



**May 2019 Investor Presentation**  
**Nasdaq: STRM**

# Disclosure Statement

## **SAFE HARBOR STATEMENT: FORWARD-LOOKING DISCLOSURE**

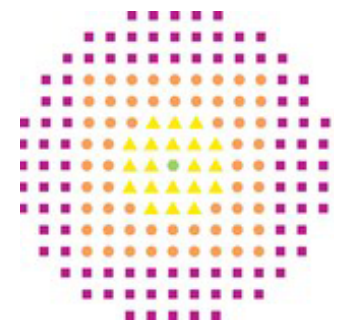
This presentation contains “forward-looking statements” within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, based on current management expectations. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and that can cause Streamline Health’s actual results to differ. We caution you therefore to not place undue reliance on such statements.

Actual results might differ materially from these statements due to a number of risks and uncertainties. Risks that may contribute to the uncertain nature of these statements are described in Streamline Health’s periodic filings made with Securities and Exchange Commission. Special attention is directed to the portions of those documents entitled “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations.” Streamline Health undertakes no obligation to update any forward-looking statements or relevant risks, except as may be required by law.

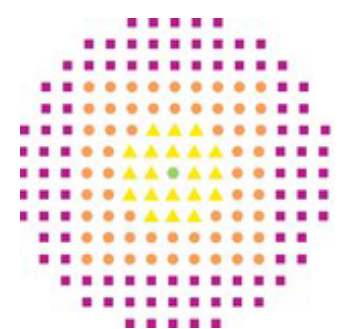
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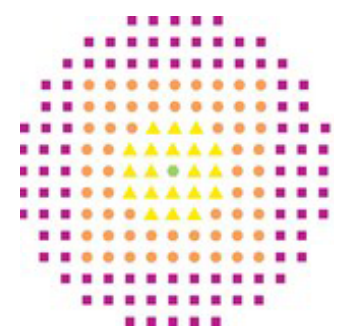
# Optimizing the Mid-Revenue Cycle for Providers



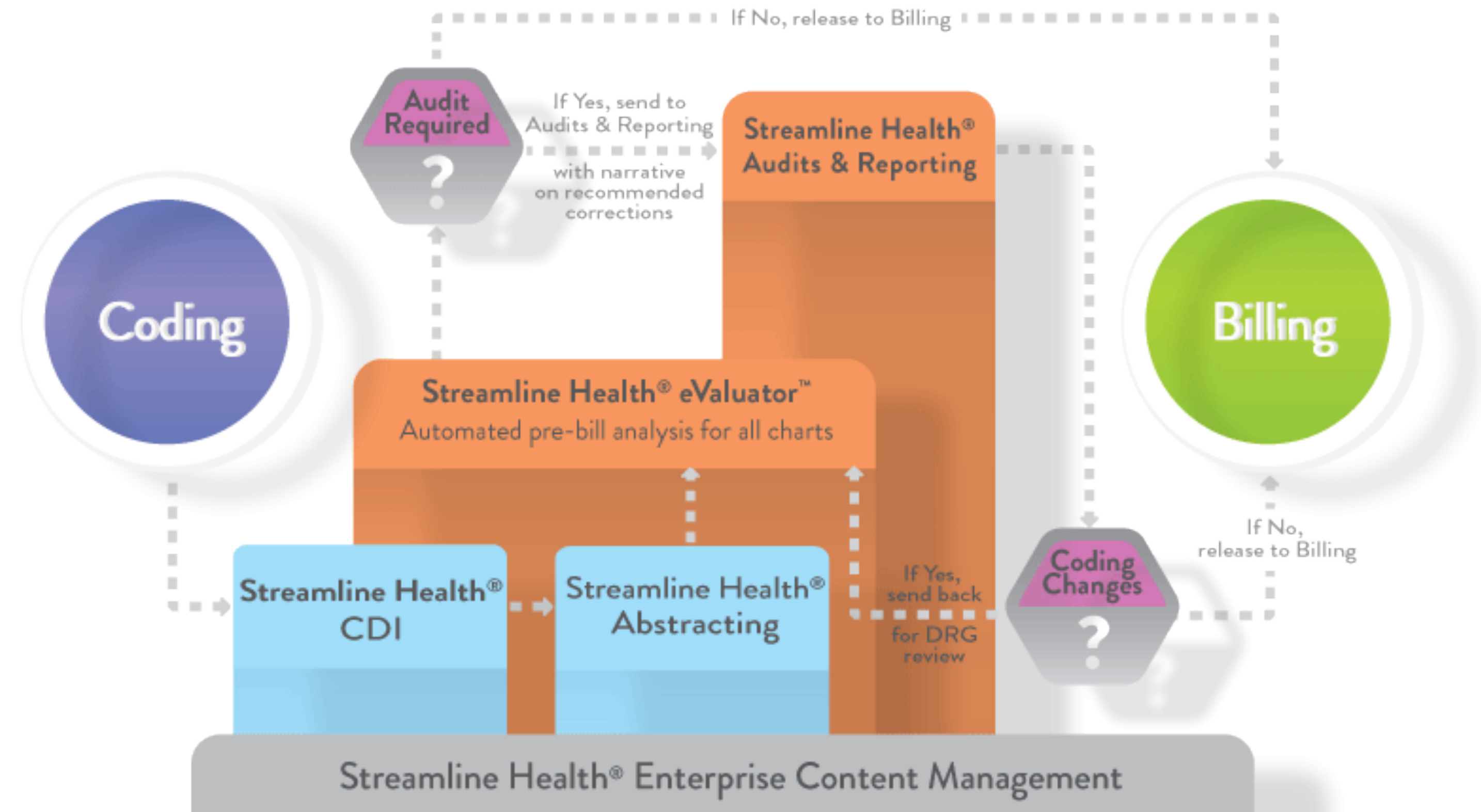
Leading provider of HIT solutions & services for over 30 years



Focused on optimizing mid-revenue cycle processes (charge capture to bill drop)



