Doximity Inc
(NYSE: DOCS)

April 13th, 2026

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Executive Summary

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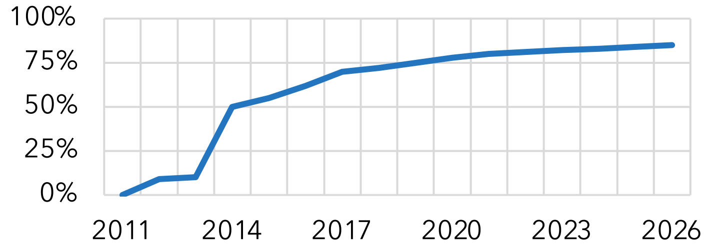
Current Price: $21.05	Target Price: $42.72	Upside: 102.9%	Time Horizon: 5 years

Investment Recommendation

- We recommend **a long position** on DOCS, with an investment exit in **2031**
- We expect to see a **102.9% upside** to **$42.72** on a forward **14x** EV/EBITDA multiple in our base case

% U.S. Physicians on Doximity



Macro Backdrop

- **16 of top 20 pharma** clients froze budgets in late 2025 due to **MFN** pricing agreements with the White House
- This is a **policy-driven timing issue** rather than a demand problem

Valuation Justification

- CEO Jeff Tangney stated **January pharma bookings** growth rate has been the **best** they have seen since going public showing that Q3 budgets will roll into upsell
- **16 of top 20 pharma** manufacturers have signed **Most Favorable Nation deals,** meaning 2026 media plans can finally be executed with confidence
- **Pathway AI**, medical induced research AI, has strong inbound demand and a product launch **expected this year** → yet it has not been commercialized yet meaning the revenue upside is incremental
- Even with heavy AI infrastructure investment, Doximity is guiding to **50%+ adjusted EBITDA** margins, ~90% gross margins, zero debt, and $735M in cash

Scenario	Price Target	Upside	Key Assumptions
Base	$42.72	102.9%	• **On-time** AI Pathways rollout drives incremental monetization • MFN impact proves **temporary** as marketing demand normalizes
Bull	$46.65	121.6%	• MFN pressure **fades**, driving drug launches and ad spend • Pathway AI **adoption exceeds,** and pharma budgets shift digital
Bear	$35.07	66.6%	• Pathway AI **delayed** to 2027–28, limits near-term revenue upside • **Stricter MFN** compresses pharma pricing & drug launches

Company Overview

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Doximity is the **leading digital platform** for U.S. medical professionals, connecting more than **85% of U.S. physicians**. Doximity's network integrates pharma marketing, health system hiring, clinical workflow, telehealth, and AI tools: "LinkedIn for Physicians"

Marketing Solutions (~90%)

Pharma manufacturers reach verified HCPs via targeted digital campaigns

- Near "NPI level identity targeting"
- **10:1** client **ROI**, all the way up to **57:1 ROI** for Main Line Health

Hiring Solutions (~4.6%)

Health systems recruit physicians & practitioners on the U.S. clinical network

- **Job Post**: posted by recruiting firms
- **Direct Message**: Recruiters, physicians, & administrators can directly message

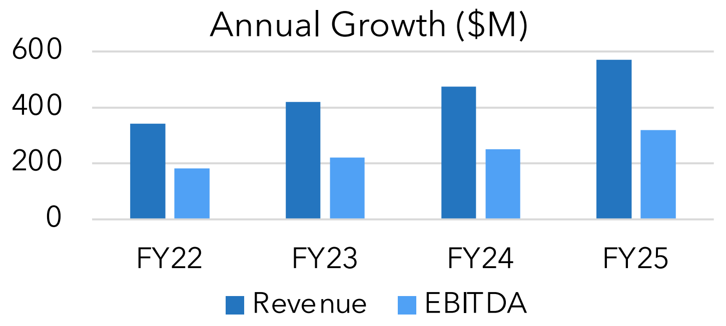
Workflow Solutions (~1%)

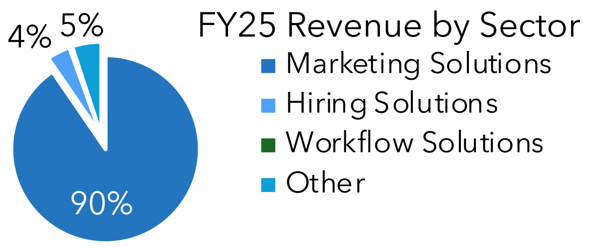
Clinicians manage fax, telehealth, AI-assisted tasks with DoxGPT & Scribe

- **720k** unique prescribers used workflow tools in Q3 2026, record increase
- News feed had **1M+ active members**

Current Price	$21.86
Shares Outstanding	133.81M
Market Cap	4.21B
Enterprise Value	3.48B
% of 52-Week High	29%
EV/EBITDA	14x

Revenue Breakdown





Strategic Moat & AI Expansion

AMiON

pathway

Dominates network of U.S. physicians with **85%** penetration, creates high switching costs from embedded workflows/data
AMiON strengthens **workflow integration** with physician scheduling, increasing daily engagement & platform stickiness
Acquisition of Pathway enables Doximity to leverage DoxGPT and AI tools to monetize largest user segment (HCPs)

Industry Overview

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Doximity primarily makes their revenue from the **HCP-driven pharmaceutical marketing** and **expanding into AI**. Both industries have projected growth, with HCP-driven pharma marketing particularly growing due to digital penetration & scrutiny on DTC-marketing.

