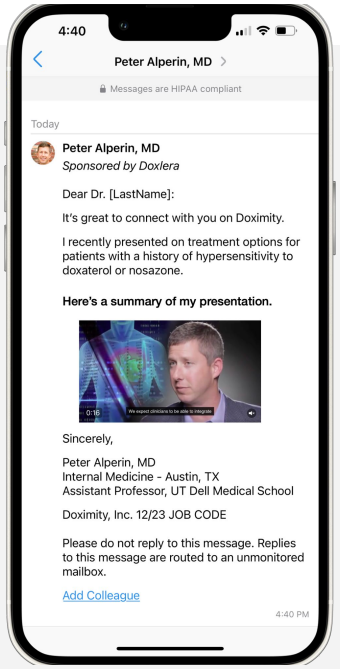


Short Form

NEW VERTICAL VIDEO OFFERINGS



Point of Care



Peer to Peer

PROOF POINT:

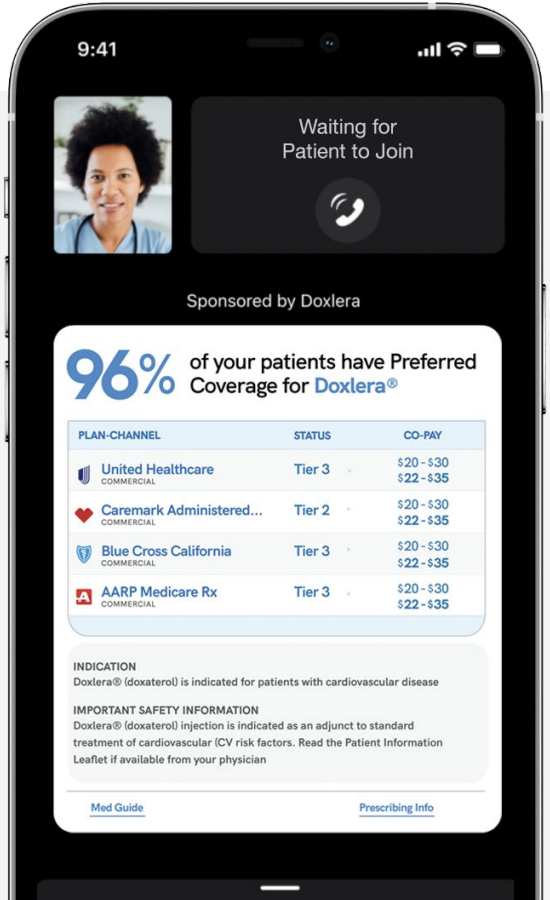
INSURANCE COVERAGE INFO AT POINT OF CARE

Helps Prescribers and Our Customers

- Over 80% of physicians say insurance coverage and patient cost are key prescribing factors
- Personalized with MD-specific payor data

Helps Our Business

- Leads to impactful programs with proven results
- Helps break into new Life Sciences budgets
- Simple sale with quick time-to-market