Full-service revenue integrity partner across the continuum of care



## Enterprise-wide revenue integrity partner across the continuum of care

# Hospitals Face an Increasingly Challenging Environment

**New York hospital  
unable to collect  
\$38M due to billing  
system problems**

Becker’s Hospital CFO Report,  
March 8, 2019

**North Carolina  
Hospital Forced Into  
Bankruptcy**

Becker’s Hospital CFO Report,  
February 21, 2019

**UMass Memorial  
Records \$37M Net  
Loss in Most Recent  
Quarter**

Becker’s Hospital CFO Report,  
February 20, 2019

**...OIG Audit Findings  
Estimate More than  
\$22 Million in  
Overpayments for  
IRF and DRG Errors**

Revenue Integrity Insider,  
March 6, 2019

**Rush Expects  
Medicare  
Overpayments to  
More Than Double to  
\$21 Million**

Modern Healthcare, March 1,  
2019

**Another Rural  
Alabama Hospital  
Closing**

Al.com, February 12, 2019

**Half of Mississippi  
Rural Hospitals at  
Risk of Closing**

Mississippi Today, February  
27, 2019

**Half of Mississippi  
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# Increasing Pressure On Hospitals' Financial Performance

## Margin Pressures



### Internal Challenges

- Bad Debt/Cost to Collect
- Denials/Underpayments
- Days Not Final Billed (DNFB)
- Coding Accuracy/Revenue Integrity

### External Challenges

- Recovery Audit Contractor (RAC) Audits
- Medicare Admin Contractor (MAC) Audits
- Affordable Care Act (ACA) Penalties & Ongoing Market Uncertainty
- New Payment Models

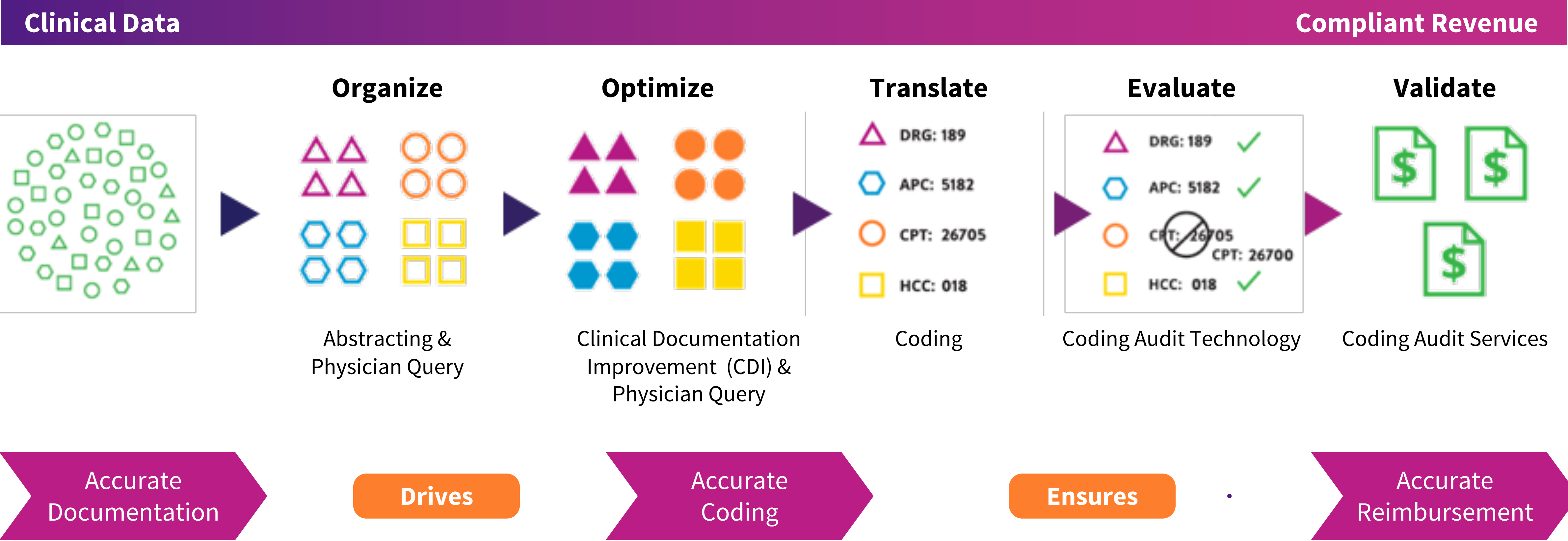
## Streamline Health Delivers Mid Revenue Cycle Optimization

Solutions, Services & Programs to Capture more Revenue and & mitigate Risk



# Clinical Revenue Cycle Solutions

Streamline Health is focused on enhancing accuracy and efficiency in clinical revenue cycle; from charge capture to bill drop





# Large, Diverse Client Base



Streamline Health (Nasdaq: STRM)

