

Streamline  
Health<sup>®</sup>

**Fourth Quarter & Full-Year 2018 Earnings**  
**Nasdaq: STRM**

# Disclosure Statement

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

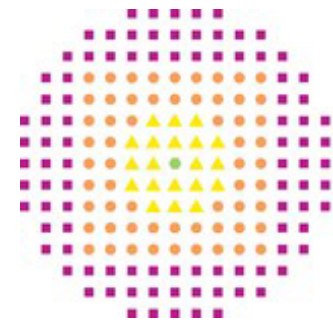
This presentation contains “forward-looking statements” within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, based on current management expectations. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in 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.

## **TRADEMARKS**

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# 2018 Highlights



Strengthened management team with addition of CFO Tom Gibson and CRO Dave Driscoll



EBITDA margin grew to 12.9% of total revenue in 2018, compared to 11.5% in 2017



Growth of new services outpacing decline of legacy products, near term growth likely

# 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**

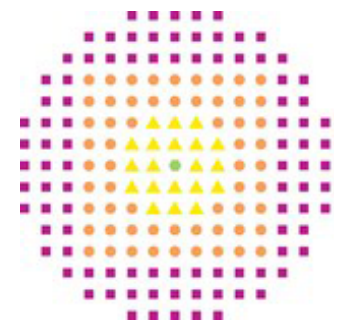
Mississippi Today, February 27, 2019

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

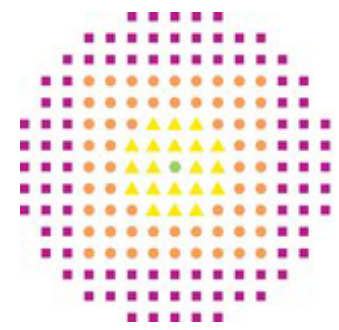
Mississippi Today, February 27, 2019



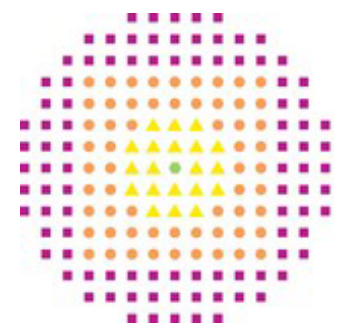
# Optimizing the Mid-Revenue Cycle for Providers



