



Q2 2022 Financial Results

As of June 30, 2022 | Reported on August 4, 2022

Safe Harbor Statements

Certain statements contained in this presentation are "forward-looking statements" about future events and expectations. Forward-looking statements are based on our beliefs, assumptions and expectations of industry trends, our future financial and operating performance and our growth plans, taking into account the information currently available to us. These statements are not statements of historical fact. Forward-looking statements involve risks and uncertainties that may cause our actual results to differ materially from the expectations of future results we express or imply in any forward-looking statements, and you should not place undue reliance on such statements. Factors that could contribute to these differences include, but are not limited to, the continuing impact of the COVID-19 outbreak on the economy and our operations (including temporary clinic closures, shortened business hours and reduced patient demand), inflation, exacerbated by COVID-19 and the current war in Ukraine, our failure to develop or acquire company-owned or managed clinics as rapidly as we intend, our failure to profitably operate company-owned or managed clinics, our inability to identify and recruit enough qualified chiropractors and other personnel to staff our clinics, due in part to the nationwide labor shortage, short-selling strategies and negative opinions posted on the internet which could drive down the market price of our common stock and result in class action lawsuits, our failure to remediate the current or future material weaknesses in our internal control over financial reporting, which could negatively impact our ability to accurately report our financial results, prevent fraud, or maintain investor confidence, and other factors described in our filings with the SEC, including in the section entitled "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2021 filed with the SEC on March 14, 2022 and subsequently-filed current and quarterly reports. Words such as, "anticipates," "believes," "continues," "estimates," "expects," "goal," "objectives," "intends," "may," "opportunity," "plans," "potential," "near-term," "long-term," "projections," "assumptions," "projects," "guidance," "forecasts," "outlook," "target," "trends," "should," "could," "would," "will," and similar expressions are intended to identify such forward-looking statements. We qualify any forward-looking statements entirely by these cautionary factors. We assume no obligation to update or revise any forward-looking statements for any reason or to update the reasons actual results could differ materially from those anticipated in these forward-looking statements, even if new information becomes available in the future. Comparisons of results for current and any prior periods are not intended to express any future trends or indications of future performance, unless expressed as such, and should only be viewed as historical data.

Business Structure

The Joint Corp. is a franchisor of clinics and an operator of clinics in certain states. In Arkansas, California, Colorado, District of Columbia, Florida, Illinois, Kansas, Kentucky, Maryland, Massachusetts, Michigan, Minnesota, New Jersey, New York, North Carolina, Oregon, Pennsylvania, Rhode Island, South Dakota, Tennessee, Washington, West Virginia and Wyoming, The Joint Corp. and its franchisees provide management services to affiliated professional chiropractic practices.



The Joint

Our mission is to improve quality of life through routine and affordable chiropractic care.

The Joint is revolutionizing care by making it affordable, convenient and accessible.

Leadership
Culture
Chiropractic



Growth Continues

21%

Increase in
system-wide sales
Q2 2022 over Q2 2021

8%

Increase in
comp sales¹ for all clinics
>13 months in operation
Q2 2022 over Q2 2021

3%

Increase in
comp sales¹ for all clinics
>48 months in operation
Q2 2022 over Q2 2021

	Q2 2022	Q2 2021
Revenue	\$25.1M	\$20.2M
Operating Income	\$473K	\$2.0M
Net Income	\$345K	\$2.7M
Adjusted EBITDA ²	\$2.6M	\$3.8M

Unrestricted cash \$9.4M at June 30, 2022, compared to \$19.5M at December 31, 2021, reflecting continued investment strategy

