

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

	Three Months Ended December 31,		Year Ended December 31,	
	2019	2018	2019	2018
Revenue:				
Product revenue	\$ 37,810	\$ 30,157	\$ 137,130	\$ 112,760
Service revenue	35,413	27,153	147,577	91,510
Total revenue	<u>73,223</u>	<u>57,310</u>	<u>284,707</u>	<u>204,270</u>
Cost of revenue, exclusive of depreciation and amortization shown below:				
Product cost	28,084	22,928	102,351	84,935
Service cost	20,006	15,609	79,004	52,734
Total cost of revenue, exclusive of depreciation and amortization	<u>48,090</u>	<u>38,537</u>	<u>181,355</u>	<u>137,669</u>
Operating expenses:				
Research and development	5,090	3,707	21,739	12,222
Sales and marketing	6,668	2,682	25,273	9,667
General and administrative	12,116	7,952	50,897	28,181
Change in fair value of acquisition-related contingent consideration (income) expense	(700)	9,083	3,816	49,468
Depreciation and amortization	9,757	4,692	34,276	16,802
Total operating expenses	<u>32,931</u>	<u>28,116</u>	<u>136,001</u>	<u>116,340</u>
Loss from operations	(7,798)	(9,343)	(32,649)	(49,739)
Interest expense, net	4,544	491	15,986	906
Loss before income taxes	(12,342)	(9,834)	(48,635)	(50,645)
Income tax (benefit) expense	(5,518)	731	(16,199)	(3,376)
Net loss	<u>\$ (6,824)</u>	<u>\$ (10,565)</u>	<u>\$ (32,436)</u>	<u>\$ (47,269)</u>
Net loss per share, basic and diluted	<u>\$ (0.33)</u>	<u>\$ (0.54)</u>	<u>\$ (1.57)</u>	<u>\$ (2.48)</u>
Weighted average common shares outstanding, basic and diluted	<u>20,924,638</u>	<u>19,421,622</u>	<u>20,622,258</u>	<u>19,098,294</u>