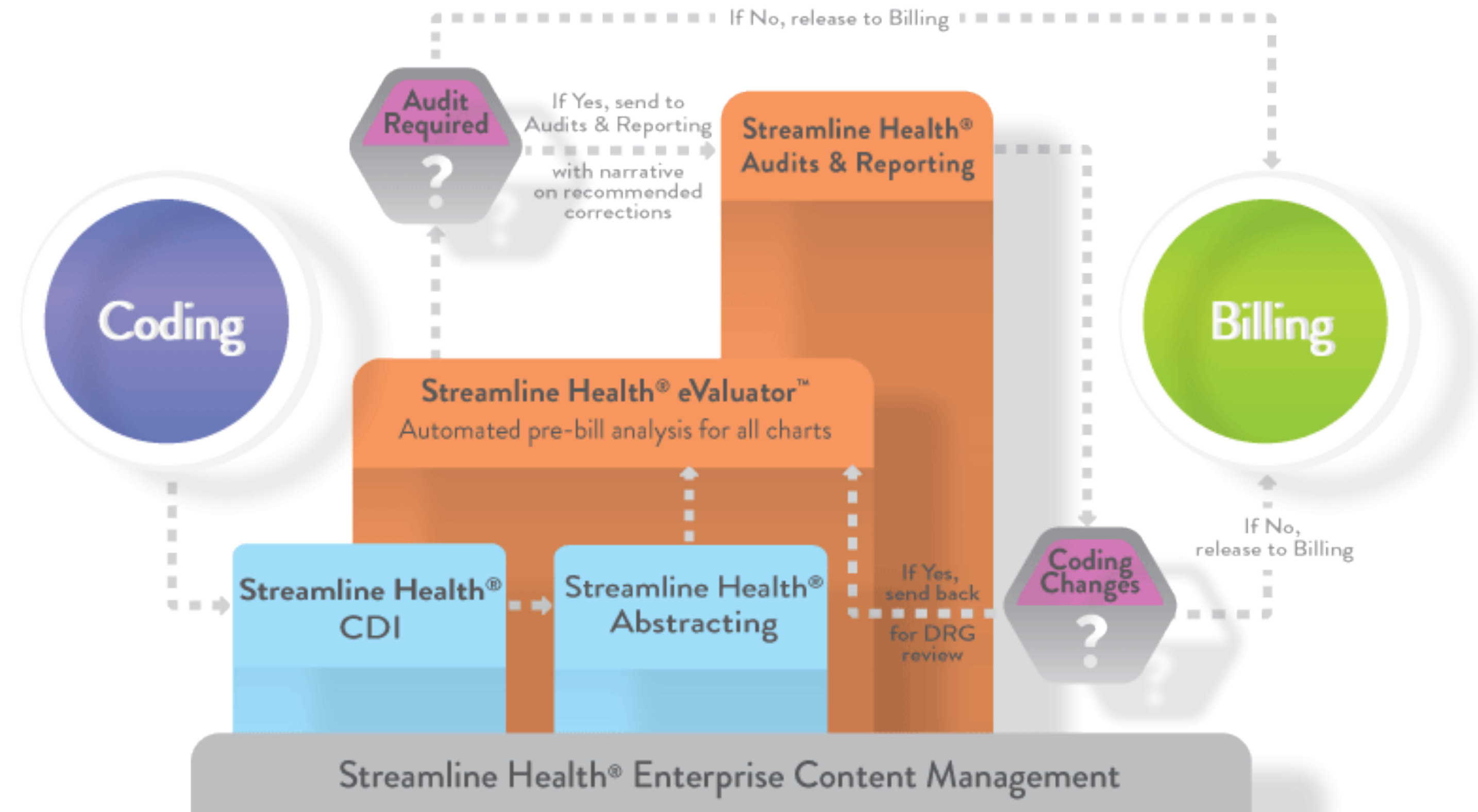
Leading provider of HIT solutions & services for over 30 years