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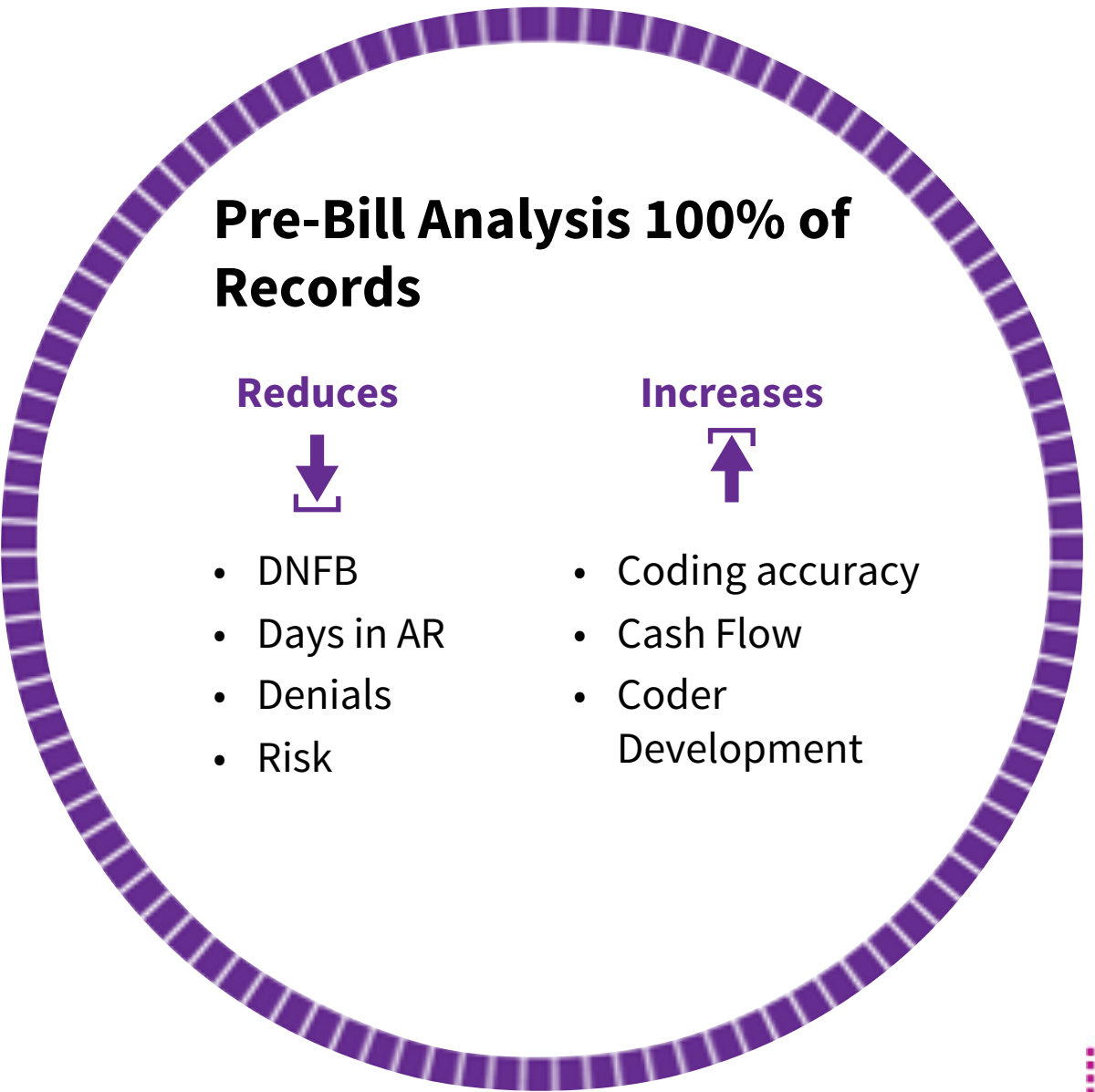
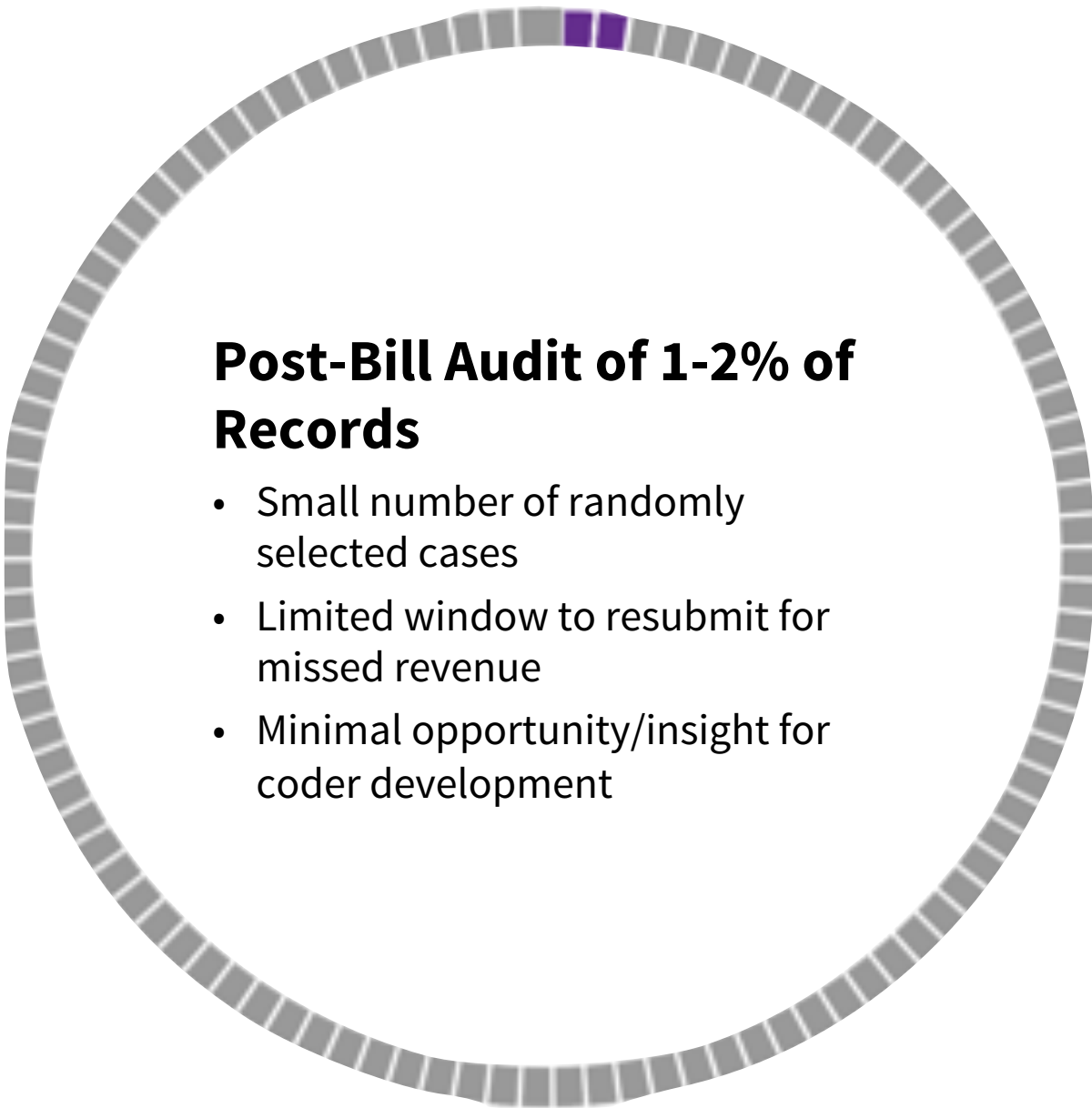
# eValuator™ Leading an Industry Movement