Pharmaceutical Marketing and AI Industries

- Pharma digital advertising market newly projected to increase from **5-6% to 6-7%** CAGR over next couple of years
- HCP-driven digital marketing projected **10.7%** CAGR until 2027 (eMarketer) and **6.7%** CAGR until 2028 (Goldman Sachs)
- **10.64%** CAGR for global AI use in pharmaceutical companies

TAM (2025)	SAM (2025)	SOM (2025)
$24.8 Billion	$11.68 Billion	$2.1 Billion

Tailwinds

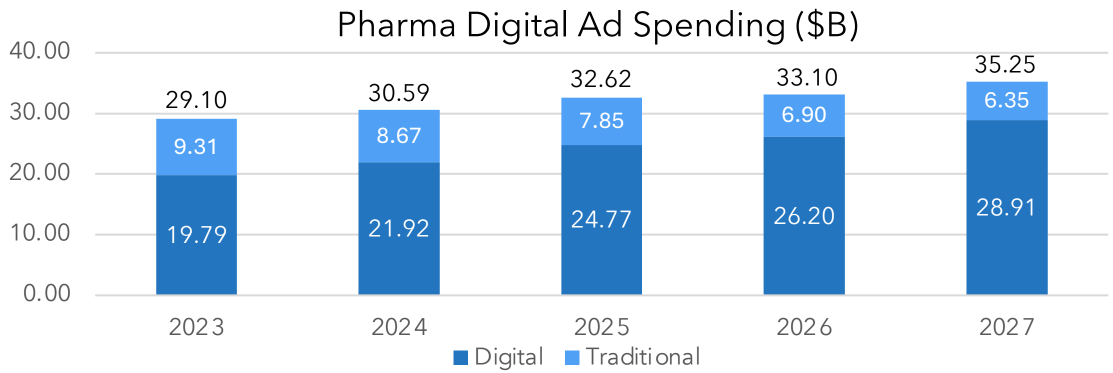
- **6% digital penetration** in pharma advertising
- Trump trying to remove 1997 "adequate provision" **shift DTC to HCP** by 2%
- <50% physicians allow reps
- Product launches in obesity, cardiovascular, oncology

Headwinds

- Pharma allocating more money to **OpenEvidence** and **Medscape**
- Shift from HCP channels to payor and patient programs
- MFN **reduces marketing budgets by 0.4%**

Competitive Analysis

Company	Product	Moats	KPIs
OpenEvidence	AI helping with medical decisions	Partnerships to top medical research	~40% physicians. 90% gross margins
Medscape	Medical news & clinical references	Established brand. Access to CME credits	~94% physicians use monthly. ~174.81M rev
Veeva	Cloud system increasing efficiency	Integrated system. High switching costs	~80% of pharma sales reps. ~2.684 billion rev



Investment Setup

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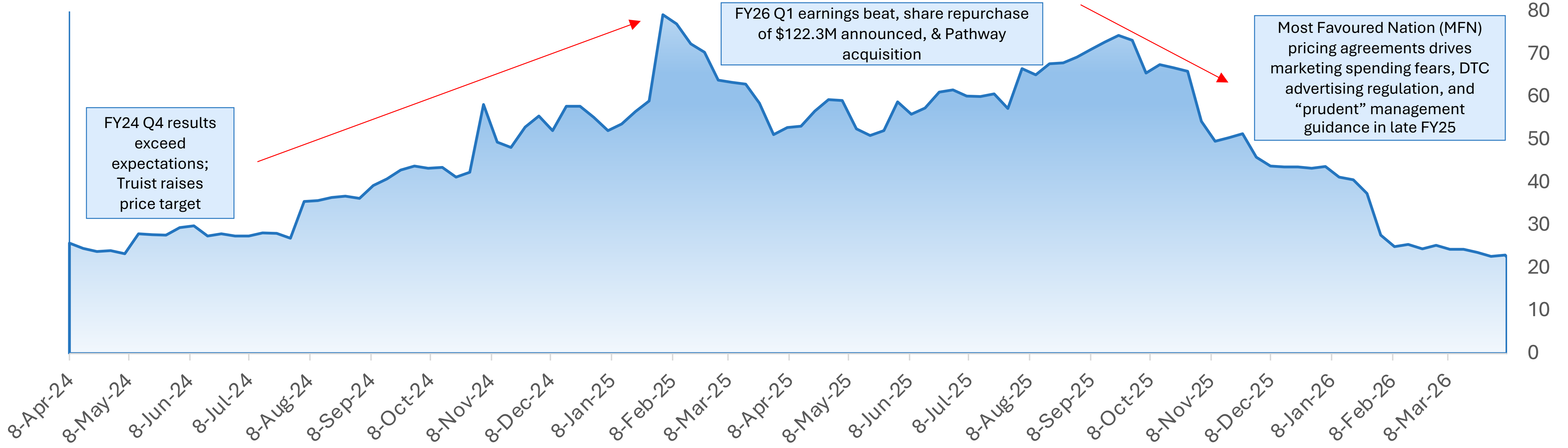
Doximity Share Price



The Opportunity

The street perceives Doximity as a business heavily reliant on its mature marketing solutions segment, which has experienced increasing uncertainty due to **MFN**, which is viewed as a secular trend, and **macroeconomic headwinds** under the current administration, which has caused the **price drop ~72%** since its peak in Q4 FY2. Bears worry that a shift to AI and scaling of tools like DoxGPT and Scribe will **squeeze margins**, especially because AI infrastructure investments are still costs with no revenue.

We believe that the market is mispricing Doximity due to a noisy **short-term regulatory environment** surrounding drug pricing not fundamental flaws within its business. Management recently noted the tense environment has led to **"scenario-planning"** where pharmaceutical companies are re-evaluating their near-term budgets.

Thesis 1: Short-term Uncertainty Perceived as Structural Weakness

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A policy-driven budget freeze temporarily displaced **Q3 bookings into Q4,** but historical precedent across four major drugs shows revenue disruption does not translate proportionally into HCP marketing cuts making Doximity's revenue dip a timing event, not a demand signal

What is MFN Pricing?