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



Full-service revenue integrity partner across the continuum of care

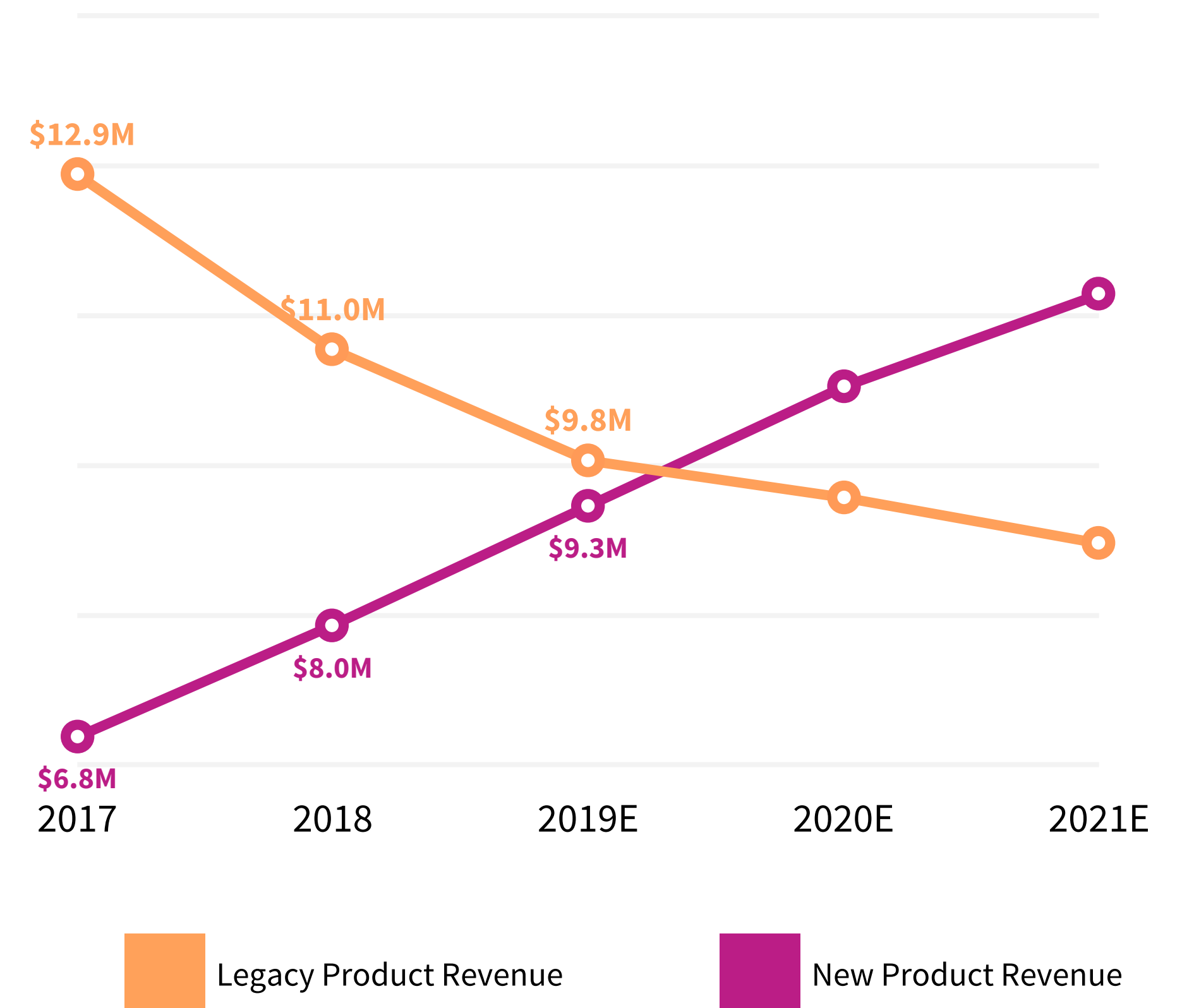


**Enterprise-wide revenue integrity partner across the continuum of care**

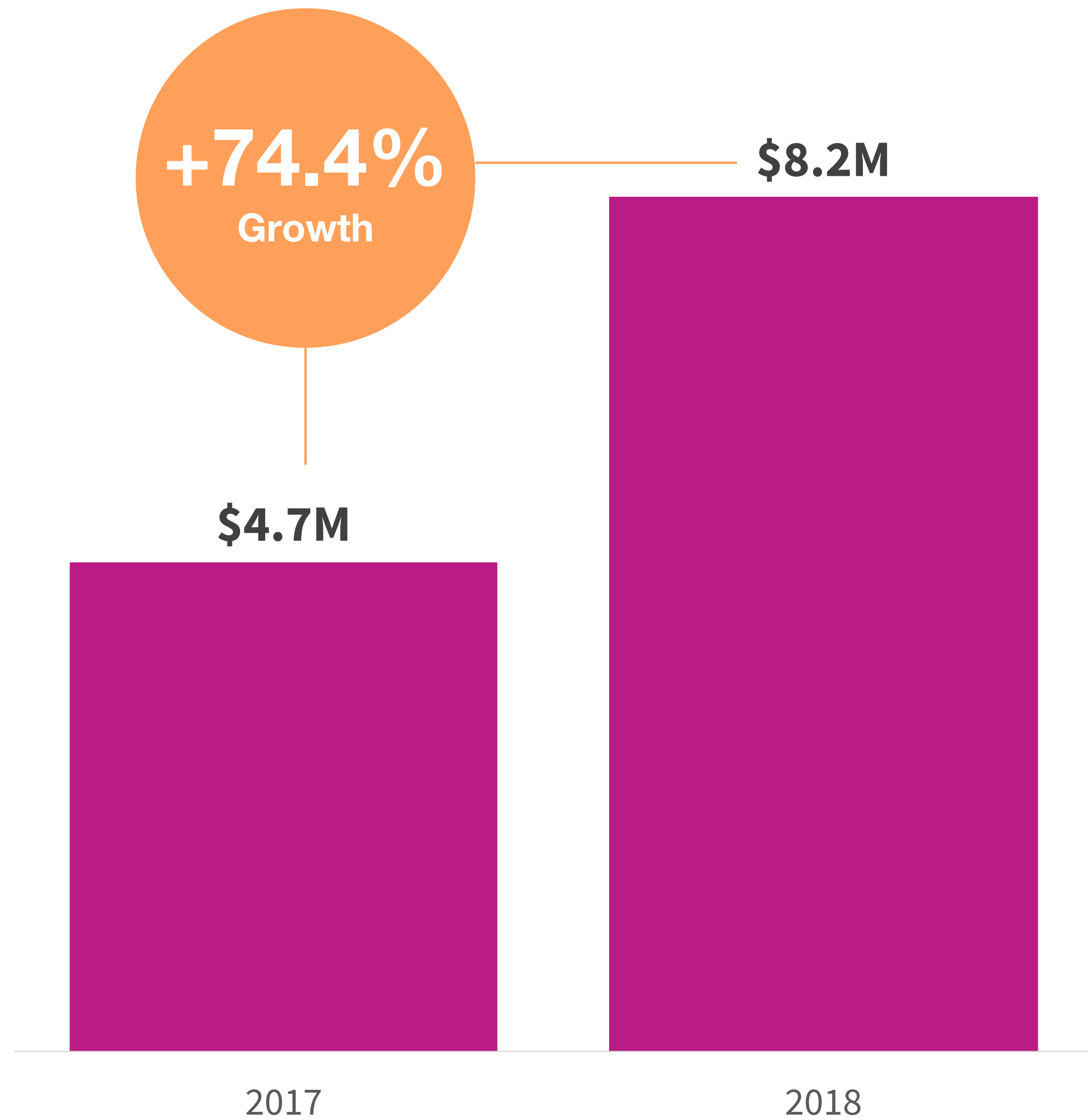
# 2019 Growth Drivers

- 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

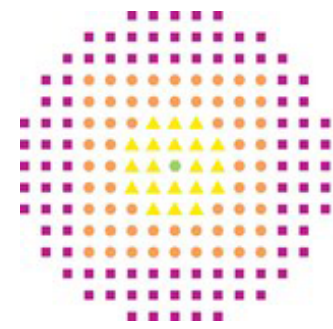


# New Bookings

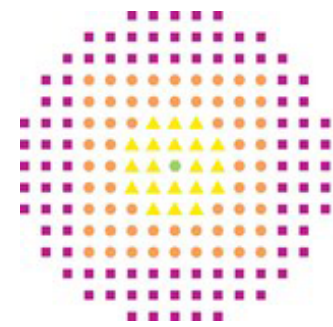


Revenue From New Bookings

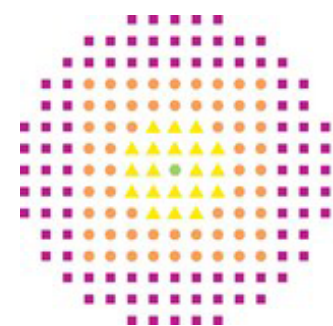
# Dave Driscoll



Previously Chief Growth Officer at American Well; VP of Sales and Business Development at Conifer Health



Drove revenue at American Well 30%+ annually, and while at Conifer (2013-2016), drove revenue growth of nearly 35% annually