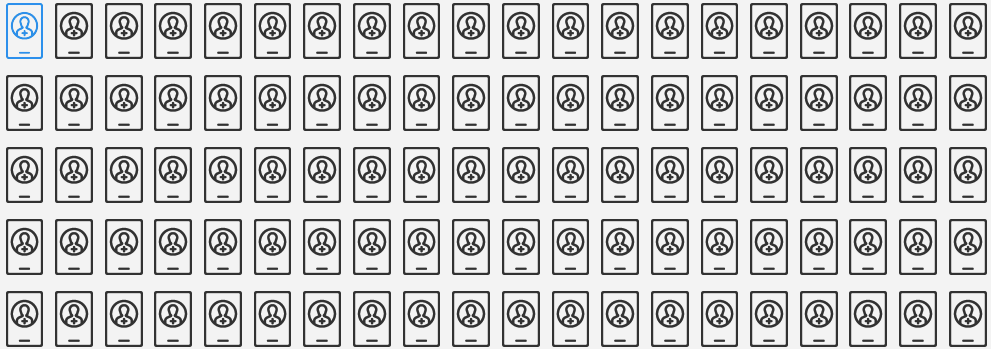
doximity

AD LOAD IS LOW, AD CONTENT IS CLINICAL

Newsfeed
~1 in 12 Cards Sponsored

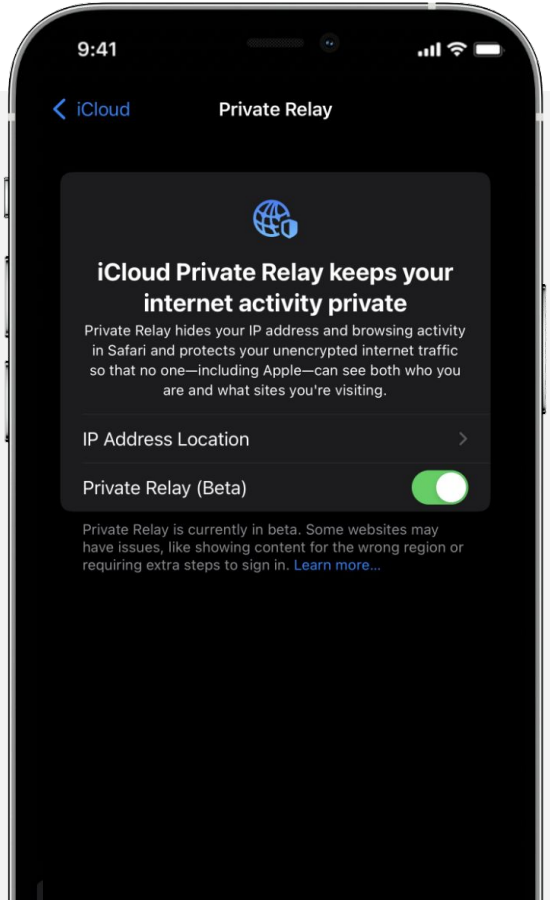


Point of Care
~1 in 100 Calls Sponsored



COOKIES ARE CRUMBLING

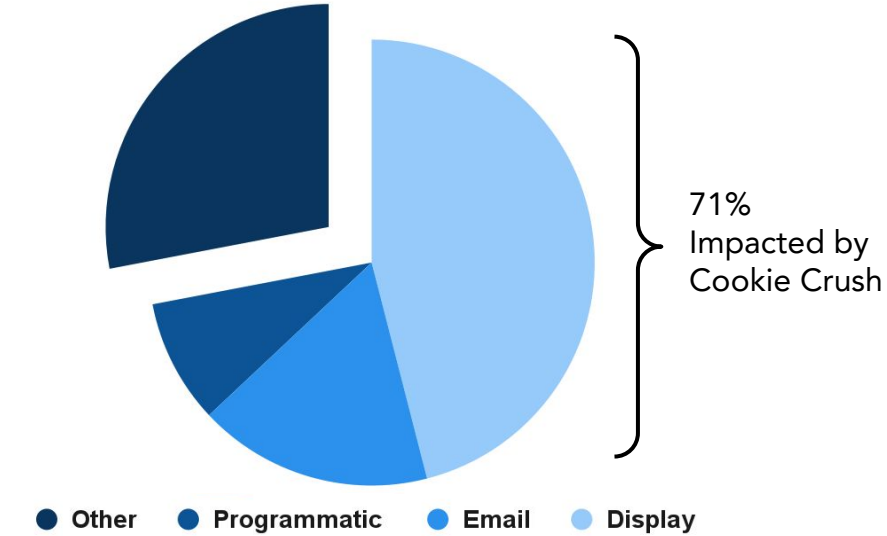
- (2015) Apple Safari Plugins (ad blockers)
- (2017) Apple Intelligent Tracking Prevention ITP (cookies)
- (2020) Safari 3rd-party cookie Blocking by default (cookies)
- (2020) Apple breaks CNAME Cloaking (3P tracker subdomain)
- (2021) App Tracking Transparency enforcement (IDFA)
- (2021) Mail Privacy Protection (email pixels & IP address)
- (2021) iCloud Private Relay (web IP address)
- (2024) Chrome 3rd party cookies phase out (cookies)



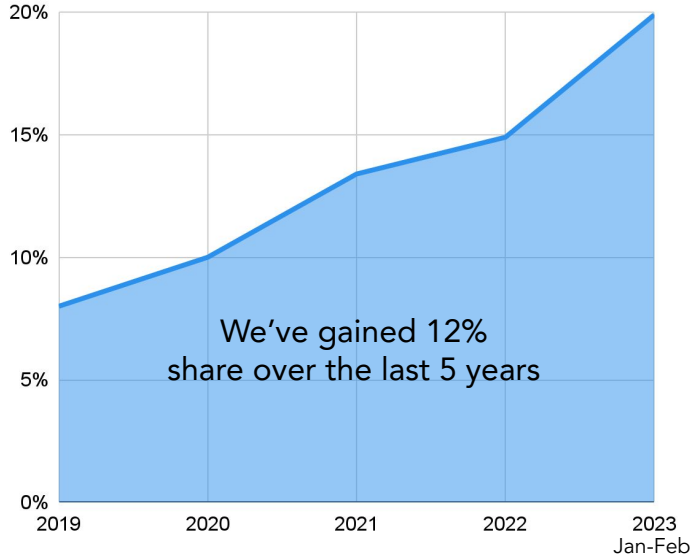
ANALYSIS OF 150+ BRAND CLIENTS

MUCH ROOM TO GROW

2022 Breakdown of Rx Digital HCP Budgets[1]



Doximity Share of Rx Digital HCP Mktg[1]



