

TABULA RASA HEALTHCARE, INC.
UNAUDITED CONSOLIDATED STATEMENTS OF OPERATIONS
(In thousands, except share and per share amounts)

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2016	2015	2016	2015
Revenue:				
Product revenue	\$ 20,731	\$ 15,389	58,732	\$ 42,684
Service revenue	3,443	2,563	8,017	7,594
Total revenue	<u>24,174</u>	<u>17,952</u>	<u>66,749</u>	<u>50,278</u>
Cost of revenue, exclusive of depreciation and amortization shown below:				
Product cost	15,951	11,461	44,103	32,811
Service cost	1,232	816	3,135	2,398
Total cost of revenue	<u>17,183</u>	<u>12,277</u>	<u>47,238</u>	<u>35,209</u>
Gross profit	<u>6,991</u>	<u>5,675</u>	<u>19,511</u>	<u>15,069</u>
Operating (income) expenses:				
Research and development	1,028	693	2,878	1,879
Sales and marketing	881	703	2,511	2,071
General and administrative	2,053	2,084	5,762	5,374
Change in fair value of acquisition-related contingent consideration expense (income)	47	(330)	146	(1,348)
Depreciation and amortization	1,276	992	3,415	2,935
Total operating expenses	<u>5,285</u>	<u>4,142</u>	<u>14,712</u>	<u>10,911</u>
Income from operations	1,706	1,533	4,799	4,158
Other (income) expense:				
Change in fair value of warrant liability	(626)	3,293	(639)	3,477
Interest expense	1,242	1,468	4,250	4,418
Loss on extinguishment of debt	1,396	—	1,396	—
Total other expense	<u>2,012</u>	<u>4,761</u>	<u>5,007</u>	<u>7,895</u>
Loss before income taxes	(306)	(3,228)	(208)	(3,737)
Income tax (benefit) expense	(164)	36	11	212
Net loss	<u>\$ (142)</u>	<u>\$ (3,264)</u>	<u>\$ (219)</u>	<u>\$ (3,949)</u>
Net income (loss) attributable to common stockholders:				
Basic	<u>\$ 1,228</u>	<u>\$ (14,066)</u>	<u>\$ 1,080</u>	<u>\$ (16,007)</u>
Diluted	<u>\$ (803)</u>	<u>\$ (14,066)</u>	<u>\$ (894)</u>	<u>\$ (16,007)</u>
Net income (loss) per share attributable to common stockholders:				
Basic	<u>\$ 0.25</u>	<u>\$ (3.21)</u>	<u>\$ 0.22</u>	<u>\$ (3.78)</u>
Diluted	<u>\$ (0.08)</u>	<u>\$ (3.21)</u>	<u>\$ (0.09)</u>	<u>\$ (3.78)</u>
Weighted average common shares outstanding:				
Basic	<u>4,918,885</u>	<u>4,379,796</u>	<u>4,817,285</u>	<u>4,232,350</u>
Diluted	<u>10,333,723</u>	<u>4,379,796</u>	<u>10,232,050</u>	<u>4,232,350</u>