- Policy requiring pharmaceutical companies to offer government same or lower price than any other buyer
- Pricing uncertainty forced pharma to renegotiate contracts, pausing spending commitments

Why Q3 Missed

- Projected only **~4% YoY** revenue growth
- Driven by delayed booking in Q3 to Q4 as pharma waited MFN clarity

Why It's Resolved

- 16/20 of the top pharma companies signed MFN agreements when **tariff of 100%** was clear
- In January 2026 they recommitted budgets

Why Demand Stays

- January pharma bookings has been strongest since IPO
- Net revenue retention: **112%** overall and 117% for top 20 customers

MFN Reshaping Pharma's Commercial Model

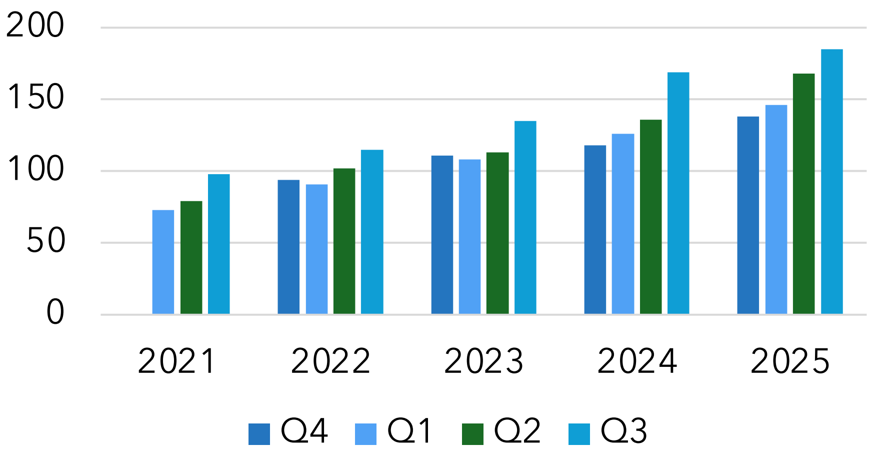
MFN pricing pressure = tighter margins · higher uncertainty for pharma

Higher ROI Required commercial spend less budget forgiveness	**Narrower patient** populations targeted Precision over scale	**Launch execution** elevated in importance No room for slow starts

Doximity = Physician network · engagement data Precision targeting at scale

High ROI of 11:1 even high as 57:1 ROI for client initiatives	**Faster Launches** Speed-to-prescribers	**NPI Level of Targeting** Manages across markets

Calendar Year Revenue by Quarter ($M)



Thesis 2: AI Monetization Unlocks High Growth Margin

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Doximity's AI is currently unmonetized, but Doximity's existing network and workflow integration position it to convert adoption into high-margin revenue not reflected in valuation

Pathway Acquisition

- AI clinical reference platform (~$63M acquisition)
- 1M+ users across 10k+ facilities before acquisition showing high demand

pathway

AI Integration

- AI suite integrated in workflow (Scribe, Write, Answer)
- ~300K+ prescribers using tools → already part of daily workflow

DoxGPT

What the Market Missed

- Currently, Doximity's AI platform contribute **zero revenue** in guidance despite rapid user adoption
- Market focused on **~4% near-term growth** due to the ongoing pharmaceuticals MFN budget uncertainty
- Valuation reflects the current slowing marketing business, not a **scalable AI** platform

Why DOCS Wins

- **~300K+ physicians** already using AI tools shows adoption NRR > **110%** demonstrates willingness to pay for incremental products
- AI embedded in workflow (documentation, contacting) represents high value enterprise use cases
- Pathway adds **clinical-grade AI** + prior paid adoption

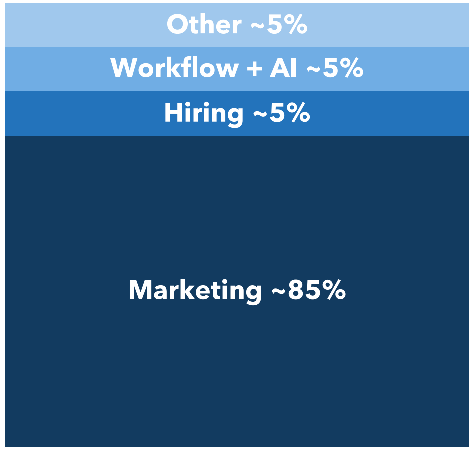
Expert Calls

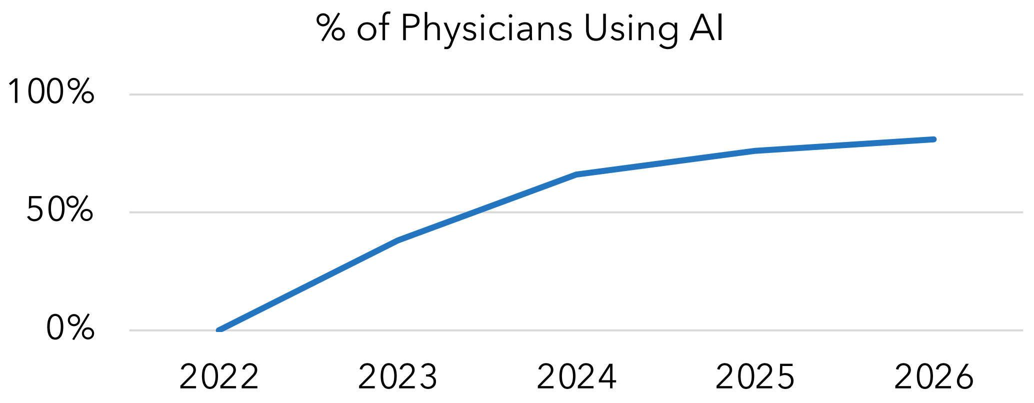
"Incorporating AI now, it's becoming an essential aspect of your capability. …it's becoming the standard of care."

"Once you use [Doximity], it's not easy to shift to other workflows and other platforms."

"I would say 80%-90%, I will still be using Doximity in some capacity. [with commercializing AI]"

Future Revenue Mix





Thesis 3: Increased Rollout of Year 1 Drugs Drives Launch Budgets

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FDA approval peaks, combined with separately funded HCP-focused Year 1 launch budgets, create a growing influx into physician marketing spend, further accelerated by CNPV vouchers that are disproportionately awarded to Doximity's existing pharma clients.