1. Based on analysis of vendor invoicing data from pharmaceutical companies in 2022 and Doximity estimates.

COMMERCIAL OPERATIONS

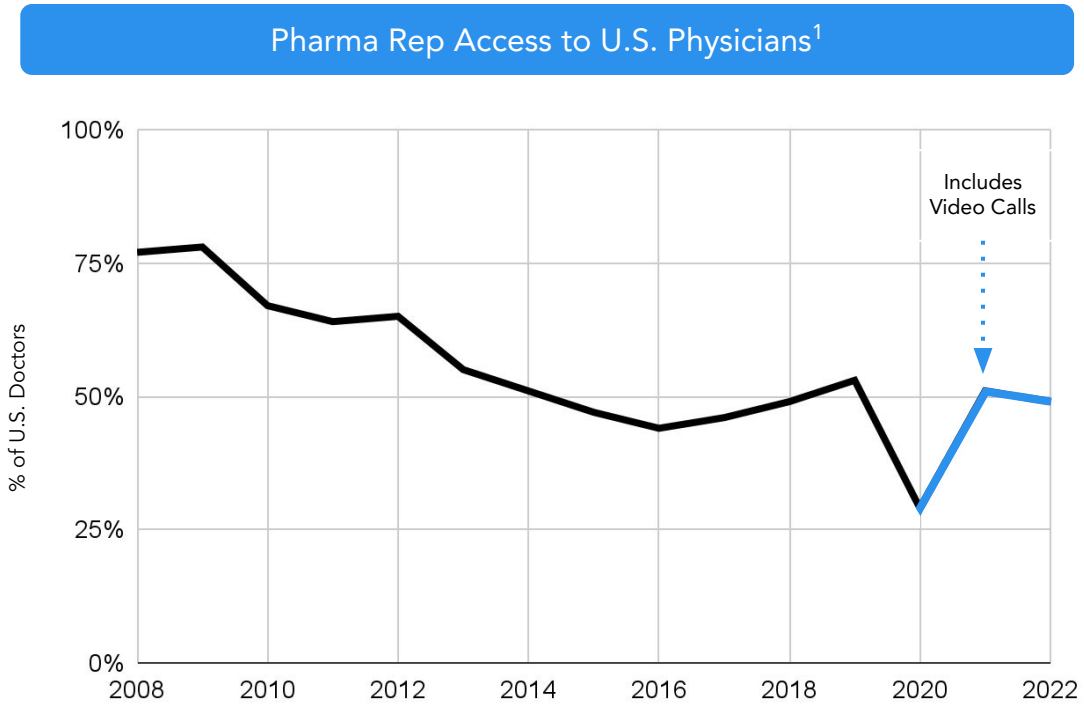


Craig Overpeck

SVP Operations

REP ACCESS TO U.S. PHYSICIANS IN DECLINE

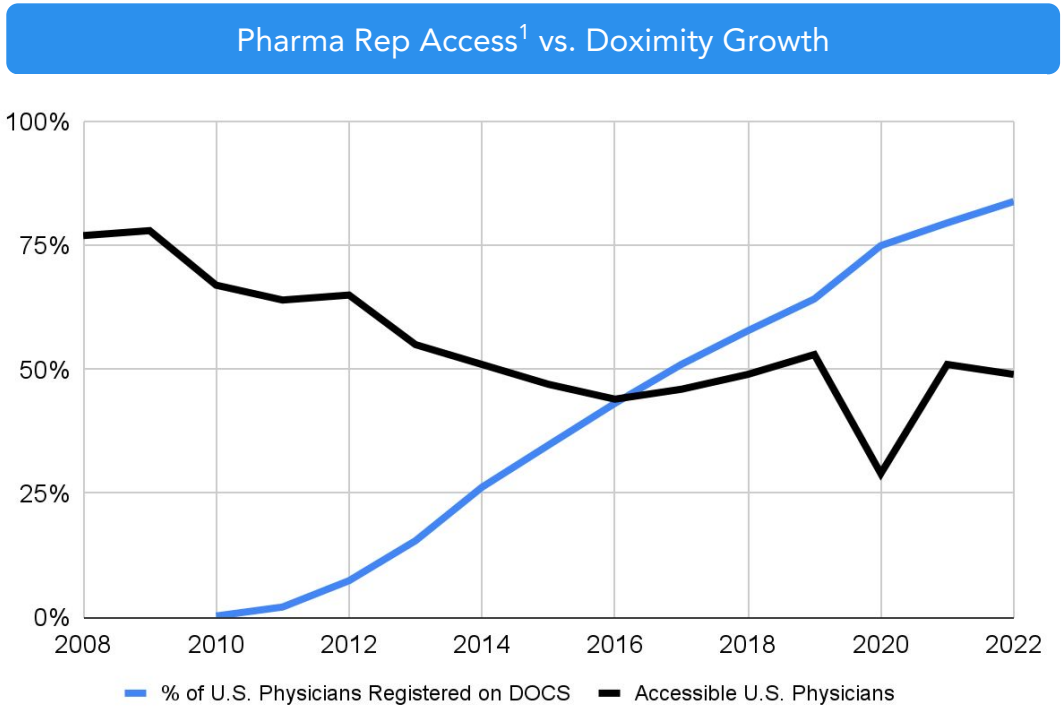
The number of "no see" U.S. Physicians continues to decline after a small rebound post-COVID



1. *ZS Associates AccessMonitor*

WHILE DOXIMITY DIGITAL ACCESS INCREASES

>80% of all U.S. Physicians reachable on Doximity's platform



1. *ZS Associates AccessMonitor*

JAPAN DIGITAL HCP PLATFORMS A DECADE AHEAD

M3, Inc.

Founded 2000



~325K Docs
in Japan[1]

doximity

Founded 2010



~1M Docs
in the U.S.[2]



~$2,100 Rev/Doc
(M3 FY23[3])

~$400 Rev/Doc
(DOCS FY23)

1. Ministry of Health, Labor and Welfare of Japan. As of 2021.
2. Federation of State Medical Boards physician census 2020.
3. M3 revenue based on medical platform revenue. Avg. JPY/USD exchange rate from April 2022-March 2023.