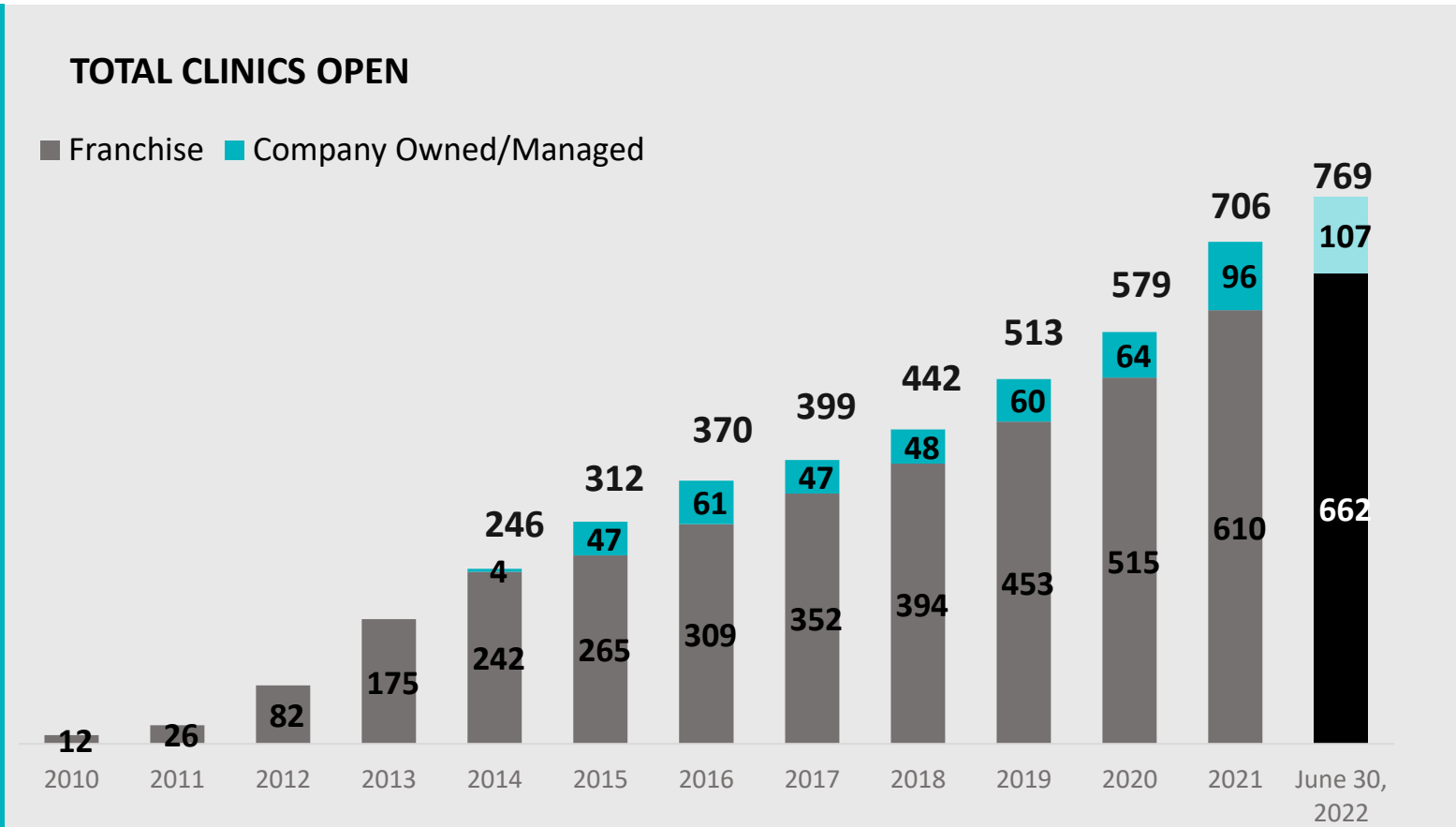


¹Comparable sales include only the sales from clinics that have been open at least 13 or 48 full months and exclude any clinics that have permanently closed.

² Reconciliation of Adjusted EBITDA to GAAP earnings is included in the Appendix.