Launch-Driven Dynamics

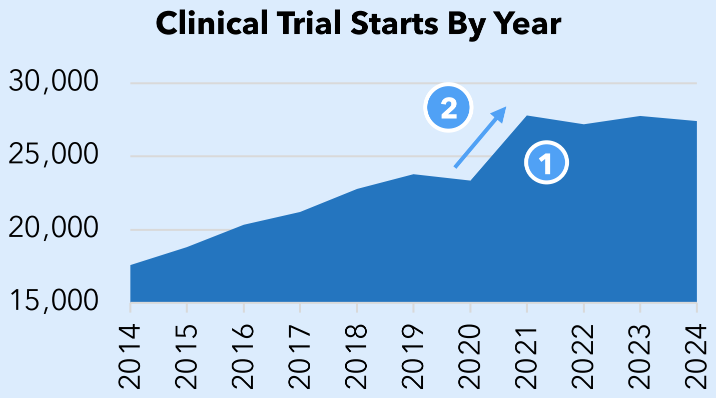
Importance of Year 1 Budgets

- New drugs are supported by separate Year 1 marketing budgets that prioritize physician awareness and adoption
- These budgets are **10x larger** than those for established drugs (multiple years)
- **~80% of drugs** that underperform in the **first 6 months**, requiring them to reach an efficient platform like Doximity

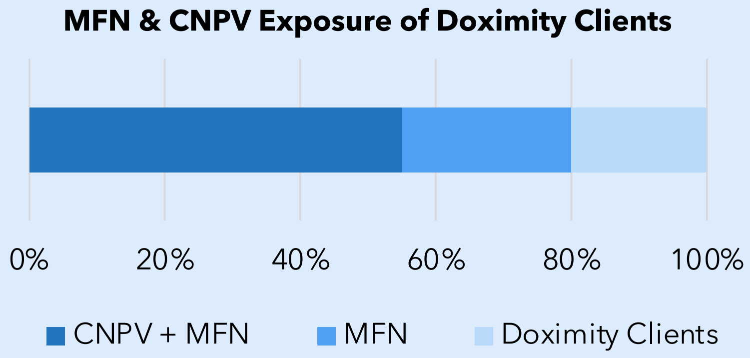
CNPV Voucher Acceleration

- CNPV vouchers are FDA-granted priority review incentives that accelerate drugs entry into the market
- These vouchers are disproportionately awarded to large pharma companies, most of which are Doximity clients
- Increases the likelihood of concentrated launch spending on Doximity's platform

Clinical Trials and CNPV Exposure



1. Sustained 2021 clinical trial peak suggests growing future drug pipeline, materializing over a **6-9 year** timeline
2. **+19% trials increase** from 2020-2021
3. Higher drug approval means more launches and marketing in trade horizon
4. **35%** of 2025 drug approvals were oncology & **10x growth** in obesity market (2020-2025) → higher marketing needs



A majority (55%) of Doximity's top clients have both signed MFN agreements and hold CNPV exposure as it was used to incentivize MFN

Leads to **accelerated** launch timelines for pharma manufacturers, increasing marketing spend and Doximity's revenue

Catalysts

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1 Q4 Earnings Report | 2 Pathway AI | 3 DTC Activity | 4 Contract End

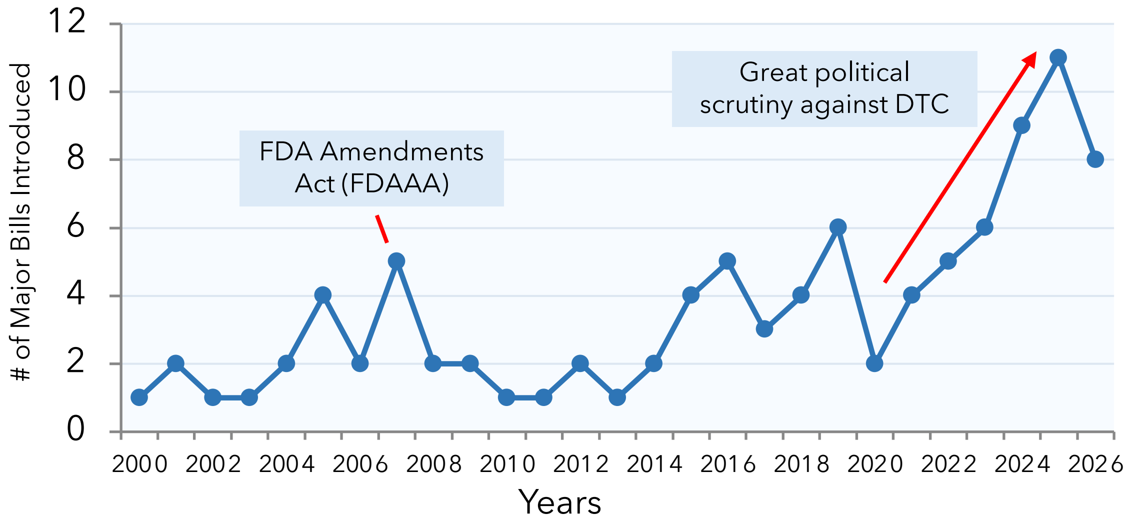
Q4 FY26 Earnings Report

- Large pharma contracts that slipped from **Q3 into Q4** set up expectations for renewed **double-digit growth**, with a beat-and-raise driven by deferred deals
- **May 19, FY2027** will be the first earnings release where those contracts actually hit the income statement
- "January pharma bookings has been **strongest** since IPO"

Pathway AI commercial launch

- Doximity is working to flip the Pathway acquisition from a balance sheet cost into a **revenue-generating product** by end of FY26 into FY27 with 300k users already on its platform
- With **100K+ healthcare** companies already on the platform for workflow tools, Pathway is expected to expand **Doximity's TAM by 5-7%** by 2031

Volume of Pharmaceutical DTC Legislative Activity



2028 Contract End

- Per recent SEC filings and early 2026 reports, most "Most Favored Nation" drug contracts **run three-year terms**
- This renewals line is in line with a new presidential term, opening a **renegotiation window**

Year 1 Drugs

- Drugs that got clinical approval in 2021 take **6-10 years** to reach **FDA approval**, and Year 1 launch budgets are typically 10x higher than ongoing spend
- Year 1 drugs also carry **x10 marketing budget structures**

