# Enclosed is a press release announcing the first quarter 2023 results for:



A conference call to discuss these results is scheduled for tomorrow, May 3, 2023, at 11:00 a.m. (Eastern Time)

The numbers to call for this teleconference are:

US toll free: 1-833-470-1428

US local: 1-404-975-4839

Access code for both: 890428

#### PLAYBACK:

If you are unable to participate in the call, a playback will be available until Wednesday, May 10, 2023.

The numbers to call for this playback are:

US: 1-866-813-9403

Canada: 1-226-828-7578

Int'l: +44-204-525-0658

Access code for all: 589159

A live simulcast, as well as a 30-day replay of the conference call, will be available over the Internet at https://events.q4inc.com/attendee/253347934.

(If you do not wish to continue receiving these notices, please contact NRC Health at 402-475-2525.)





Contact: Kevin R. Karas

**Chief Financial Officer** 

402-475-2525

### NATIONAL RESEARCH CORPORATION ANNOUNCES FIRST QUARTER 2023 RESULTS

LINCOLN, Nebraska (May 2, 2023) — National Research Corporation, dba NRC Health, (NASDAQ:NRC) today announced results for the first quarter 2023.

Regarding the Company's 2023 first quarter, Kevin Karas, Chief Financial Officer, said, "We remain focused on enabling healthcare organizations to deliver personalized care, including the recent announcement of MyView to integrate patient insights directly into the EHR to support care teams in understanding the unique and individual needs of the patients they serve. We are further expanding our sales and marketing resources in support of increased awareness and adoption of the Human Understanding Program to benefit both the patients being served and front-line caregivers."

The Company's Board of Directors maintained its capital allocation priorities of funding innovation and growth investments, including merger and acquisition activity, as well as internal projects, shareholder dividends and share repurchases during 2023. In the first quarter of 2023, the Company funded \$2.9 million for innovation and growth, \$3.0 million for dividend payments, and \$2.0 million for share repurchases.

Diluted earnings per share decreased to \$0.28 for the quarter ended March 31, 2023, from diluted earnings per share of \$0.34 for the quarter ended March 31, 2022.

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A live simulcast of National Research Corporation's 2023 first quarter conference call will be available online at <a href="https://events.q4inc.com/attendee/253347934">https://events.q4inc.com/attendee/253347934</a> May 3, 2023, beginning at 11:00 a.m. Eastern time. The online replay will follow approximately one hour later and continue for 30 days.

For more than 40 years, NRC Health (NASDAQ: NRC) has led the charge to humanize healthcare and support organizations in their understanding of each unique individual. NRC Health's commitment to Human Understanding® helps leading healthcare systems get to know each person they serve not as point-in-time insights, but as an ongoing relationship. Guided by its uniquely empathic heritage, NRC Health's patient-focused approach, unmatched market research, and emphasis on consumer preferences are transforming the healthcare experience, creating strong outcomes for patients and entire healthcare systems. For more information, email info@nrchealth.com, or visit www.nrchealth.com.

This press release contains certain statements that may be considered forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and such statements are subject to the safe harbor created by those sections and the Private Securities Litigation Reform Act of 1995, as amended. Such statements may be identified by their use of terms or phrases such as "believes," "expect," derivations thereof, and similar terms and phrases. Forward-looking statements are based upon the current beliefs and expectations of our management and are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified, which could cause future events and actual results to differ materially from those set forth in, contemplated by, or underlying the forward-looking statements, including those risks and uncertainties as set forth in the Risk Factors section of our Annual Report on Form 10-K for the year ended December 31, 2022 and various disclosures in our press releases, stockholder reports, and other filings with the Securities and Exchange Commission. We disclaim any obligation to update or revise any forward-looking statements to reflect actual results or changes in the factors affecting the forward-looking information.

# NATIONAL RESEARCH CORPORATION AND SUBSIDIARY

# **Unaudited Condensed Consolidated Statements of Income**

(In thousands, except per share data)

Three	months	ended
1	March 3	31.

	March 31,			
	2023		2022	
Revenue	\$	36,473	\$	38,441
Operating expenses:				
Direct		14,280		14,779
Selling, general and administrative		11,783		10,649
Depreciation and amortization		1,394		1,316
Total operating expenses		27,457		26,744
Operating income		9,016		11,697
Other income (expense):				
Interest income		250		5
Interest expense		(241)		(317)
Other, net		(14)		48
Total other income (expense)		(5)		(264)
Income before income taxes		9,011		11,433
Income tax provision		2,047		2,894
Net income	<u>\$</u>	6,964	\$	8,539
Earnings Per Share of Common Stock:				
Basic Earnings Per Share	<u>\$</u>	0.28	\$	0.34
Diluted Earnings Per Share	<u>\$</u>	0.28	<u>\$</u>	0.34
Weighted average shares and share equivalents outstanding				
Basic		24,585		25,251
Diluted		24,738		25,390

# NATIONAL RESEARCH CORPORATION AND SUBSIDIARY

## **Unaudited Condensed Consolidated Balance Sheets**

(Dollars in thousands, except share amounts and par value)

		March 31, 2023		December 31, 2022	
<u>Assets</u>					
Current assets:			Φ.	•••	
Cash and cash equivalents	\$	23,724	\$	25,026	
Accounts receivable, net		14,220		14,461	
Other current assets		7,228		4,229	
Total current assets		45,172		43,716	
Property and equipment, net		19,486		17,248	
Goodwill		61,614		61,614	
Other, net		8,034		7,883	
Total assets	\$	134,306	\$	130,461	
Liabilities and Shareholders' Equity					
Current liabilities:					
Current portion of notes payable	\$	4,546	\$	4,491	
Accounts payable and accrued expenses		5,193		5,136	
Accrued compensation		4,977		4,551	
Deferred revenue		15,896		15,198	
Dividends payable		2,953		2,956	
Other current liabilities		2,547		1,085	
Total current liabilities		36,112		33,417	
Notes payable, net of current portion and unamortized debt issuance costs		16,530		17,690	
Other non-current liabilities		6,999		7,321	
Total liabilities		59,641		58,428	
Shareholders' equity:					
Preferred stock, \$0.01 par value, authorized 2,000,000 shares, none issued					
Common stock, \$0.001 par value; authorized 110,000,000 shares, issued 30,943,119 in 2023 and 30,922,181 in 2022, outstanding 24,599,815 in					
2023 and 24,628,173 in 2022		31		31	
Additional paid-in capital		176,057		175,453	
Retained earnings (accumulated deficit)		(21,173)		(25,184)	
Treasury stock		(80,250)		(78,267)	
Total shareholders' equity		74,665		72,033	
Total liabilities and shareholders' equity	\$	134,306	\$	130,461	