ADJACENT OPPORTUNITIES

Reimbursement Support

Point-of-Care

MSL/Education



Peer-to-Peer

Meetings

Clinical Trials

Credentialing

FOCUSED GTM STRATEGY

Manufacturers

- Pharma (Large, Medium, Small)
- Medical Devices and Diagnostics

Hospitals

- Hospital Marketing
- Hospital Workflow
- Hospital Staffing

FINANCIALS



Anna Bryson
CFO

FINANCIAL HIGHLIGHTS

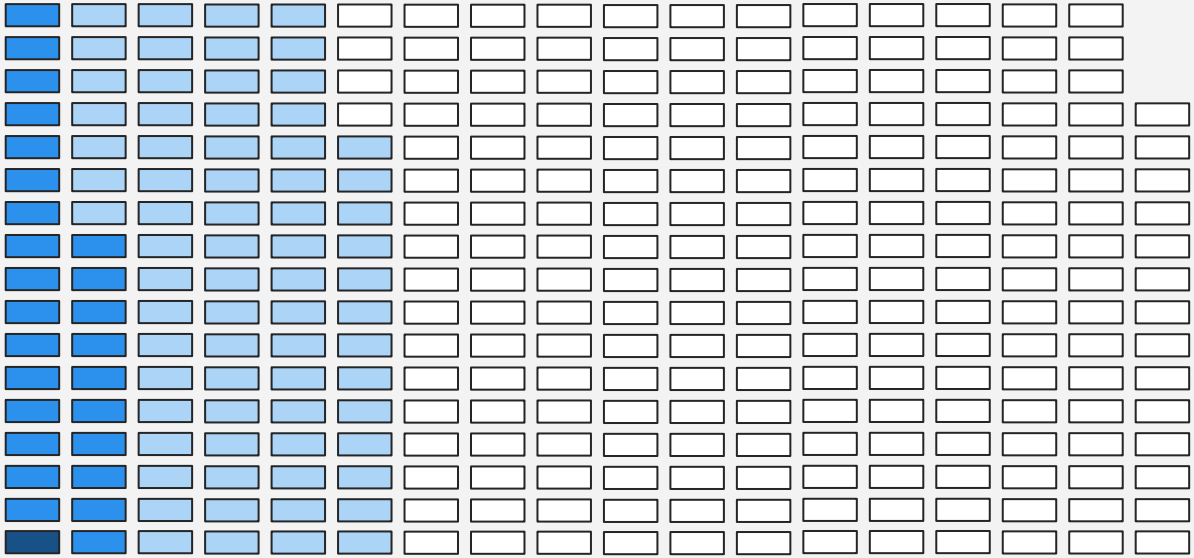
1. Significant $18B+ market opportunity in a digitally underindexed industry
2. Substantial room to grow within existing customers
3. Proven profitability with 40%+ adjusted EBITDA margins[1]
4. Large and growing $840M+ cash balance[2]

1. For FY22 and FY23. See appendix for the definition and a reconciliation of this measure to its nearest GAAP equivalent.
2. Represents cash, cash equivalents, and marketable securities as of March 31, 2023.

RX MARKET SIZING

Year	# Mega Brands	Doximity Share
FY19	~300	~1%

Note: Each box represents one brand with $100M+ in U.S. sales



Estimated Doximity Share of HCP Marketing Budgets[1]

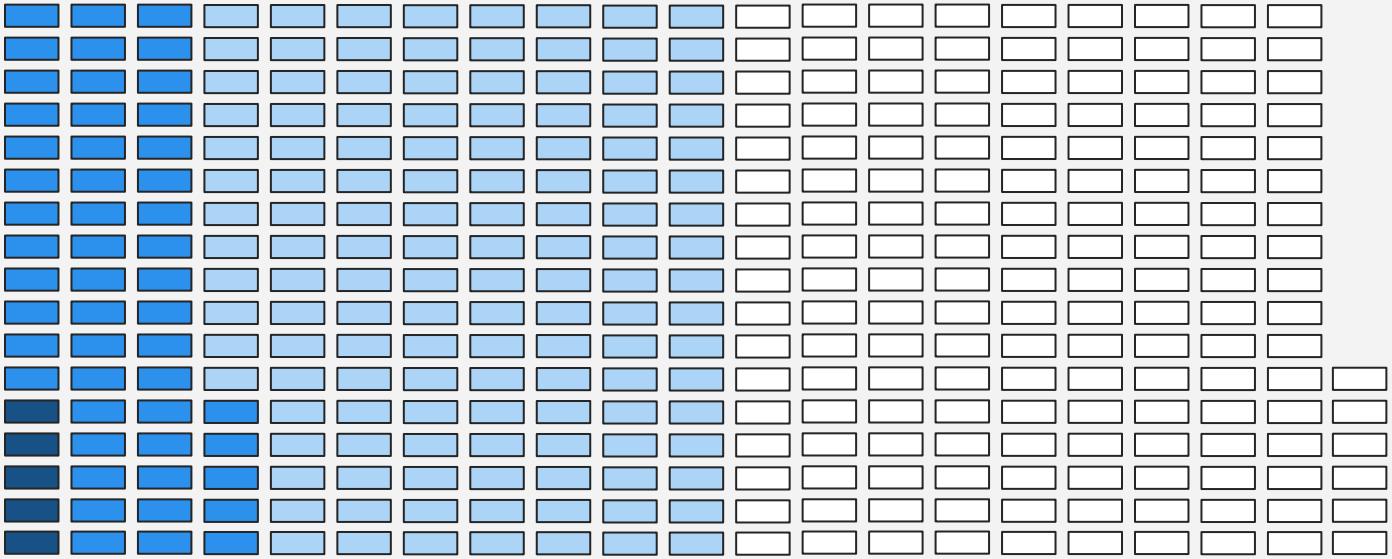
>50% | 20-50% | 5-20% | <5% | No Revenue in Trailing 12 Months

1. *As of March 31, 2019. Based on data from Evaluate Pharma and Doximity estimates.*

RX MARKET SIZING

Year	# Mega Brands	Doximity Share
FY21	~350	~2%

Note: Each box represents one brand with $100M+ in U.S. sales



Estimated Doximity Share of HCP Marketing Budgets[1]