Risks and Mitigants

	Risks	Mitigants
Pharma Budget Timing and Concentration Risk	• ~75-80% of revenue is tied to **pharma marketing** budgets, creating **dependence** on a single market • Policy uncertainty (**MFN**, **IRA** drug pricing reforms) and budget caution may **delay** or constrain **pharma marketing** spend • If pharma spend does not normalize, **risk** of DOCS becoming a **low growth** ad-driven business	• Pharma budgets appear delayed, not reduced, with a ~6-week timing shift due to policy uncertainty • 16 of top 20 pharma clients signed MFN agreements (**budgets** are now **clearer**), and **January bookings** are **highest since IPO**, indicating demand recovery • **NRR** remains **above 110%** (117% with top clients), supporting expansion within existing accounts
AI Monetization Execution Risk	• **AI** tools are **widely adopted** but they're not yet monetized, with **zero revenue** contribution currently • Pharma companies or health systems may **not allocate** sufficient **budget** to AI, or may stick with **existing systems** (Epic) rather than adopt new AI • If AI fails to monetize, DOCS will lose a key growth driver and remains ad-driven, limiting reacceleration	• ~**300K+ physicians** already using AI tools, which creates a **built-in user base** for future monetization • Pharma allocates **~10%** of **budgets** to **innovation** spend, creating a funding source for AI adoption • **AI** integrated into **workflow** + enterprise **solutions**, which then enables **high-value use cases** beyond basic tools (documentation, decision support, etc.)
Physician Engagement & Platform Dependency Risk	• Revenue directly depends on physician engagement, as pharma pays for an active user base • **Usage** may be **infrequent** or **limited** to specific features, **reducing** overall physician **engagement** • If **engagement declines** or shifts to competing platforms, the **ROI** for pharma companies **decreases**, both reducing spend and limiting growth	• Doximity remains a core and **embedded HCP platform**, seen as essential for targeted engagement • **Workflow tools** (Dialer, secure messaging, AI documentation and support) **increase** daily **utility** and **switching costs**, supporting engagement • 85% physician penetration and a verified identity network form a **trusted platform** difficult to replicate

Implied Share Price and Sensitivity Analysis

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Share Price Calculation: Perpetuity Growth	
WACC	**8.03%**
Perpetuity Growth Rate	**3.00%**
Terminal Value	**$9,330.1**
Present Terminal Value	**$6,342.4**
Implied Enterprise Value	**$7,689.1**
Less Debt	(10.2)
Less Preferred Stock	0.0
Less Minority Interest	0.0
Plus: Cash and Equivalents	915.7
Implied Equity Value	**$8,594.6**
Total Diluted Shares Outstanding:	201
Implied Equity Value Per Share	**$42.72**
Current Share Price	**$21.86**
Implied Upside	**109.24%**

Equity Value Per Share ($): Perpetuity Growth Method

WACC	Inflation Rate				
	2.00%	2.50%	3.00%	3.50%	4.00%
7.03%	$44.09	$47.88	$52.62	$58.69	**$66.77**
7.53%	$40.35	$43.40	$47.12	$51.76	$57.72
8.03%	$37.23	$39.72	**$42.72**	$46.37	$50.93
8.53%	$34.59	$36.66	$39.11	$42.05	$45.64
9.03%	**$32.33**	$34.08	$36.11	$38.52	$41.40

Valuation Rationale

- We chose the **Perpetuity Growth Method** because Doximity does not have direct comparable companies as shown in Comps
- Has generated positive cash flows for 27 consecutive quarters, operating an asset-light business model with healthy balance sheets and little to no debt
- **Risk-reward Ratio of 1:4.5**. Even in our bear case, we still assume an upside of 47.9%, which means that we see the stock price rising even in a worst-case scenario

Bear Case

$32.33

- Upside: *47.9%*
- PGR: *2.00%*
- WACC: *9.03%*
- Low FCFs, compressed margins

Base Case

$42.72

- Upside: *109.2%*
- PGR: *3.00%*
- WACC: *8.03%*
- Consensus view; most likely scenario

Bull Case

$66.77

- Upside: *205.4%*
- PGR: *4.00%*
- WACC: *7.03%*
- Catalysts realize; best-case

Appendix: Comparable Company Analysis & Assumptions

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Company	Ticker	Share Price	EPS	P/E	Market Cap ($M)	Enterprise Value ($M)	LTM Revenue ($M)	LTM EBITDA ($M)	EV/Revenue	EV/EBITDA
American Well Corporation	AMWL	$5.71	-5.96	NM	91.0	-86.8	249.3	-60.1	0.7x	-0.8x
Waystar Holding Corp	WAY	$21.50	0.61	5.5x	4,121.2	5,526.0	1,099.3	392.0	5.0x	14.2x
Phreesia, Inc.	PHR	$8.75	0.04	218.8x	508.6	537.2	480.6	20.7	1.1x	18.2x
Veeva Systems	VEEV	$166.57	5.43	30.7x	28,420.0	21,950.0	3,195.0	985.0	6.9x	23.0x
Mean	**-**	**$51.48**	**0.97**	**63.7x**	**7,367.9**	**5,713.1**	**1,068.7**	**278.6**	**2.9x**	**11.5x**
Median	**-**	**$16.83**	**2.20**	**112.4x**	**480.4**	**494.7**	**415.2**	**94.9**	**1.9x**	**11.9x**
Doximity	**DOCS**	**$21.86**	**1.19**	**18.4x**	**4,210.0**	**3,480.0**	**637.8**	**245.5**	**5.5x**	**13.8x**

WAYSTAR Veeva American Well® Phreesia

Assumptions

Revenue Growth **13 - 18%**	Gross Margin **87 - 91%**
EBITDA Margin **47 - 59%**	EBIT Margin **52 - 58%**

Key Insights

- **EPS:** Doximity is actually profitable in a peer group where most companies are barely breaking even or losing money – a clear sign of business model strength
- **Market Cap:** Well above the median $480M, the market sees Doximity as a scaled, credible business, not a speculative small cap
- **EV/Revenue:** Trading near the top of the peer range, the market is betting heavily on future revenue growth, slowdown will hurt
- **EV/EBITDA:** A modest valuation to the median as market is rewarding profitability without irrational valuation