Q2 2022 Improving over Q1 2022

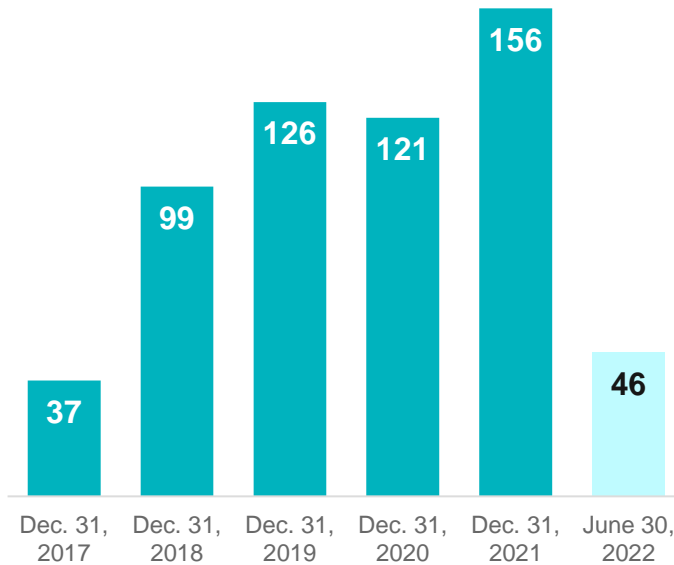
	Q2 2021*	Q1 2022	Q2 2022
Franchise Licenses Sold	63	22	24
Total New Franchised Clinics Opened	36	27	31
Greenfield Clinics Opened	5	4	3
Franchised Clinics Acquired	8	0	4
Clinics in Development	282	278	270



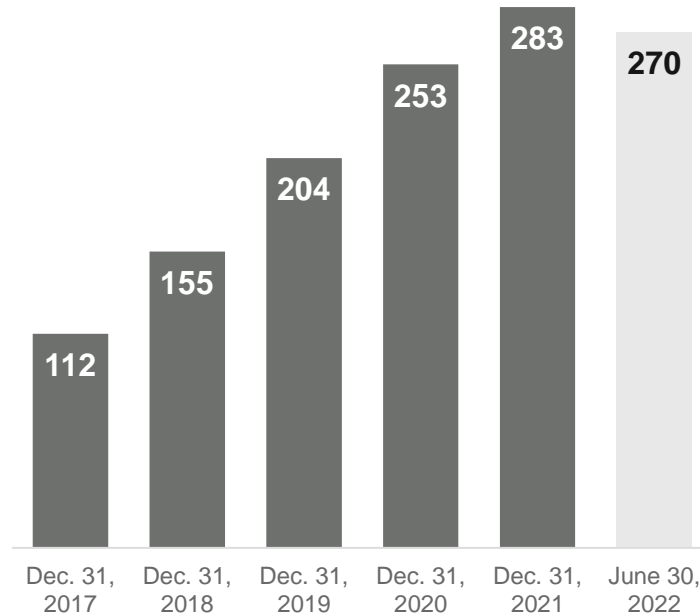
* Q2 2021 figures included the rebound from COVID-19 impact and pent-up demand from Q1 2021.