**Current Practice**  
Post-bill audits

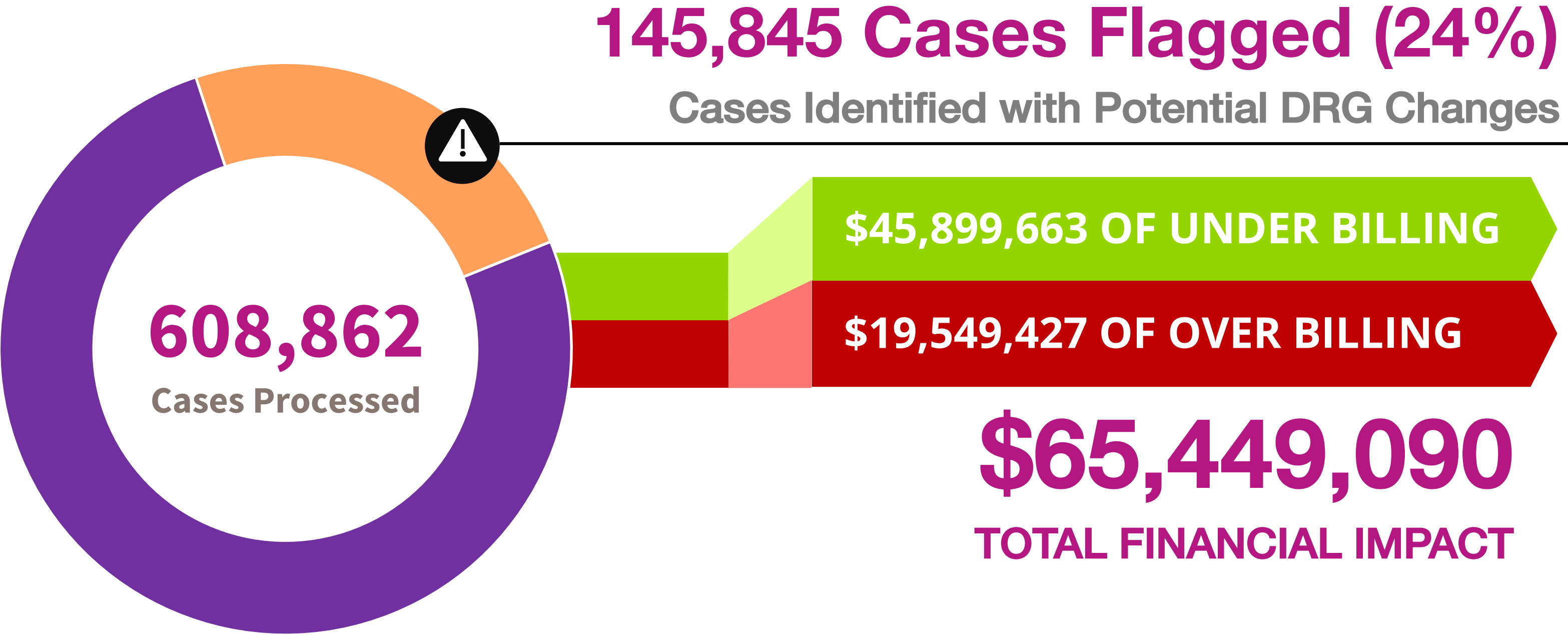


**New Practice**  
Analyze all records pre-bill

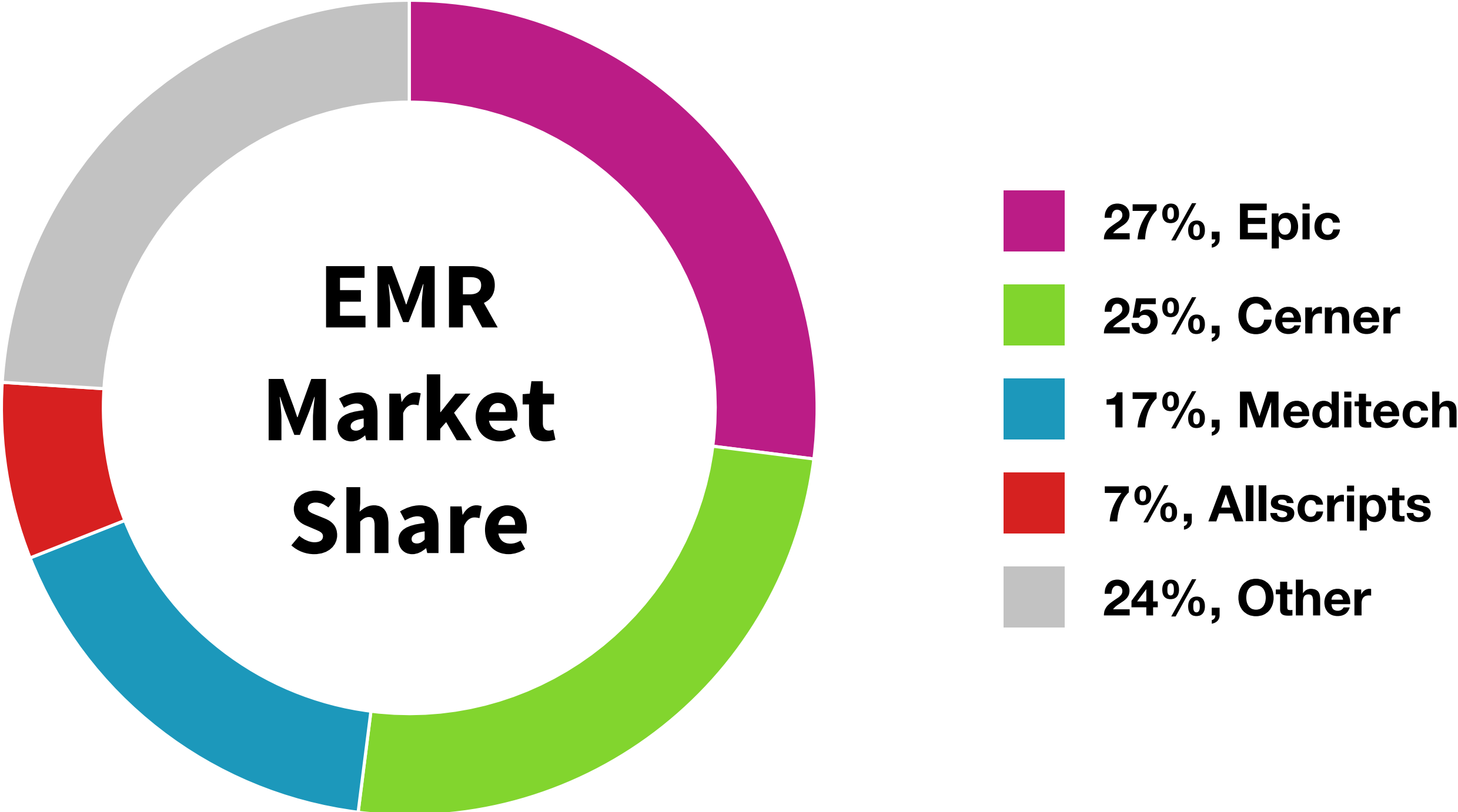




eValuator™  
Clients:  
Baseline  
Results



# Penetration of Key EMR Populations

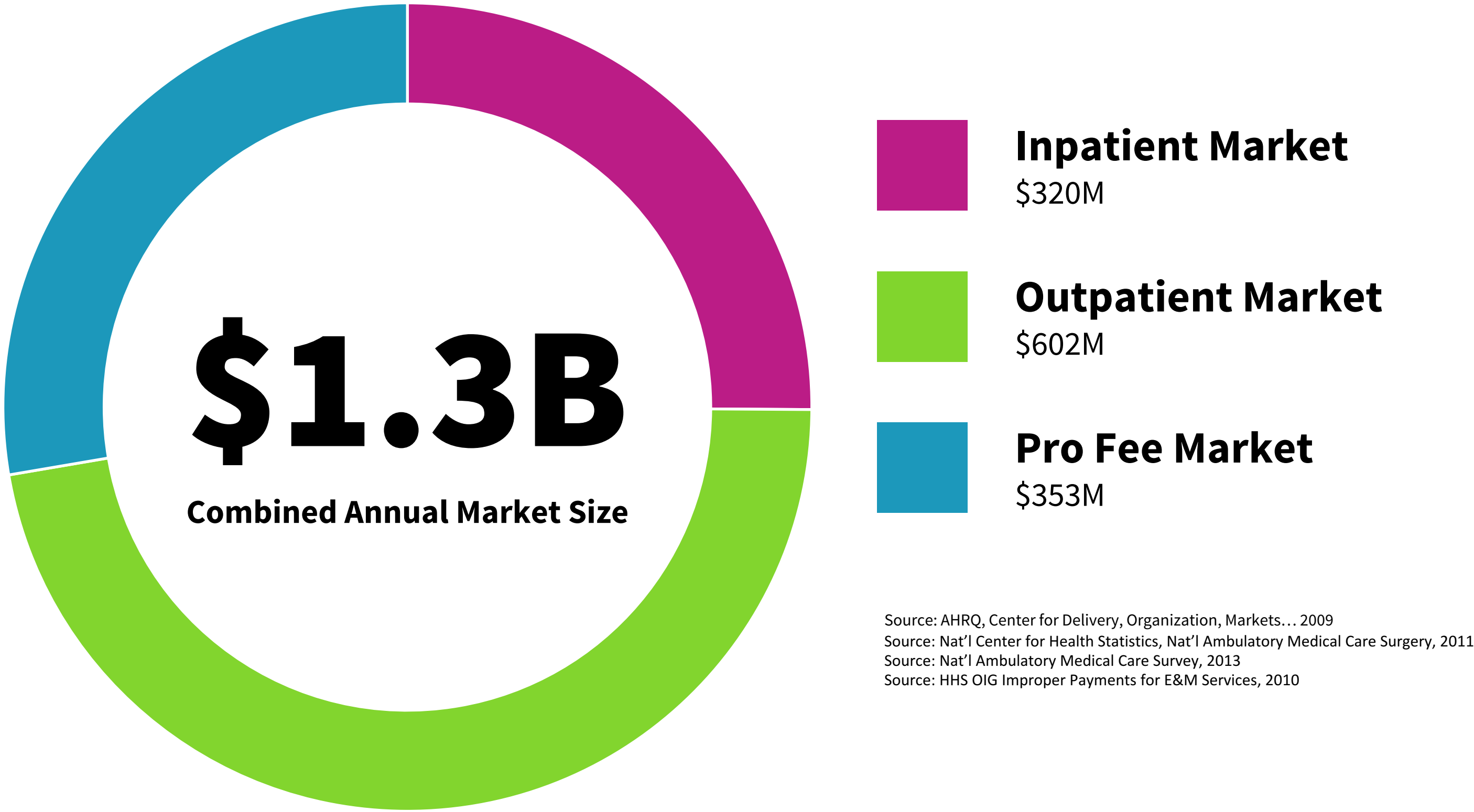


Epic, Cerner, Meditech & Allscripts are market leaders

Majority of current eValuator™ clients are Meditech users

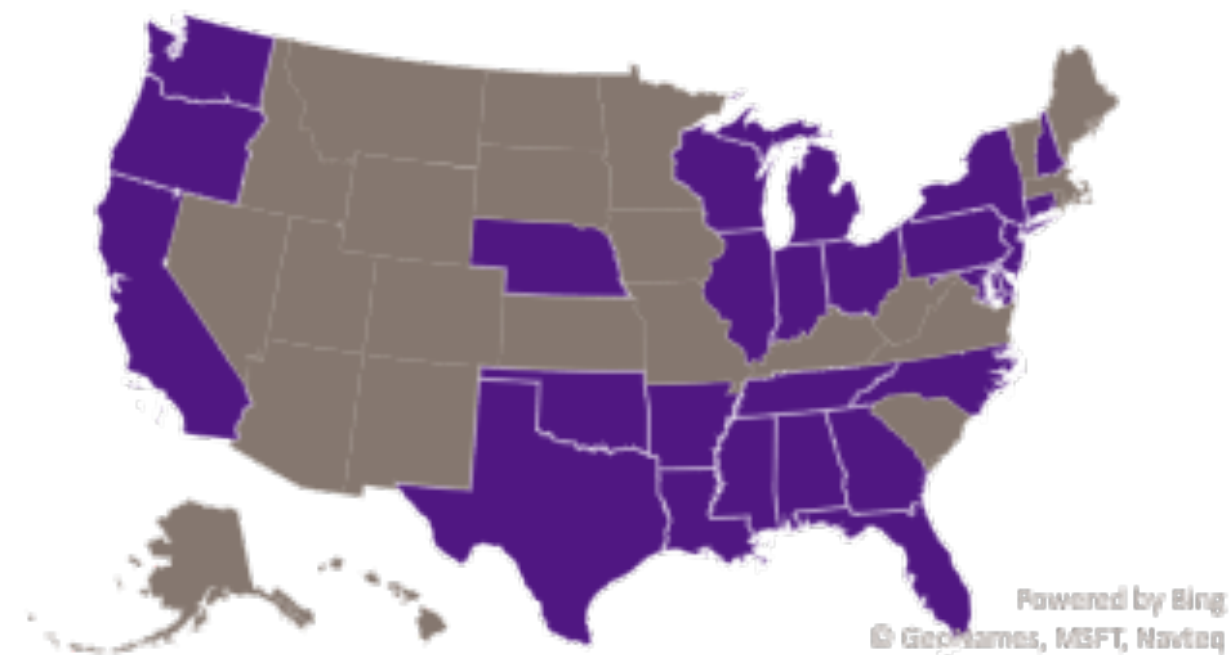
Growing base of Epic EMR eValuator™ clients with three reference-able accounts

# eValuator™ Market Opportunity



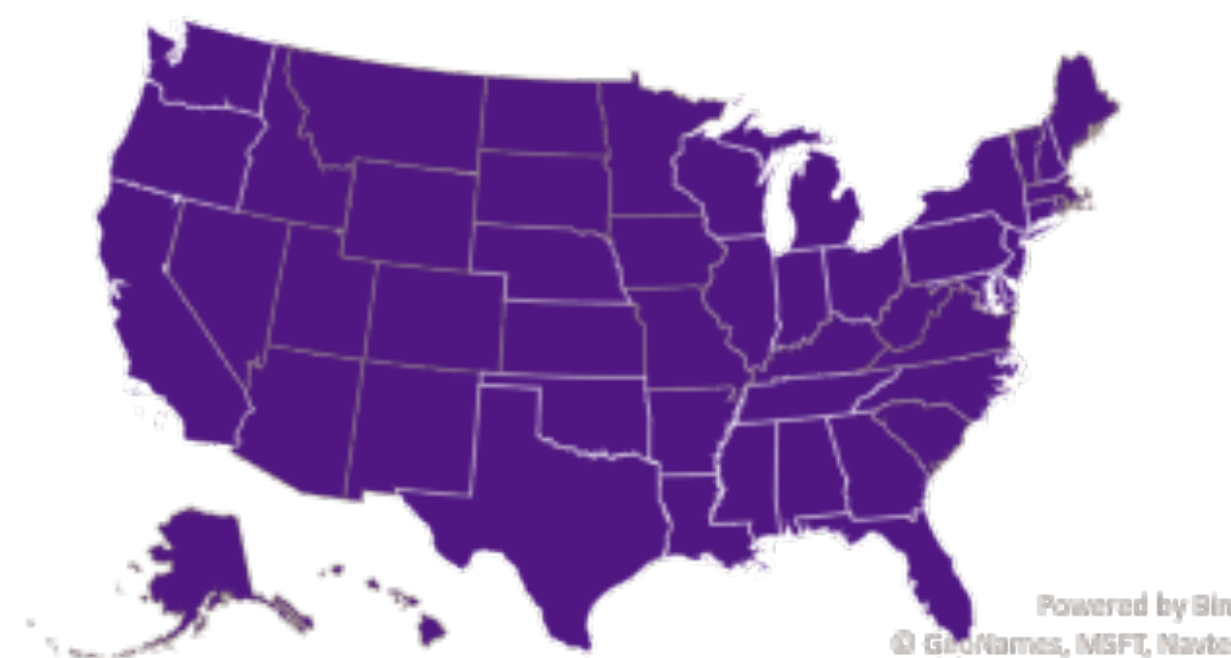