Appendix: DCF Calculations Bull

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($mm)	Historical 2022	2023	2024	2025	Projected 2026	2027	2028	2029	2030
Revenue	344	419	475	570	697	810	887	1,008	1,153
% Growth		22.0%	13.4%	20.0%	22.2%	16.2%	9.5%	13.7%	14.3%
Gross Profit	309	376	435	525	638	741	811	923	1,055
% Rev	89.9%	89.7%	91.5%	92.1%	91.5%	91.5%	91.5%	91.5%	91.5%
EBITDA	150	184	230	314	404	461	505	585	680
% Rev	43.7%	43.9%	48.5%	55.0%	58.0%	57.0%	57.0%	58.0%	59.0%
Less: Depreciation and Amortization	5	10	10	11	14	17	18	21	24
% Rev	1.5%	2.5%	2.2%	1.9%	2.1%	2.1%	2.1%	2.0%	2.1%
EBIT	146	186	246	343	390	444	487	564	656
% Rev	42.6%	44.5%	51.8%	60.2%	55.9%	54.9%	54.9%	56.0%	56.9%
Less: Taxes	(41)	20	38	40	72	86	94	86	108
EBIAT	187	166	208	303	318	358	393	479	549
Plus: Depreciation and Amortization	5	10	10	11	14	17	18	21	24
Less: CapEx	6	6	6	6	10	10	11	13	15
% Rev	1.7%	1.5%	1.2%	1.1%	1.4%	1.3%	1.2%	1.3%	1.3%
Less: Change in Working Capital		43	-70	167	34	38	22	80	56
% Rev		10.3%	-14.8%	29.2%	4.9%	4.7%	2.4%	8.0%	4.8%
Unlevered Free Cash Flows	**186**	**127**	**283**	**140**	**289**	**327**	**379**	**406**	**502**

DISCOUNTED FCF CALCULATIONS	2026	2027	2028	2029	2030	Terminal
Terminal Value						10,287
Total Unlevered FCF	289	327	379	406	502	502
Discount Period (years)	1.0	2.0	3.0	4.0	5.0	5.0
Discount Factor	0.93	0.86	0.79	0.73	0.68	0.68
Discounted Free Cash Flows	**$267**	**$280**	**$301**	**$298**	**$341**	**$341**

Appendix: DCF Calculations Base

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($mm)	Historical 2022	2023	2024	2025	Projected 2026	2027	2028	2029	2030
Revenue	344	419	475	570	655	768	862	974	1,106
% Growth	N/A	22.0%	13.4%	20.0%	14.7%	17.3%	12.2%	13.0%	13.6%
Gross Profit	309	376	435	525	594	693	777	873	1,010
% Rev	89.9%	89.7%	91.5%	92.1%	90.8%	90.3%	90.2%	89.7%	91.3%
EBITDA	150	184	230	314	362	412	465	537	618
% Rev	43.7%	43.9%	48.5%	55.0%	55.3%	53.6%	54.0%	55.2%	55.9%
Less: Depreciation and Amortization	5	10	10	11	13	16	18	20	23
% Rev	1.5%	2.5%	2.2%	1.9%	2.1%	2.1%	2.1%	2.0%	2.1%
EBIT	146	186	246	343	348	395	448	518	595
% Rev	42.6%	44.5%	51.8%	60.2%	53.2%	51.5%	51.9%	53.2%	53.8%
Less: Taxes	(41)	20	38	40	64	77	86	79	98
EBIAT (NOPAT)	187	166	208	303	284	318	361	439	498
Plus: Depreciation and Amortization	5	10	10	11	13	16	18	20	23
Less: CapEx	6	6	6	6	9	10	11	12	14
% Rev	1.7%	1.5%	1.2%	1.1%	1.4%	1.3%	1.2%	1.3%	1.3%
Less: Change in Working Capital	N/A	43	-70	167	23	38	26	74	51
% Rev	N/A	10.3%	-14.8%	29.2%	3.5%	5.0%	3.0%	7.6%	4.6%
Unlevered Free Cash Flows	**192**	**127**	**283**	**140**	**266**	**287**	**342**	**373**	**455**

DISCOUNTED FCF CALCULATIONS	2026	2027	2028	2029	2030	Terminal
Terminal Value						8,544
Total Unlevered FCF	266	287	342	373	455	455
Discount Period (years)	1.0	2.0	3.0	4.0	5.0	5.0
Discount Factor	0.93	0.86	0.79	0.73	0.68	0.68
Discounted Free Cash Flows	**$246**	**$246**	**$271**	**$274**	**$309**	**$309**

Appendix: DCF Calculations Bear

doximity

($mm)	2022	2023	2024	2025	2026	2027	2028	2029	2030
	Historical				Projected				
Revenue	344	419	475	570	637	713	896	911	1,026
% Growth		22.0%	13.4%	20.0%	11.7%	11.8%	25.7%	1.7%	12.6%
Gross Profit	309	376	435	525	554	620	780	793	893
% Rev	89.9%	89.7%	91.5%	92.1%	87.0%	87.0%	87.0%	87.0%	87.0%
EBITDA	150	184	230	314	299	342	439	446	513
% Rev	43.7%	43.9%	48.5%	55.0%	47.0%	48.0%	49.0%	49.0%	50.0%
Less: Depreciation and Amortization	5	10	10	11	13	15	19	19	21
% Rev	1.5%	2.5%	2.2%	1.9%	2.1%	2.1%	2.1%	2.0%	2.1%
EBIT	146	186	246	343	286	327	421	428	492
% Rev	42.6%	44.5%	51.8%	60.2%	52.0%	47.7%	46.4%	48.2%	48.5%
Less: Taxes	(41)	20	38	40	71	78	85	78	94
EBIAT	187	166	208	303	215	249	336	350	398
Plus: Depreciation and Amortization	5	10	10	11	13	15	19	19	21
Less: CapEx	6	6	6	6	9	9	11	11	13
% Rev	1.7%	1.5%	1.2%	1.1%	1.4%	1.3%	1.2%	1.3%	1.3%
Less: Change in Working Capital		43	-70	167	18	25	51	10	44
% Rev		10.3%	-14.8%	29.2%	2.8%	3.6%	5.7%	1.1%	4.3%
Unlevered Free Cash Flows	**186**	**127**	**283**	**140**	**202**	**229**	**292**	**347**	**361**