Significant Pipeline

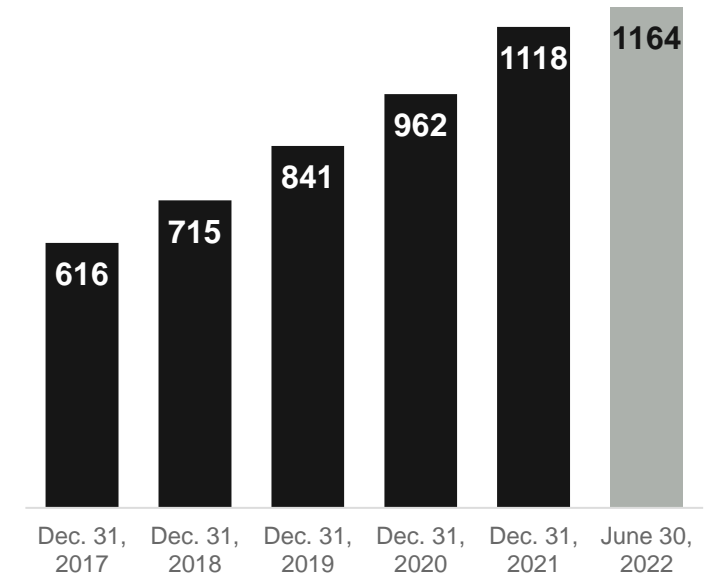
Franchise Licenses Sold Annually



Clinics in Active Development¹



Gross Cumulative Franchise Licenses Sold¹



67% sold by RDs in H1 2022

67% of clinics supported by 19 RDs as of June 30, 2022

RDs cover 55% of Metropolitan Statistical Areas (MSAs) as of June 30, 2022

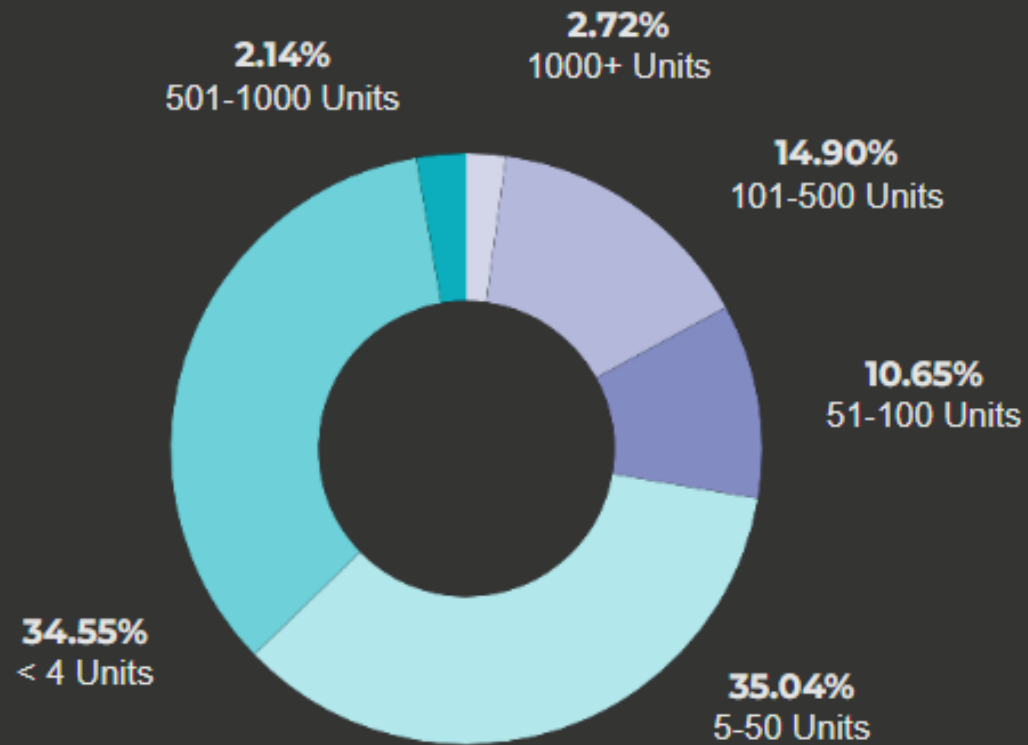


¹ Of the 1,164 franchise licenses sold as of June 30, 2022, 270 are in active development, 769 are currently operating and the balance represents terminated/closed licenses.