# eValuator™ Prospects



## Current Client Prospects

Inpatient	\$8M
Outpatient	\$31M
<b>Total</b>	<b>\$39M</b>



## New Prospects

Inpatient	\$42M
Outpatient	\$159M
<b>Total</b>	<b>\$201M</b>

## Total Prospects

Inpatient	\$50M
Outpatient	\$190M
<b>Total</b>	<b>\$240M</b>

# Financial Results – Income Statement

	Three Months Ended January 31, 2019	Three Months Ended January 31, 2018	Twelve Months Ended January 31, 2019	Twelve Months Ended January 31, 2018
Revenue	<b>\$5.5M</b>	\$6.1M	<b>\$22.4M</b>	\$24.3M
Operating Expenses	<b>\$8.5M</b>	\$6.2M	<b>\$27.7M</b>	\$27.0M
Net Income (Loss)	<b>(\$3.1M)</b>	\$0.0M	<b>(\$5.9M)</b>	(\$3.1M)
Adj. EBITDA*	<b>\$1.1M</b>	\$1.2M	<b>\$2.9M</b>	\$2.8M

\*Streamline Health defines "adjusted EBITDA" as net earnings (loss) plus interest expense, tax expense, depreciation and amortization expense of tangible and intangible assets, stock-based compensation expense, significant non-recurring operating expenses, and transactional related expenses including: gains and losses on debt and equity conversions, associate severances and related restructuring expenses, associate inducements, and professional and advisory fees.