DISCOUNTED FCF CALCULATIONS	2026	2027	2028	2029	2030	Terminal
Terminal Value						7,408
Total Unlevered FCF	202	229	292	347	361	361
Discount Period (years)	1.0	2.0	3.0	4.0	5.0	5.0
Discount Factor	0.93	0.86	0.79	0.73	0.68	0.68
Discounted Free Cash Flows	**$187**	**$197**	**$232**	**$255**	**$246**	**$246**

Appendix: Sensitivity Analysis

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Equity Value Per Share ($): Exit Multiple Method					
	WACC				
43.7x	7.03%	7.53%	8.03%	8.53%	9.03%
12.8x	$42.98	$42.16	$41.36	$40.58	$39.82
13.3x	$44.18	$43.34	$42.51	$41.70	$40.92
13.8x	$45.39	$44.51	$43.66	$42.83	$42.02
14.3x	$46.59	$45.69	$44.81	$43.95	$43.12
14.8x	$47.80	$46.86	$45.96	$45.07	$44.21

Equity Value Per Share ($): Perpetuity Growth Method					
	WACC				
$46.65	2.00%	2.50%	3.00%	3.50%	4.00%
7.03%	$48.16	$52.34	$57.56	$64.26	$73.17
7.53%	$44.04	$47.40	$51.50	$56.62	$63.19
8.03%	$40.60	$43.35	$46.65	$50.67	$55.70
8.53%	$37.69	$39.97	$42.67	$45.91	$49.87
9.03%	$35.19	$37.12	$39.37	$42.02	$45.20

Appendix: Share Price Calculations

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Share Price Calc: Exit Multiple	
WACC	8.03%
EBITDA Exit Multiple	13.8x
Terminal Value	$8,543.8
Present Terminal Value	$5,807.8
Implied Enterprise Value	**$7,154.6**
Less Debt	(10.2)
Less Preferred Stock	0.0
Less Minority Interest	0.0
Plus: Cash and Equivalents	915.7
Implied Equity Value	**$8,060.1**
Total Diluted Shares Outstanding:	201
Implied Equity Value Per Share	**$40.06**
Current Share Price	$21.86
Implied Upside	83.25%

Share Price Calc: Perpetuity Growth	
WACC	8.03%
Perpetuity Growth Rate	3.00%
Terminal Value	$9,330.1
Present Terminal Value	$6,342.4
Implied Enterprise Value	**$7,689.1**
Less Debt	(10.2)
Less Preferred Stock	0.0
Less Minority Interest	0.0
Plus: Cash and Equivalents	915.7
Implied Equity Value	**$8,594.6**
Total Diluted Shares Outstanding:	201
Implied Equity Value Per Share	**$42.72**
Current Share Price	$21.05
Implied Upside	102.92%

Appendix: Income Statement

Income Statement

Doximity Inc.

($mm)	Historical 2022	2023	2024	2025	Projected 2026	2027	2028	2029	2030
Revenues	343.5	419.1	475.4	570.4	643.4	701.3	768.6	824.8	989.5
COGS (excl. D&A)	34.8	43.2	40.4	45.2	59.3	68.1	75.2	85.4	86.1
Gross Profit	308.7	375.9	435.0	525.2	584.2	633.2	693.5	739.4	903.5
Operating Expenses	158.5	191.9	204.5	211.3	228.3	257.3	278.4	284.1	350.3
EBITDA	150.3	184.0	230.5	313.8	355.8	375.9	415.1	455.3	553.2
D&A	5.0	10.3	10.3	10.7	7.8	7.5	8.3	(21.0)	18.0
EBIT	146.28	186.46	246.04	343.19	348.0	368.5	406.7	476.3	535.2
Interest Income	2.10	9.30	21.70	35.90	35.90	35.90	35.90	35.90	35.90
Interest (Expense)	-	-	-	-	-	-	-	-	-
Non-Operating Gains/(Losses)	(0.40)	(0.10)	0.10	(0.20)	0.3	0.3	0.3	0.3	0.4
Pre Tax Income	148.0	195.7	267.8	378.9	384.2	404.6	442.9	512.5	571.5
Tax Expense	(40.8)	20.3	37.6	40.4	70.6	78.5	85.5	77.9	93.7
Net Income	**188.78**	**175.36**	**230.24**	**338.49**	**314**	**326**	**357**	**435**	**478**

Appendix: Balance Sheet

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Balance Sheet

Doximity Inc.

	Historical			
($mm)	**2022**	**2023**	**2024**	**2025**
Cash & Equivalents	798.10	841.00	762.90	915.70
Receivables, Net	84.60	112.00	107.40	135.90
Inventories	-	-	-	-
Other Current Assets	21.40	22.40	42.60	37.10
Current Assets	904.10	975.40	912.90	1,088.70
PP&E, Net	9.60	25.30	24.70	22.50
Other Assets	77.70	136.30	141.80	153.20
Total Assets	**991.40**	**1,137.00**	**1,079.40**	**1,264.40**
Payables	0.50	1.30	2.30	1.40
Short-Term Borrowings	-	-	-	-
Other Current Liabilities	110.80	138.20	144.90	154.90
Current Liabilities	111.30	139.50	147.20	156.30
Long Term Leases	0.40	13.90	12.40	10.20
Other Liabilities	1.10	17.40	18.40	15.30
Stockholders' Equity	878.60	966.20	901.40	1,082.60
Total Liabilities and Equity	**991.40**	**1,137.00**	**1,079.40**	**1,264.40**
Check	-	-	-	-