Only 4.9% of Franchise Concepts Have 500+ Units

Percentage of Franchise Brands by # of Units

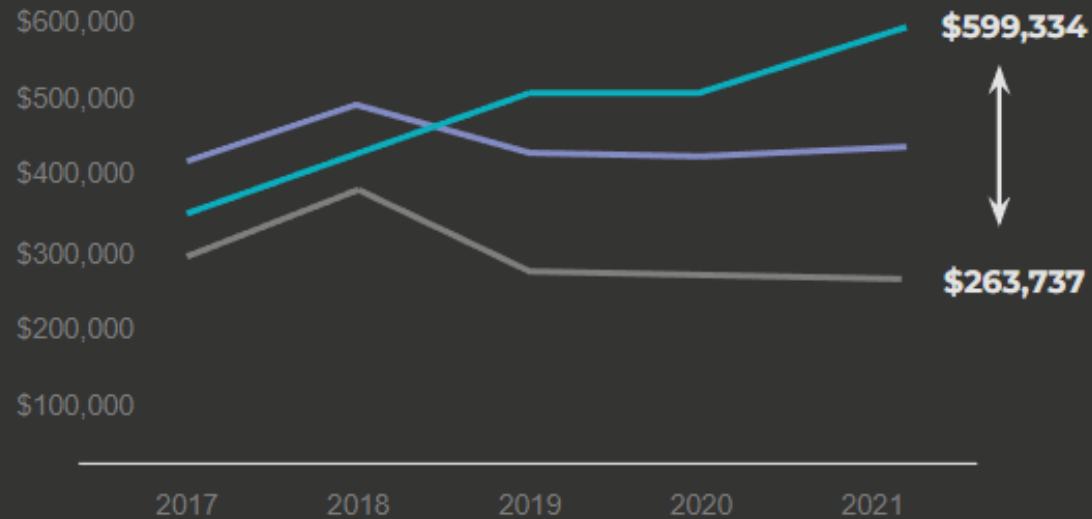
Only 94 Brands have over 1000 units



JYNT Sales ~2.3x Independent Collections per Clinic

Independent Solo Practitioners vs. The Joint

-  The Joint
-  Billings
-  Collections



*2021 Chiropractic Economics Compensation Survey

Distinguished among Franchise Concepts

Clinics with sales over \$550k: 308 in 2021, up 82% from 2020

Together,
we're making a
statement.



Driving Brand Awareness

The most powerful brand-building tool are our storefronts.



Q2 2022 Financial Results

<i>\$ in M¹</i>	Q2 2022	Q2 2021	Differences	
Revenue	\$25.1	\$20.2	\$4.8	24%
• Corporate clinics	14.5	11.4	3.1	27%
• Franchise fees	10.6	8.8	1.8	20%
Cost of revenue	2.4	2.0	0.4	19%
Sales and marketing	3.8	3.1	0.7	23%
Depreciation and amortization	1.7	1.4	0.3	18%
G&A	16.5	11.6	4.9	42%
Operating Income	0.4	2.0	(1.6)	(77)%
Tax Expense/(Benefit)	0.1	(0.6)	0.8	(116)%
Net Income	0.3	2.6	(2.3)	(87)%
Adj. EBITDA ²	2.6	3.8	(1.1)	(30)%



¹ Due to rounding, numbers may not add up precisely to the totals.

² Reconciliation of Adjusted EBITDA to GAAP earnings is included in the Appendix.

YTD 2022 Financial Results as of June 30, 2022

<i>\$ in M¹</i>	H1 2022	H1 2021	Differences	
Revenue	\$47.5	\$37.8	\$9.7	26%
• Corporate clinics	27.1	20.9	6.2	30%
• Franchise fees	20.4	16.9	3.5	21%
Cost of revenue	4.7	3.8	0.9	25%
Sales and marketing	7.1	5.6	1.5	27%
Depreciation and amortization	3.3	2.6	0.7	27%
G&A	31.9	21.7	10.2	47%
Operating Income	0.3	4.0	(3.7)	(93)%
Tax Expense/(Benefit)	0.1	(1.0)	1.1	(112)%
Net Income	0.1	5.0	(4.9)	(97)%
Adj. EBITDA ²	4.4	7.2	(2.8)	(39)%



¹ Due to rounding, numbers may not add up precisely to the totals.

² Reconciliation of Adjusted EBITDA to GAAP earnings is included in the Appendix.

Reaffirming 2022 Guidance

<i>\$ in M</i>	2021 Actual	2022 Low Guidance	2022 High Guidance
Revenues	\$80.9	\$98.0	\$102.0
Adjusted EBITDA ¹	\$12.6	\$12.0	\$14.0
New Franchised Clinic Openings	110	110	130
New Company-owned/Managed Clinics ²	32	30	40



¹ Reconciliation of Adjusted EBITDA to GAAP earnings is included in the appendix.

² Through a combination of both greenfields and buybacks.