# Financial Results – Balance Sheet

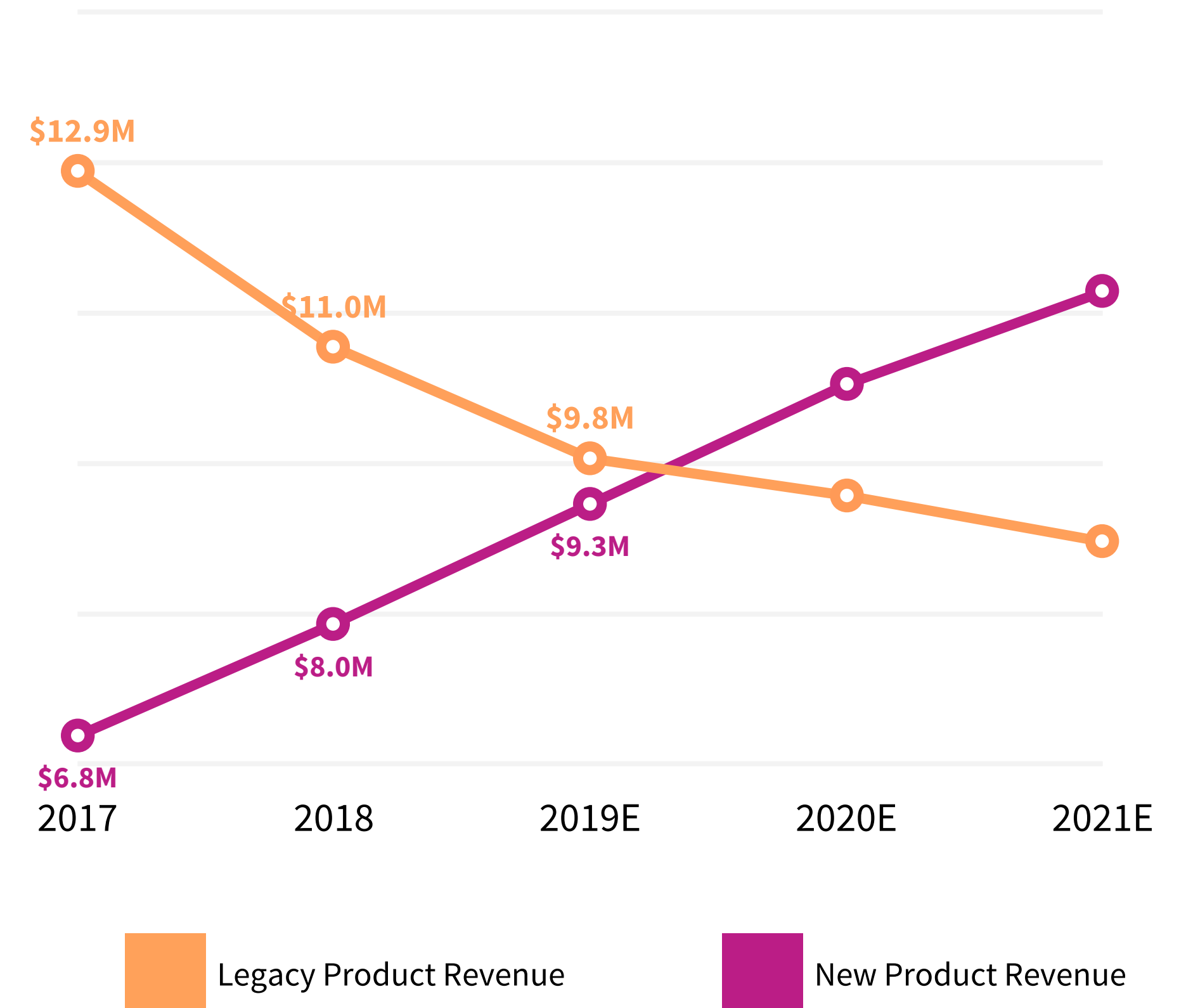
	As of January 31, 2019	As of January 31, 2018
Cash & Cash Equivalents	\$2.4M	\$4.6M
Total Current Assets	\$7.9M	\$9.6M
Total Current Liabilities	\$12.1M	\$11.5M
Total Bank Debt Outstanding	\$3.9M	\$4.6M



# 2019 Growth Drivers

- New Chief Revenue Officer – former Conifer
- Cost containment driving substantial EBITDA growth
- New Chairman of the Board – former CEO/Chairman Greenway Medical, LLC
- New Chief Financial Officer – former MedAssets
- Decline in legacy solutions revenue **less impactful** (standard 3 yr renewal contracts minimize downside)
- **New eValuator™ SaaS-based solution revenue accelerating via new clients**