>50% | 20-50% | 5-20% | <5% | No Revenue in Trailing 12 Months

1. *As of March 31, 2021. Based on data from Evaluate Pharma and Doximity estimates.*

doximity

RX MARKET SIZING

Year	# Mega Brands	Doximity Share
FY23	~430	~4%

Note: Each box represents one brand with $100M+ in U.S. sales



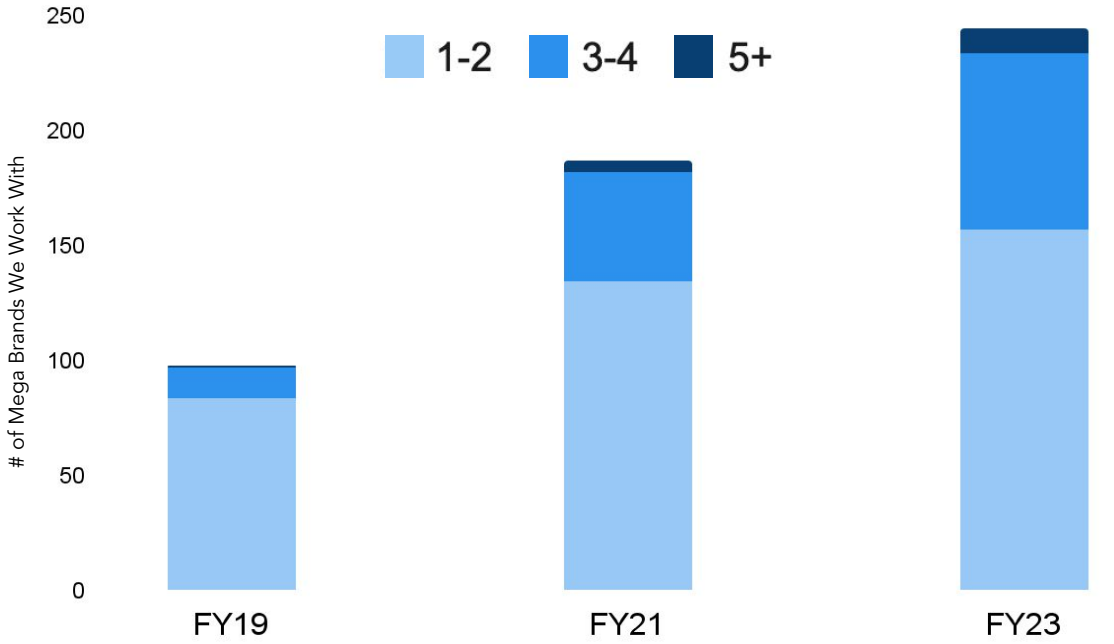
Estimated Doximity Share of HCP Marketing Budgets[1]

>50% | 20-50% | 5-20% | <5% | No Revenue in Trailing 12 Months

1. *As of March 31, 2023. Based on data from Evaluate Pharma and Doximity estimates.*

GROWTH VECTORS: +BRANDS & +MODULES

Modules Per Mega Brand



Avg Revenue Per Mega Brand[1]

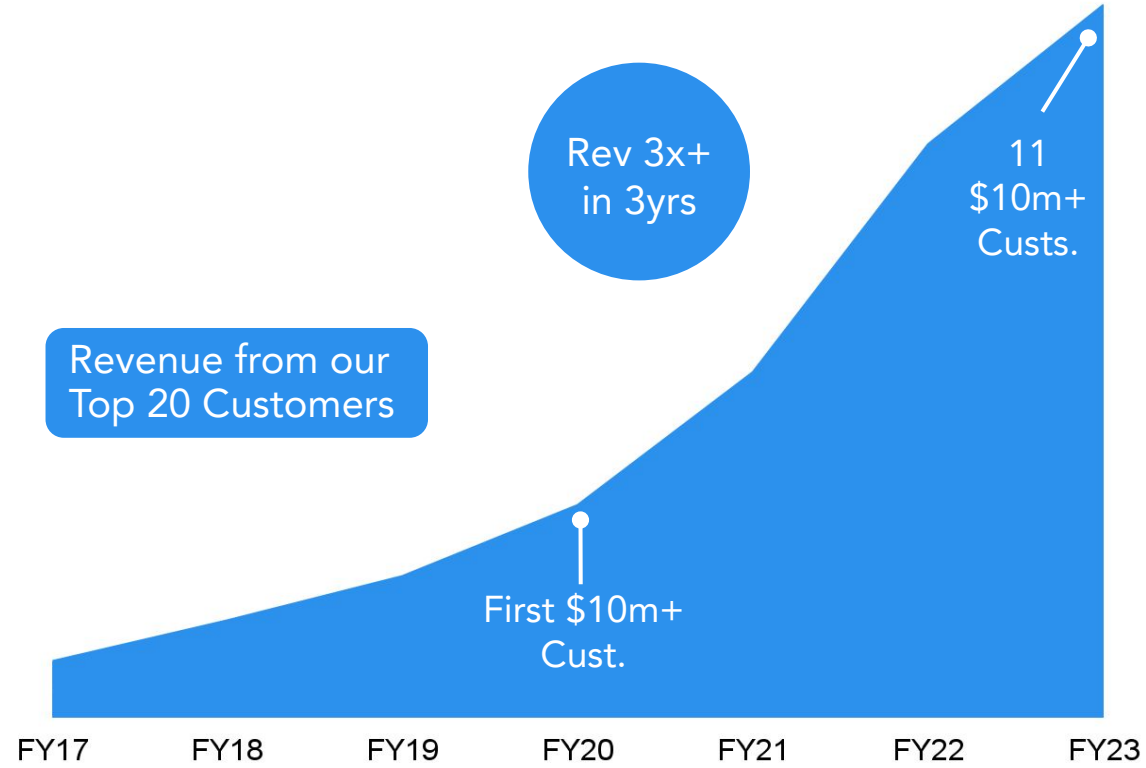
~$4m

~$1.5m

~$500k

1. Average revenue per "mega brand" is total revenue for all mega brands divided by the number of mega brands we work with for fiscal 2023. A mega brand is defined as brands with over $100m in US Sales.