Three Enterprise Initiatives to Advance Growth

Forging the Chiropractic Dream



Harnessing the Power of Our Data



Accelerating the Pace of Clinic Growth



Accelerating the Pace of Growth

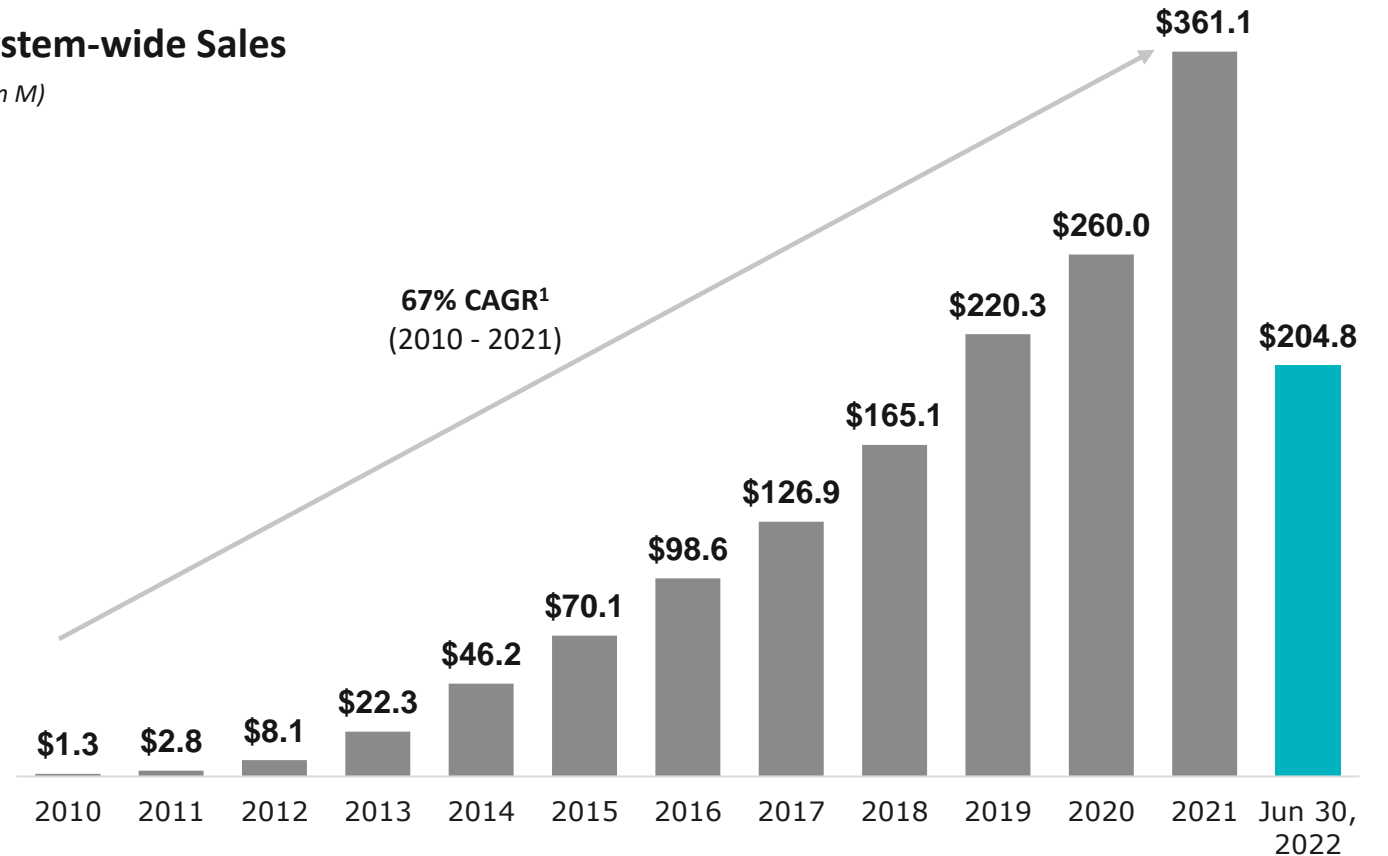
People will continue to seek more noninvasive, holistic ways to manage their pain.

We'll be there to treat them.