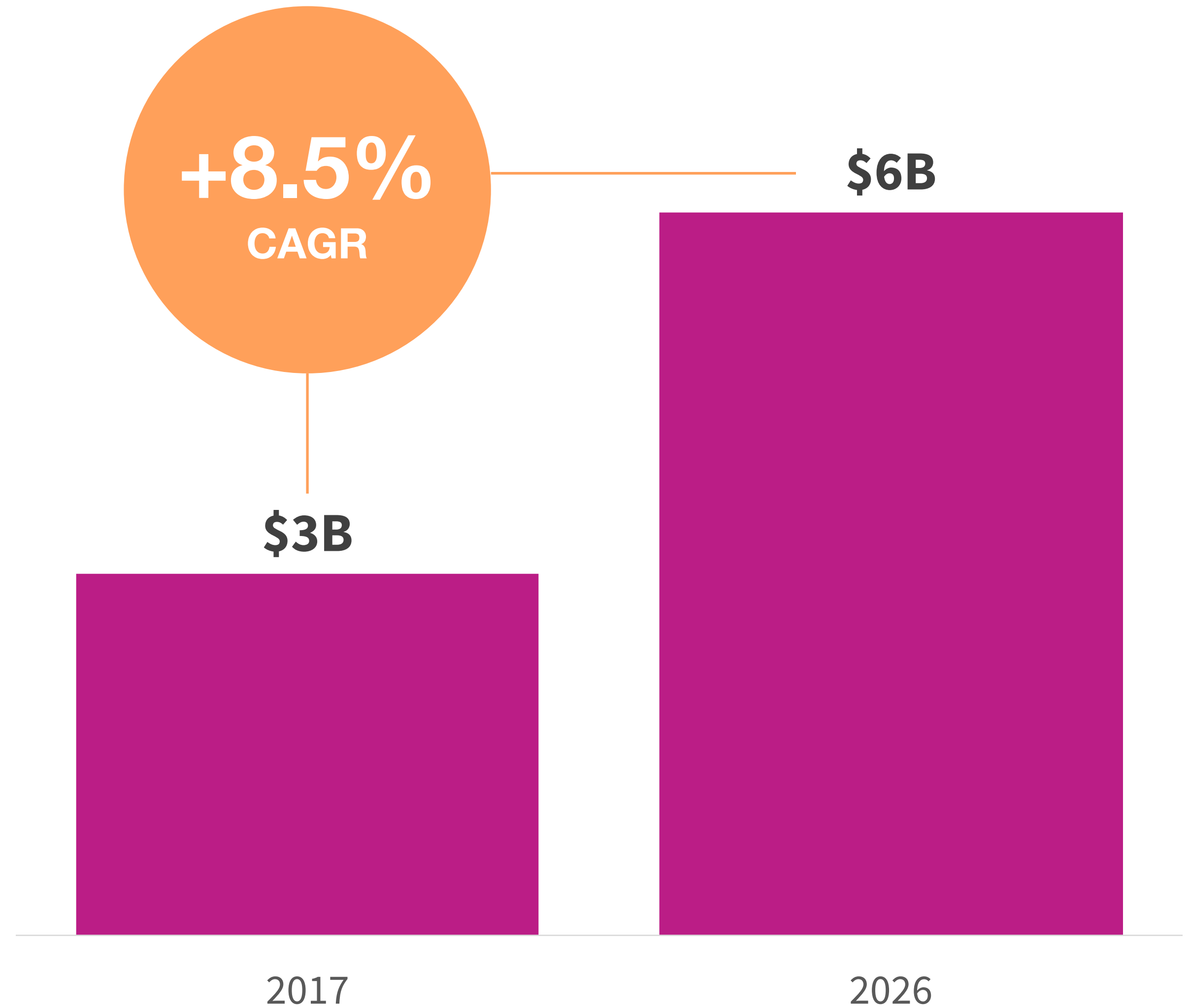
Shifting pipeline focus to larger health systems



# Growing Mid-Revenue Cycle Management & CDI Market

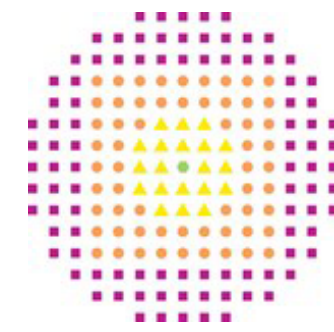
Growth driven by rising healthcare expenditures resulting in increased data management needs