Appendix: Revenue Build

	Historical				Projected				
Revenue Build (MD&A)	**2022**	**2023**	**2024**	**2025**	**2026**	**2027**	**2028**	**2029**	**2030**
BoP Customers > $100k of TTM Revenue, # of customers	**200**	**265**	**294**	**296**	**305**	**304**	**308**	**318**	**328**
Net additions to customers > $100k of TTM revenue, # of customers	65	29	2	9	-1	4	10	10	10
EoP Customers > $100k of TTM Revenue, # of customers	**265**	**294**	**296**	**305**	**304**	**308**	**318**	**328**	**338**
Total Revenue, mm	**344**	**419**	**475**	**570**	**655**	**768**	**862**	**974**	**1106**
Bear					637	713	896	911	1026
Base					655	768	862	974	1106
Bull					697	810	887	1008	1153
Y/Y Total Revenue Growth, %		*22.0%*	*13.4%*	*20.0%*	*14.7%*	*17.3%*	*12.2%*	*13.0%*	*13.6%*
Bear					*11.7%*	*8.9%*	*16.7%*	*5.7%*	*5.4%*
Base					*14.8%*	*17.3%*	*12.2%*	*13.0%*	*13.6%*
Bull					*22.2%*	*23.7%*	*15.5%*	*17.0%*	*18.4%*
Subscription Revenue, mm	**326**	**398**	**452**	**544**	**621**	**732**	**824**	**936**	**1064**
Y/Y Subscription Revenue Growth, %		*22.1%*	*13.6%*	*20.4%*	*14.1%*	*17.9%*	*12.6%*	*13.6%*	*13.7%*
Bear					603	677	859	874	984
Marketing Solutions, mm					569	621	664	704	739
Hiring Solutions, mm					31	33	33	35	36
Workflow Solutions, mm					3	5	14	15	16
Base					621	732	824	936	1064
Marketing Solutions, mm					585	655	740	844	962
Hiring Solutions, mm					33	37	40	44	49
Workflow Solutions, mm					3	40	44	48	53
Bull					663	774	849	971	1111
Marketing Solutions, mm					626	732	849	1002	1193
Hiring Solutions, mm					34	40	44	51	58
Workflow Solutions, mm					3	51	61	72	84
Other Revenue, mm	**24**	**29**	**25**	**27**	**34**	**36**	**38**	**38**	**42**
Y/Y Other Revenue Growth, %		*20.9%*	*-13.5%*	*5.0%*	*5.0%*	*5.0%*	*5.0%*	*5.0%*	*5.0%*

Appendix: Revenue Build

Revenue Segment Breakdown									
Marketing Solutions, mm	**309**	**377**	**428**	**513**	**585**	**655**	**740**	**844**	**962**
Subscription Revenue, %	*94.8%*	*94.7%*	*94.7%*	*94.3%*	*94.2%*	*89.5%*	*89.8%*	*90.1%*	*90.4%*
Y/Y Marketing Solutions Growth, %		*22.0%*	*13.5%*	*19.9%*	*14.0%*	*12.0%*	*13.0%*	*14.0%*	*14.0%*
Bear					*11.0%*	*9.0%*	*7.0%*	*6.0%*	*5.0%*
Base					*14.0%*	*12.0%*	*13.0%*	*14.0%*	*14.0%*
Bull					*22.0%*	*17.0%*	*16.0%*	*18.0%*	*19.0%*
Hiring Solutions, mm	**17**	**21**	**24**	**29**	**33**	**37**	**40**	**44**	**49**
Subscription Revenue, %	*5.2%*	*5.3%*	*5.3%*	*5.3%*	*5.3%*	*5.1%*	*4.9%*	*4.7%*	*4.6%*
Y/Y Hiring Solutions Growth, %		*23.5%*	*14.3%*	*20.8%*	*13.8%*	*12.1%*	*8.1%*	*10.0%*	*11.4%*
Bear					*7.0%*	*5.0%*	*2.0%*	*4.0%*	*5.0%*
Base					*14.0%*	*12.0%*	*8.0%*	*10.0%*	*11.0%*
Bull					*18.0%*	*16.0%*	*12.0%*	*14.0%*	*15.0%*
Workflow Solutions, mm	**-**	**-**	**-**	**2**	**3**	**40**	**44**	**48**	**53**
Subscription Revenue, %	*0.0%*	*0.0%*	*0.0%*	*0.4%*	*0.5%*	*5.5%*	*5.3%*	*5.2%*	*5.0%*
Y/Y Workflow Solutions Growth, %					*50.0%*	*1233.3%*	*10.0%*	*10.0%*	*10.0%*
Bear					*50.0%*	*50.0%*	*200.0%*	*8.0%*	*8.0%*
Base					*50.0%*	*1233.3%*	*10.0%*	*10.0%*	*10.0%*
Bull					*50.0%*	*1600.0%*	*20.0%*	*18.0%*	*17.0%*
Net Revenue Retention Rate, %	*157%*	*117%*	*114%*	*119%*	*127%*	*119%*	*120%*	*121%*	*122%*

Appendix: Industry Calculation

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TAM: Healthcare and Pharma Ad Spending

- Doximity's Total Addressable Market is the total pharmaceutical digital advertising market
- Data come from eMarketer, which reported that pharmaceutical digital ad spending was **$24.8 billion in 2025**

SAM: HCP-Driven Digital Pharma Advertising

- Doximity's Serviceable Addressable Market is the HCP-specific digital pharma advertising marketing
- According to Bank of America Global Research report, **47.1% of digital pharma marketing** is allocated to HCP

0.471 * $24.8 Billion = **$11.68 Billion**

SOM: HCP-Driven Advertising through Physical Channels

- Doximity's Sizable Obtainable Market looks specialized physician channels rather than large-scale marketing
- According to eMarketer, pharma B2B digital ad spending (Doximity's main industry) is **$2.11 billion**
- "Marketing solution" accounts for **90% of revenue**, but it also gets money from other places
    - Hiring Solutions (~5%), and they might start monetizing workflow and subscriptions, increasing SOM

Potential New TAM: AI Clinical Workflow Product

- Doximity can capture more of AI in clinical workflow through DocsGPT, which has future monetization potential
- $2.78B for global AI use in clinical workflow, with majority from hospitals and diagnostics (not physician facing)
- Physician-facing quite small (estimated ~20%-40%), so it gives **~$834 million potential from AI**

Appendix: Sources

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Volume of Pharmaceutical DTC Legislative Activity Graph

- *Source: Data synthesized from Congress.gov (107th-119th Congress), FDA Final Rule (88 FR 80483), and American Medical Association (AMA) Journal of Ethics historical archives (2000-2026)*

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