TOP 20 CUSTOMERS LEAD GROWTH



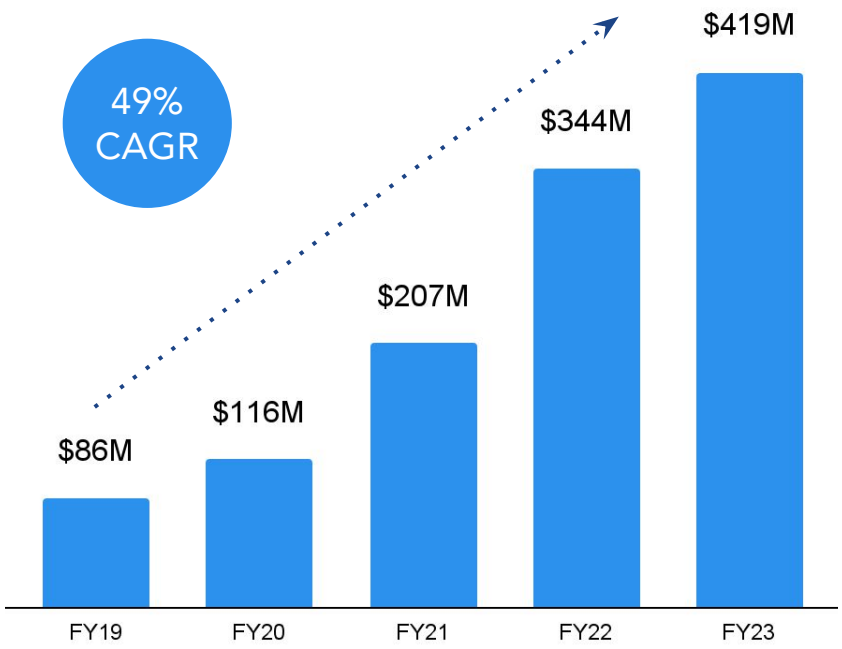
124%

Top 20 Net Revenue Retention Rate[1] in FY23

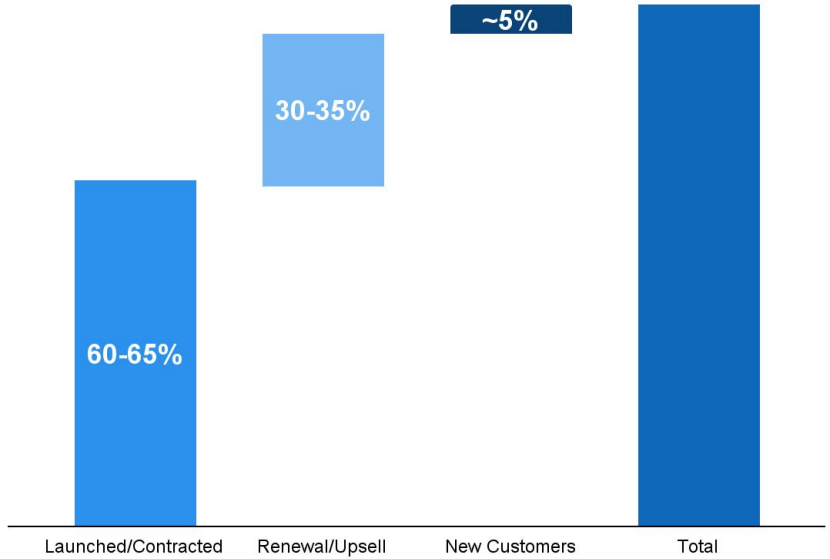
1. See appendix for the definition of this metric.

HIGH GROWTH, SUBS. BASED REVENUE

Revenue



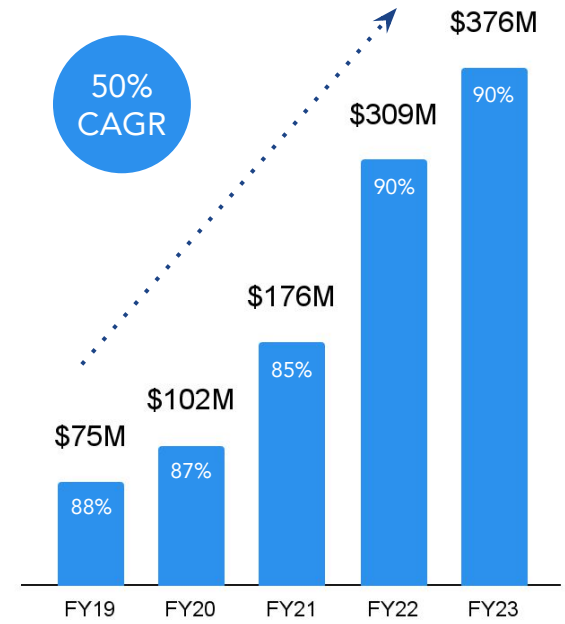
Subscription Revenue Visibility[1]



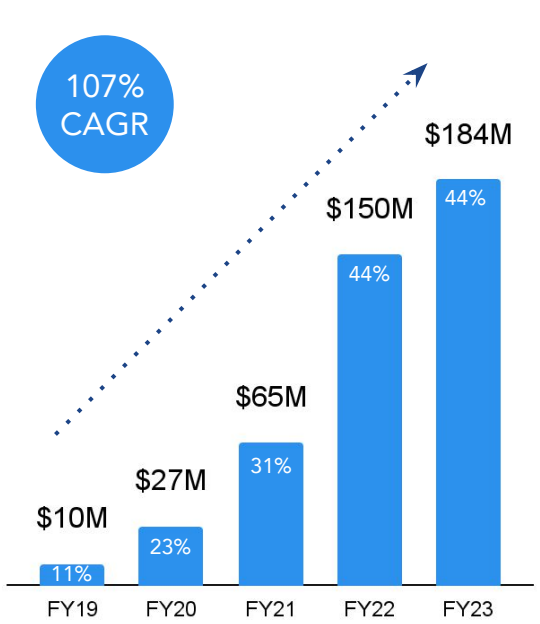
1. Subscription Revenue Visibility is defined as % of annual subscription-based revenue from deals signed ("contracted") as of the end of the quarter being reported. This chart is based on an average of our last 5 fiscal years. Subscription revenue accounts for ~93% of our total revenue for all years since FY21.