Projected Size of the U.S. Mid-Revenue Cycle Management & CDI Market

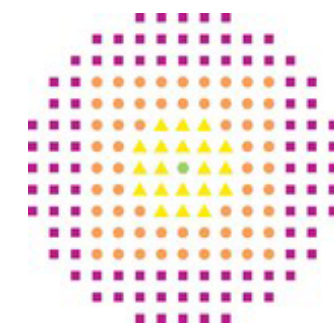


Source: Research and Markets

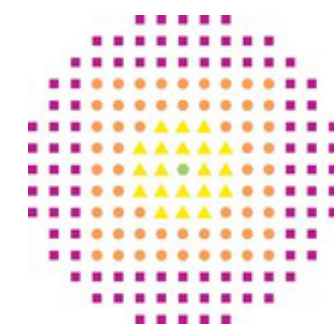
# Refocusing the Sales and Marketing Strategy



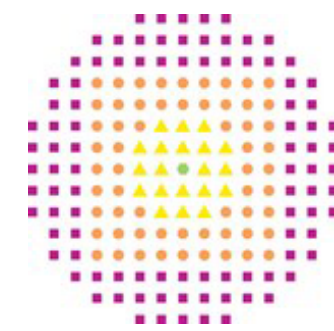
Evolving the lead generation process to overcome obstacles



Moving the sales process upstream to C-suite decision makers



Adjusting targeting to focus on larger organizations and new channel partners



Expanding the sales team with experienced talent

# 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	\$5.5M	\$6.1M	\$22.4M	\$24.3M
Operating Expenses	\$8.5M	\$6.2M	\$27.7M	\$27.0M
Net Income (Loss)	(\$3.1M)	\$0.0M	(\$5.9M)	(\$3.1M)
Adj. EBITDA*	\$1.1M	\$1.2M	\$2.9M	\$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.