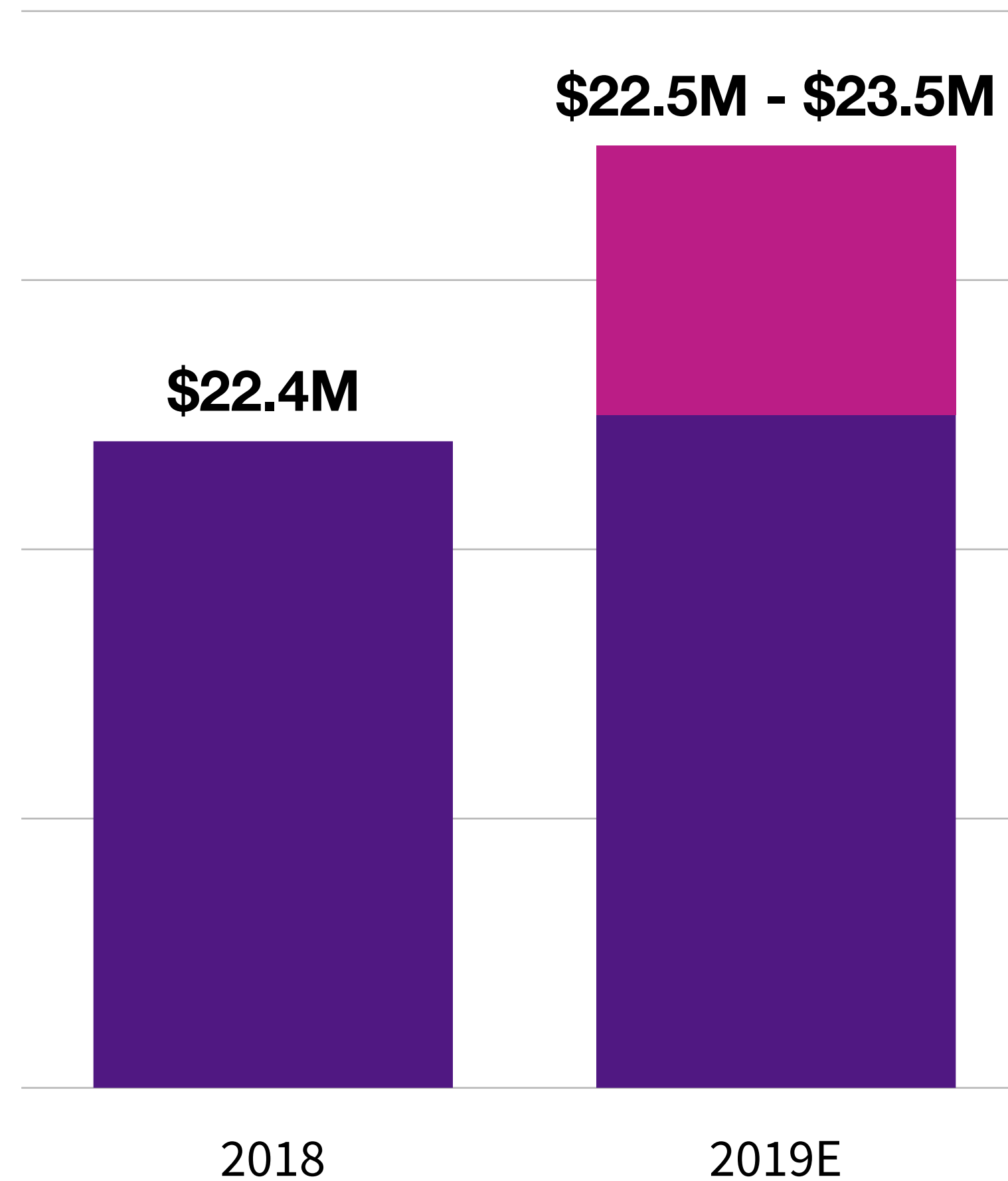
## Growth Rate of New Products Exceeds Legacy Decline



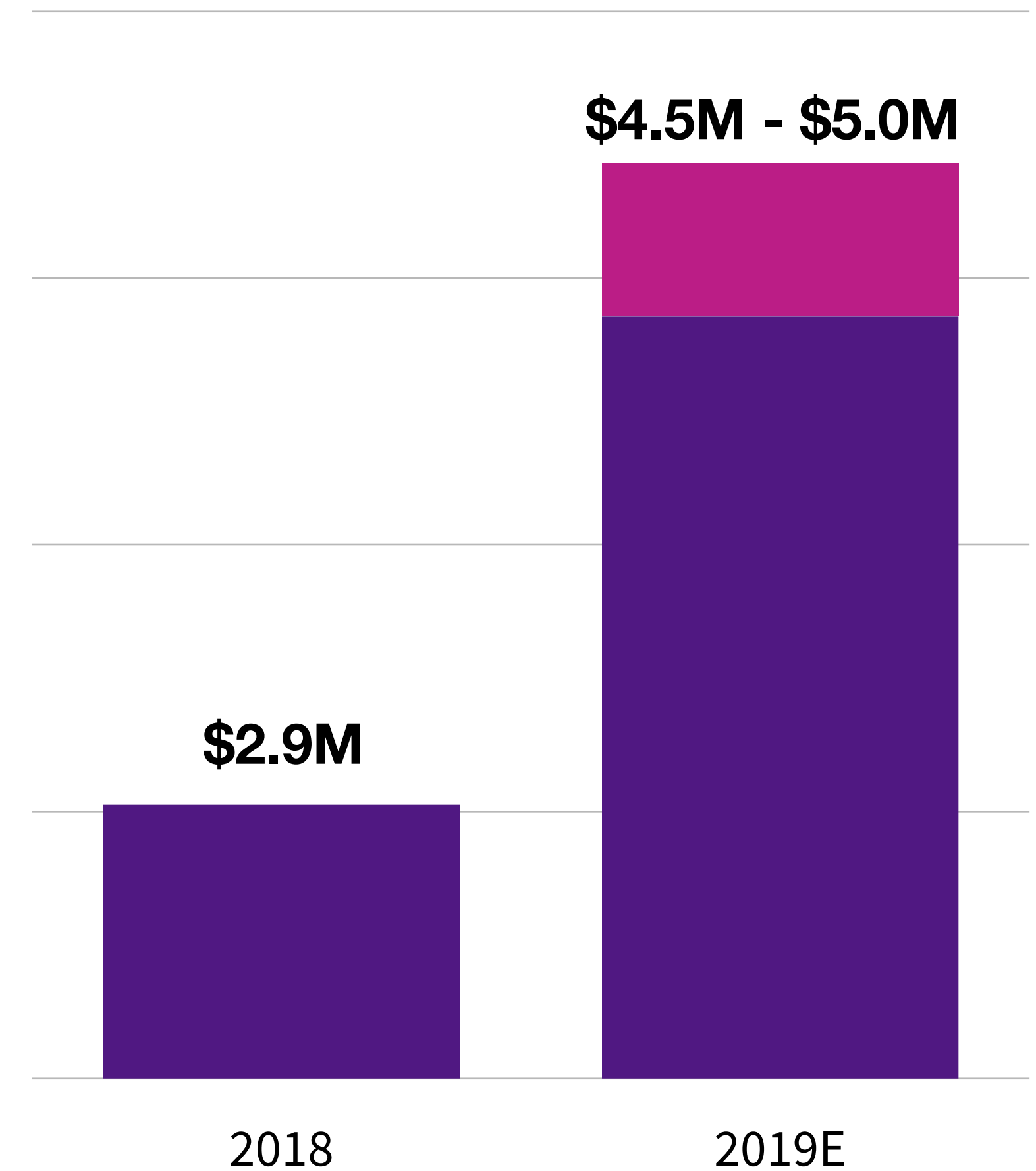
# FY2019 Guidance

Anticipating top & bottom line expansion in 2019

## Revenue



## Adj. EBITDA



# What's Next



Lead industry movement to pre-bill, on-demand auditing



Expand investment in sales & marketing to generate incremental revenue growth



Expand and leverage reseller partner opportunities





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