The Joint Corp. 11-yr. CAGR 67%¹ vs. Industry CAGR 5.4%^{2*}

System-wide Sales

(\$ in M)



¹ For the period ended Dec. 31, 2021 | ² June 2021 Kentley Insights Chiropractic Care Market Research Report

Performance Metrics and Non-GAAP Measures

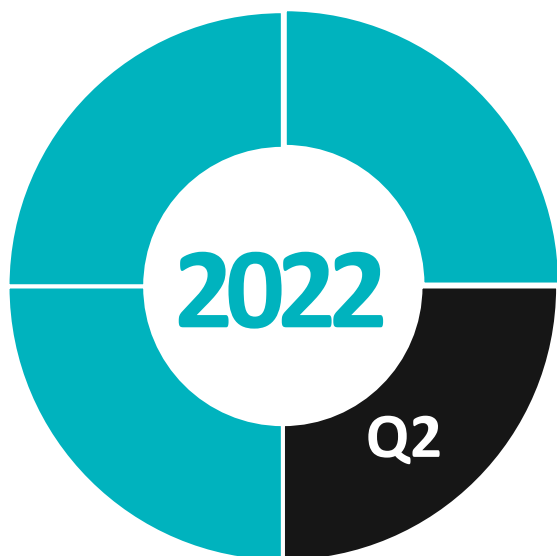
This presentation includes commonly discussed performance metrics. System-wide sales include sales at all clinics, whether operated by the company or by franchisees. While franchised sales are not recorded as revenues by the company, management believes the information is important in understanding the company's financial performance, because these sales are the basis on which the company calculates and records royalty fees and are indicative of the financial health of the franchisee base. Comp sales include the sales from both company-owned or managed clinics and franchised clinics that in each case have been open at least 13 full months and exclude any clinics that have closed.

This presentation includes non-GAAP financial measures. EBITDA and Adjusted EBITDA are presented because they are important measures used by management to assess financial performance, as management believes they provide a more transparent view of the Company's underlying operating performance and operating trends than GAAP measures alone. Reconciliations of net loss to EBITDA and Adjusted EBITDA are presented where applicable. The Company defines EBITDA as net income/(loss) before net interest, tax expense, depreciation, and amortization expenses. The Company defines Adjusted EBITDA as EBITDA before acquisition-related expenses, bargain purchase net gain, gain/(loss) on disposition or impairment, and stock-based compensation expenses.

EBITDA and Adjusted EBITDA do not represent and should not be considered alternatives to net income or cash flows from operations, as determined by accounting principles generally accepted in the United States, or GAAP. While EBITDA and Adjusted EBITDA are frequently used as measures of financial performance and the ability to meet debt service requirements, they are not necessarily comparable to other similarly titled captions of other companies due to potential inconsistencies in the methods of calculation. EBITDA and Adjusted EBITDA should be reviewed in conjunction with the Company's financial statements filed with the SEC.

Q2 2022 Segment Results as of June 30, 2022

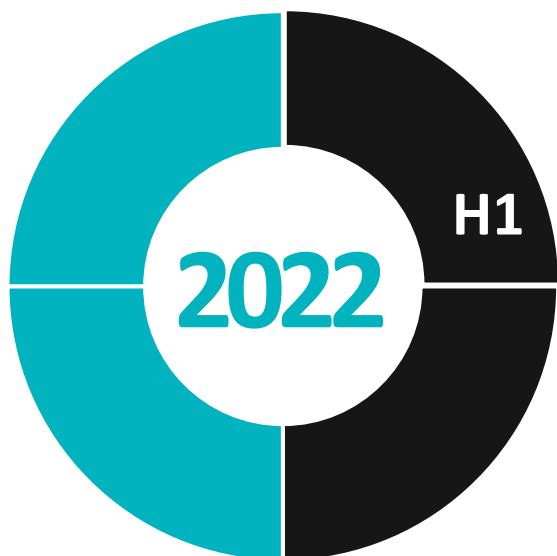
\$ in 000s



	Corporate Clinics	Franchise Operations	Unallocated Corporate	The Joint Consolidated
Total Revenues	\$ 14,493	\$ 10,564	\$ 1	\$ 25,057
Total Operating Costs	(14,180)	(6,359)	(4,045)	(24,584)
Operating Income (Loss)	313	4,205	(4,044)	473
Other Income (Expense), net	(1)	-	(18)	(19)
Income (Loss) Before Income Tax Expense	312	4,205	(4,063)	454
Total Income Taxes	-	-	109	109
Net Income (Loss)	312	4,205	(4,172)	345
Net Interest	1	-	18	19
Income Taxes	-	-	109	109
Total Depreciation and Amortization Expense	1,430	186	84	1,700
EBITDA	1,743	4,391	(3,961)	2,174
Stock Based Compensation Exp	-	-	340	340
Bargain Purchase Gain	-	-	-	-
(Gain) Loss on Disposition/Impairment	89	-	-	89
Acquisition Expenses	-	-	32	32
Adjusted EBITDA	1,832	4,391	(3,588)	2,635