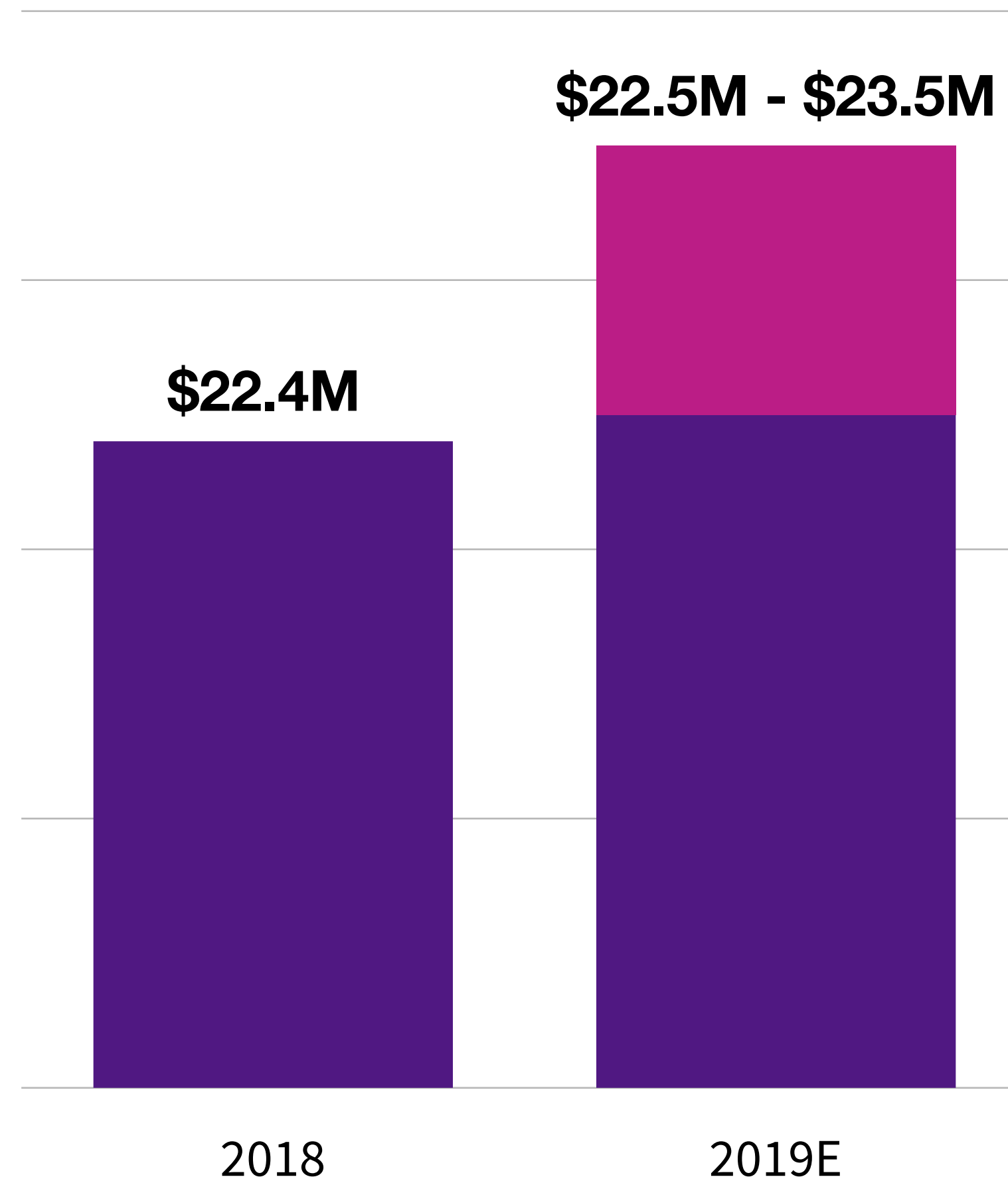
# Financial Results – Balance Sheet

	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

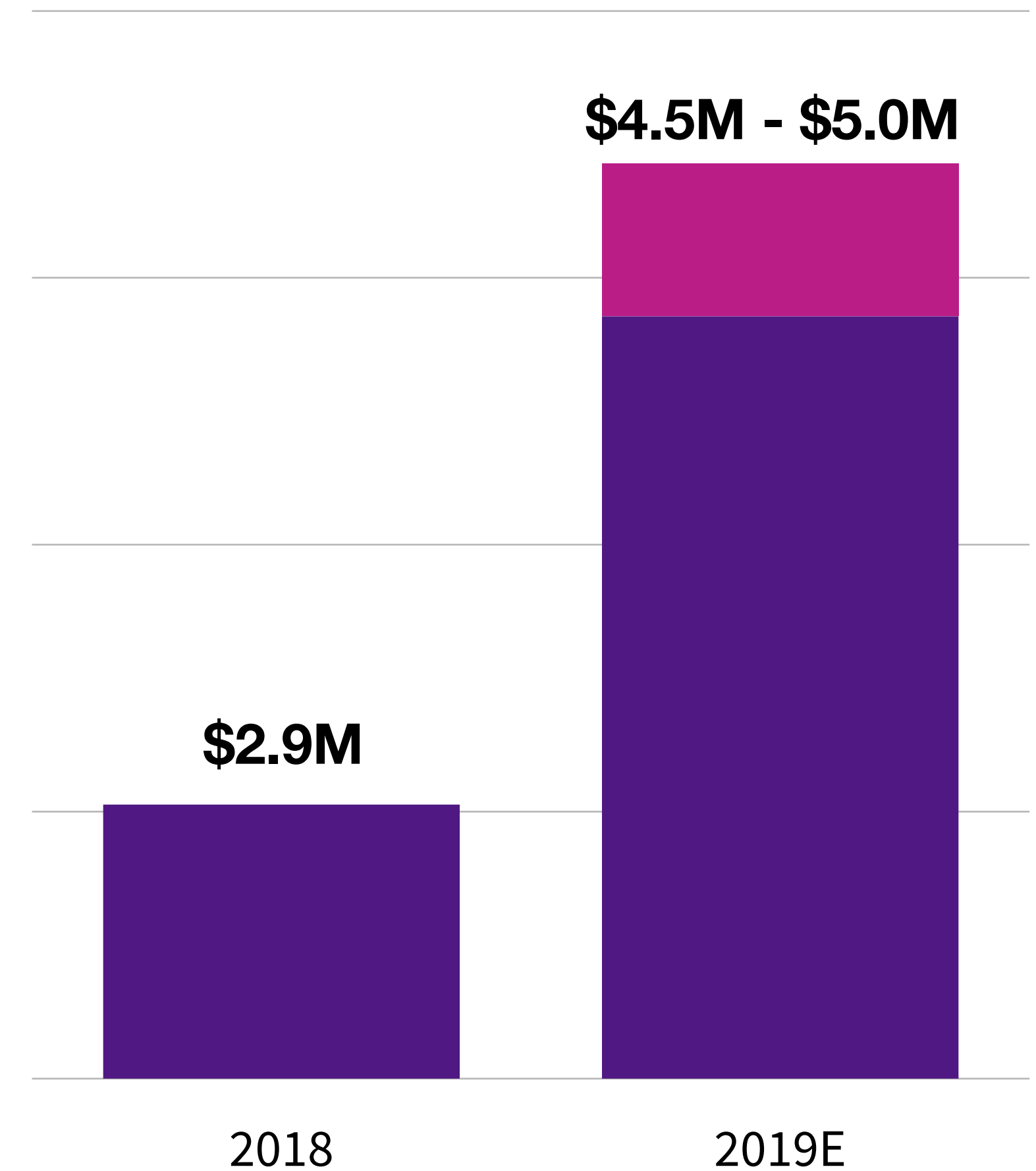