ATTRACTIVE MARGIN PROFILE

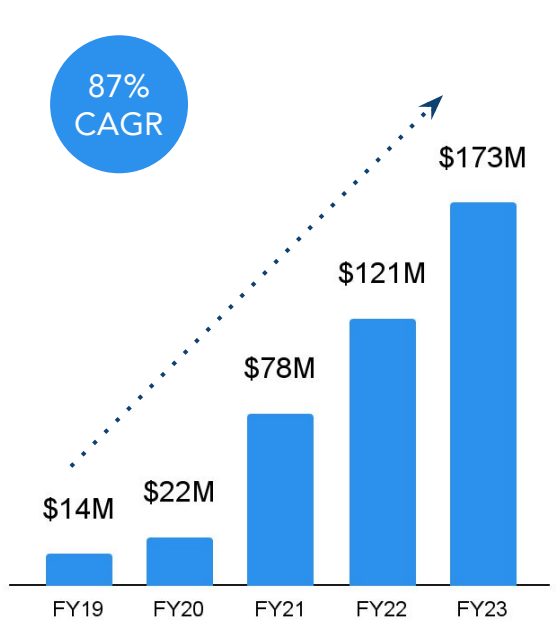
Non-GAAP Gross Profit & Margin[1]



Adj. EBITDA & Margin[1]



Free Cash Flow[1]



1. See appendix for the definition and a reconciliation of this measure to its nearest GAAP equivalent.

NEW REPURCHASE AUTHORIZATION

$200 Million

Timing: 2 Years

Q&A

THANK YOU!

DEMO BOOTHS IN SIEBERT HALL

CORE PRODUCT DEMO (3 BOOTHS)

Learn, Connect, Practice



Dr. Geetika Baghel



Taylor Carroll



Natasha Singh

AI PRODUCT DEMO (BIG SCREEN)

Practical AI in Healthcare



Dr. Amit Phull

APPENDIX: NON-GAAP FINANCIAL MEASURES

To supplement our consolidated financial statements, which are prepared and presented in accordance with accounting principles generally accepted in the United States ("GAAP"), the Company uses the following non-GAAP measures of financial performance:

Non-GAAP gross profit and non-GAAP gross margin: We exclude the effect of stock-based compensation expense, amortization of acquired intangible assets, change in fair value of contingent earn-out consideration liability, and expenses associated with acquisitions from non-GAAP gross profit and non-GAAP gross margin. Non-GAAP gross margin represents non-GAAP gross profit as a percentage of revenue.

Adjusted EBITDA and adjusted EBITDA margin: We define adjusted EBITDA as net income before interest, income taxes, depreciation, and amortization, and as further adjusted for acquisition and other related expenses, stock-based compensation expense, change in fair value of contingent earn-out consideration liability, and other income, net. Adjusted EBITDA margin represents adjusted EBITDA as a percentage of revenue.

Free cash flow: We calculate free cash flow as cash flow from operating activities less purchases of property and equipment and internal-use software development costs.

We use these non-GAAP financial measures internally for financial and operational decision-making purposes and as a means to evaluate period-to-period comparisons. Non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable GAAP financial measures and should be read only in conjunction with our consolidated financial statements prepared in accordance with GAAP. Our presentation of non-GAAP financial measures may not be comparable to similar measures used by other companies. We encourage investors to carefully consider our results under GAAP, as well as our supplemental non-GAAP information and the reconciliation between these presentations, to more fully understand our business. Please see the tables included at the end of this release for the reconciliation of GAAP to non-GAAP results.

Key Business Metrics

Net revenue retention rate: Net revenue retention rate is calculated by taking the trailing 12-month ("TTM") subscription-based revenue from our customers that had revenue in the prior TTM period and dividing that by the total subscription-based revenue for the prior TTM period. Our net revenue retention rate compares our subscription revenue from the same set of customers across comparable periods, and reflects customer renewals, expansion, contraction, and churn. Our net revenue retention rate is directly tied to our revenue growth rate and thus fluctuates as that growth rate fluctuates. The metric excludes the impact of the AMiON acquisition, which closed on April 1, 2022, including customers of, and subscription revenue generated from, the AMiON on-call scheduling and messaging application, and the impact of such acquisition was immaterial to the periods presented.

Customers with trailing 12-month subscription revenue greater than $10 million: The number of customers with TTM subscription revenue greater than $10 million is a key indicator of the scale of our business, and is calculated by counting the number of customers that contributed more than $10 million in subscription revenue in the TTM period. Our customer count is subject to adjustments for acquisitions, consolidations, spin-offs, and other market activity, and we present our total customer count for historical periods reflecting these adjustments.