YTD 2022 Segment Results as of June 30, 2022

\$ in 000s



	Corporate Clinics	Franchise Operations	Unallocated Corporate	The Joint Consolidated
Total Revenues	\$ 27,100	\$ 20,395	\$ 1	\$ 47,496
Total Operating Costs	(27,225)	(11,787)	(8,187)	(47,199)
Operating Income (Loss)	(125)	8,608	(8,186)	297
Other Income (Expense), net	(3)	-	(33)	(35)
Income (Loss) Before Income Tax Expense	(128)	8,608	(8,219)	261
Total Income Taxes	-	-	122	122
Net Income (Loss)	(128)	8,608	(8,341)	139
Net Interest	3	-	33	35
Income Taxes	-	-	122	122
Total Depreciation and Amortization Expense	2,806	360	163	3,330
EBITDA	2,681	8,968	(8,023)	3,626
Stock Based Compensation Exp	-	-	664	664
Bargain Purchase Gain	-	-	-	-
(Gain) Loss on Disposition/Impairment	96	-	-	96
Acquisition Expenses	-	-	32	32
Adjusted EBITDA	2,777	8,968	(7,327)	4,418

GAAP – Non-GAAP Reconciliation

\$ in 000s

	FY20	Q1-21	Q2-21	Q3-21	Q4-21	FY21	Q1-22	Q2-22	FY22
Total Revenue	58,683	17,548	20,219	20,992	22,101	80,860	22,439	25,057	47,496
Total Cost of Revenue	6,507	1,765	2,039	2,300	2,410	8,514	2,313	2,427	4,740
Gross Profit	\$52,176	\$ 15,783	\$ 18,180	\$ 18,691	\$ 19,691	\$72,346	\$ 20,126	\$ 22,630	\$42,756
Sales & Marketing	7,804	2,489	3,133	2,882	2,921	11,424	3,287	3,840	7,127
Depreciation/Amortization Expense	2,734	1,170	1,443	1,662	1,814	6,089	1,629	1,700	3,330
Other Operating Expenses	36,142	10,186	11,611	12,812	14,936	49,546	15,379	16,589	31,967
Total Other Income (Expense)	(82)	13	25	(13)	(29)	(4)	(23)	(48)	(71)
Total Income Taxes	(7,755)	(364)	(666)	(614)	351	(1,293)	13	109	122
Net Income (Loss)	\$13,167	\$ 2,315	\$ 2,684	\$ 1,937	\$ (360)	\$ 6,576	\$ (206)	\$ 345	\$ 139
Net Interest	79	22	16	16	16	70	16	19	35
Income Taxes	(7,755)	(364)	(666)	(614)	351	(1,293)	13	109	122
Depreciation and Amortization Expense	2,734	1,170	1,443	1,662	1,814	6,089	1,629	1,700	3,330
EBITDA	\$ 8,227	\$ 3,142	\$ 3,477	\$ 3,001	\$ 1,821	\$11,441	\$ 1,453	\$ 2,174	\$ 3,626
Stock Based Compensation	886	246	284	297	229	1,056	324	340	664
Bargain Purchase Gain	-	-	-	-	-	-	-	-	-
(Gain) Loss on Disposition/Impairment	(51)	65	(44)	(4)	10	27	-	89	89
Acquisition Expenses	42	6	39	3	20	69	(0)	32	32
Adjusted EBITDA	\$ 9,103	\$ 3,459	\$ 3,756	\$ 3,297	\$ 2,080	\$12,593	\$ 1,783	\$ 2,635	\$ 4,418

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