# FY2019 Guidance

Anticipating top & bottom line expansion in 2019

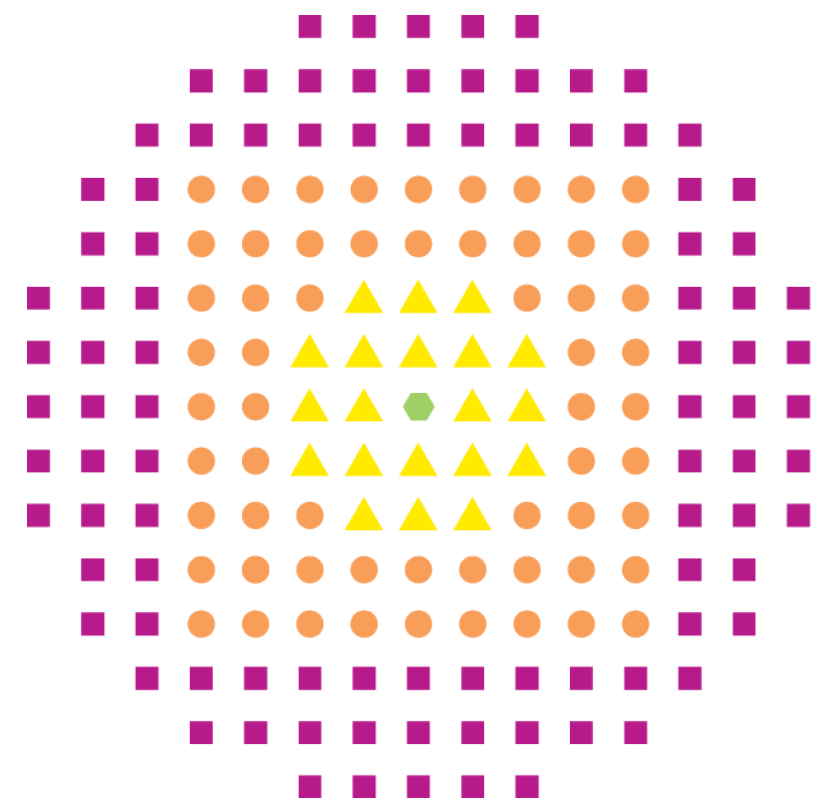
## Revenue



## Adj. EBITDA







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