GAAP TO NON-GAAP RECONCILIATIONS

NON-GAAP GROSS PROFIT & MARGIN

	Year Ended March 31,				
	2019	2020	2021	2022	2023
	(in thousands)				
GAAP Gross Profit	$74,806	$101,488	$175,701	$303,761	$365,562
Adjusted to exclude the following:					
Stock-based compensation	194	173	600	4,979	9,634
Amortization of acquired intangibles	–	–	–	–	548
Non-GAAP Gross Profit	$75,000	$101,661	$176,301	$308,740	$375,744
Revenue	$85,695	$116,388	$206,897	$343,548	$419,052
GAAP Gross Margin	87%	87%	85%	88%	87%
Non-GAAP Gross Margin	88%	87%	85%	90%	90%

GAAP TO NON-GAAP RECONCILIATIONS

ADJUSTED EBITDA & MARGIN

	Year Ended March 31,				
	2019	2020	2021	2022	2023
	(in thousands)				
Net Income	$7,833	$29,737	$50,210	$154,783	$112,818
Adjustments:					
Acquisition and other related expenses	–	1,158	496	254	30
Stock-based compensation	2,343	2,353	7,252	31,442	47,834
Depreciation and amortization	551	900	3,702	5,040	10,283
Change in fair value of contingent earn-out consideration liability	–	–	–	–	728
Income tax expense (benefit)	98	(6,223)	7,559	(40,778)	20,338
Other income, net	(1,010)	(1,351)	(4,466)	(469)	(8,048)
Adjusted EBITDA	$9,815	$26,574	$64,753	$150,272	$183,983
Revenue	$85,695	$116,388	$206,897	$343,548	$419,052
Net Income Margin	9%	26%	24%	45%	27%
Adjusted EBITDA Margin	11%	23%	31%	44%	44%

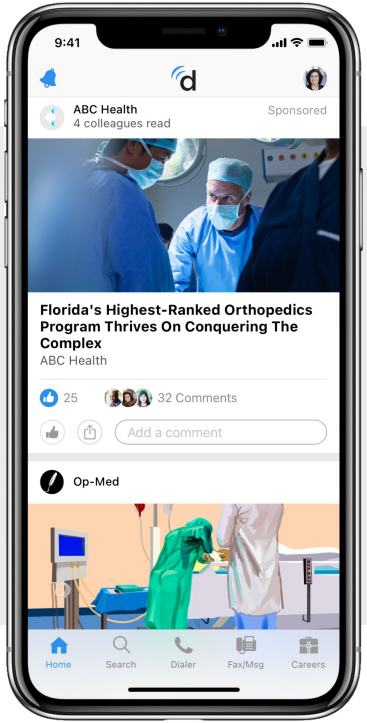
GAAP TO NON-GAAP RECONCILIATIONS

FREE CASH FLOW

	Year Ended March 31,				
	2019	2020	2021	2022	2023
	(in thousands)				
Net cash provided by operating activities	$15,306	$26,199	$82,973	$126,575	$179,602
Purchases of property and equipment	(114)	(285)	(245)	(1,912)	(1,701)
Internal-use software development costs	(1,076)	(3,959)	(4,365)	(3,785)	(4,483)
Free cash flow	$14,116	$21,955	$78,363	$120,878	$173,418

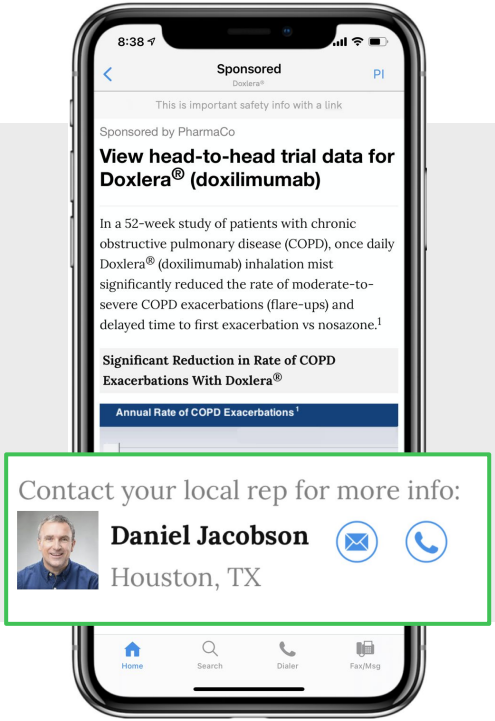
APPENDIX SLIDES

OUR MODULES



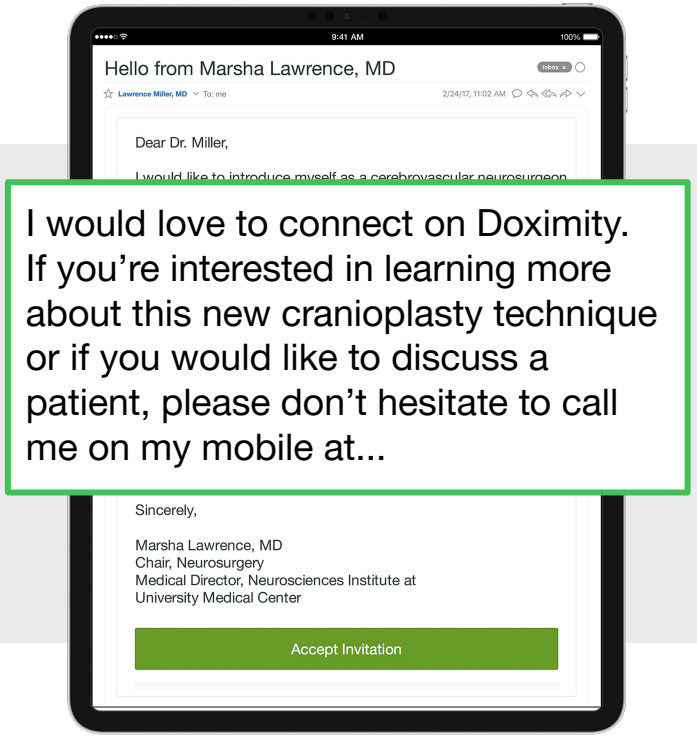
Awareness

Build brand equity and communicate key messages



Interactivity

Replace face-to-face interactions with digital alternatives



Peer

Connect and build professional relationships