

Streamline  
Health®

## Third Quarter 2020 Earnings 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.

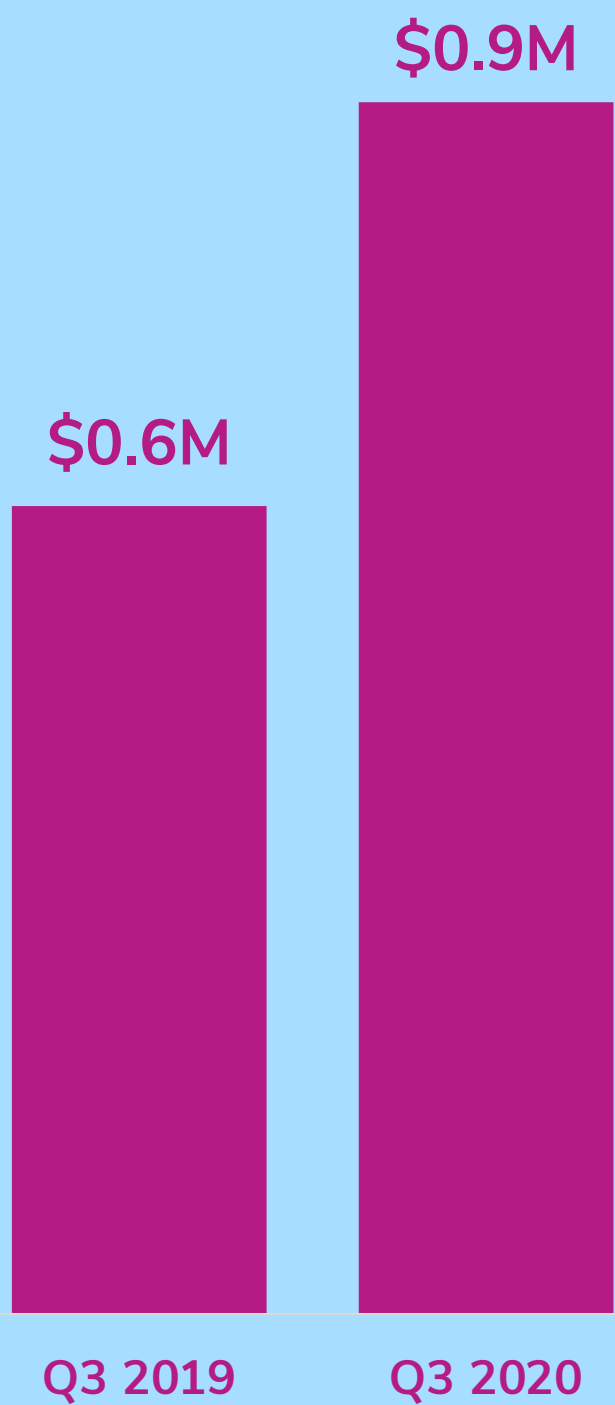
## **TRADEMARKS**

Product or company names referenced herein may be trademarks or registered trademarks of their respective owners

# Third Quarter & Year-to-Date 2020 Highlights

Transforming hospital mid-revenue cycle management

## SaaS Revenue



**48% Growth of SaaS revenue third quarter 2020 vs third quarter 2019.** Driven by significant growth from eValuator

**\$3.0M**

Cash & Cash Equivalents as of 10/31

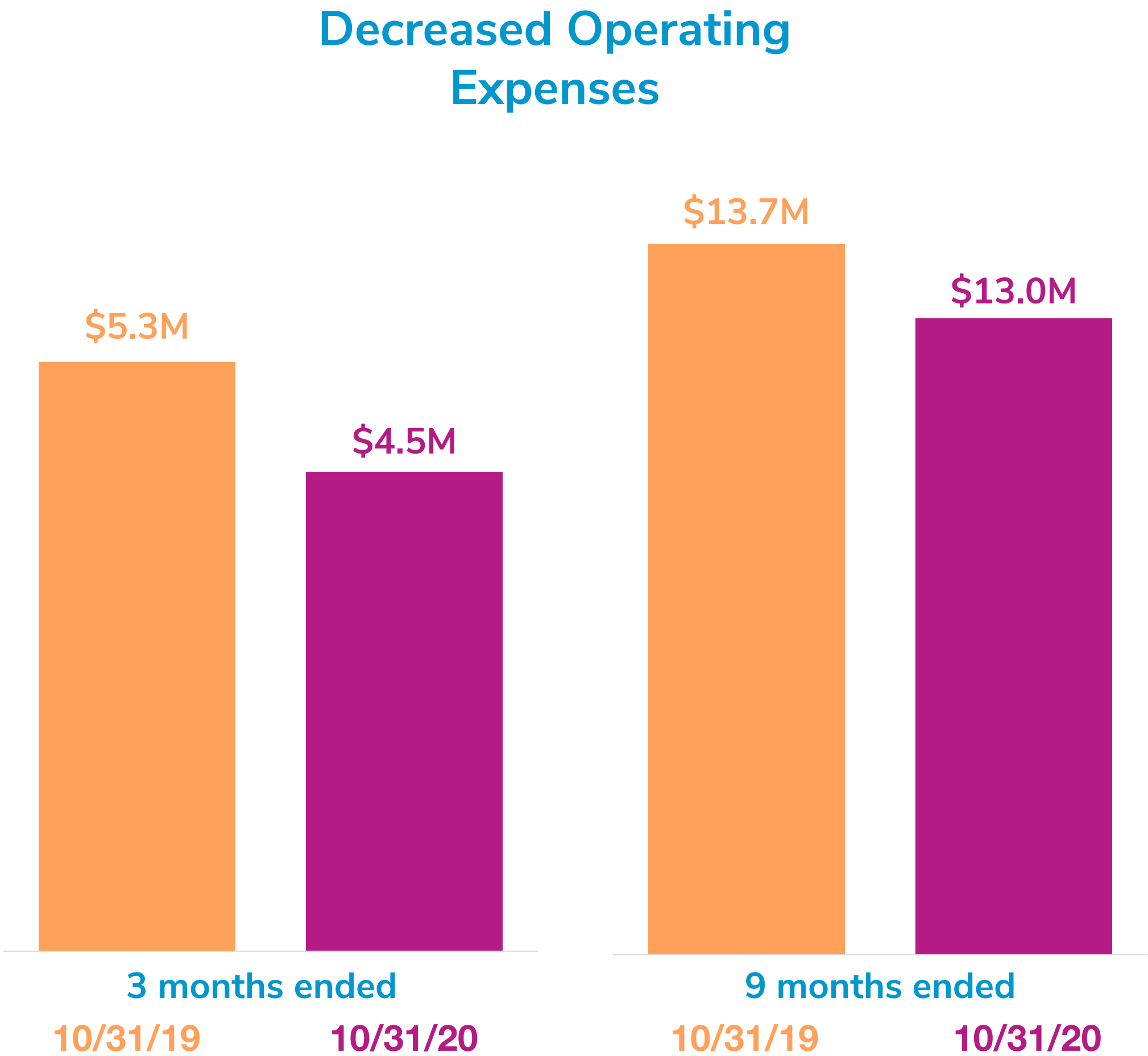
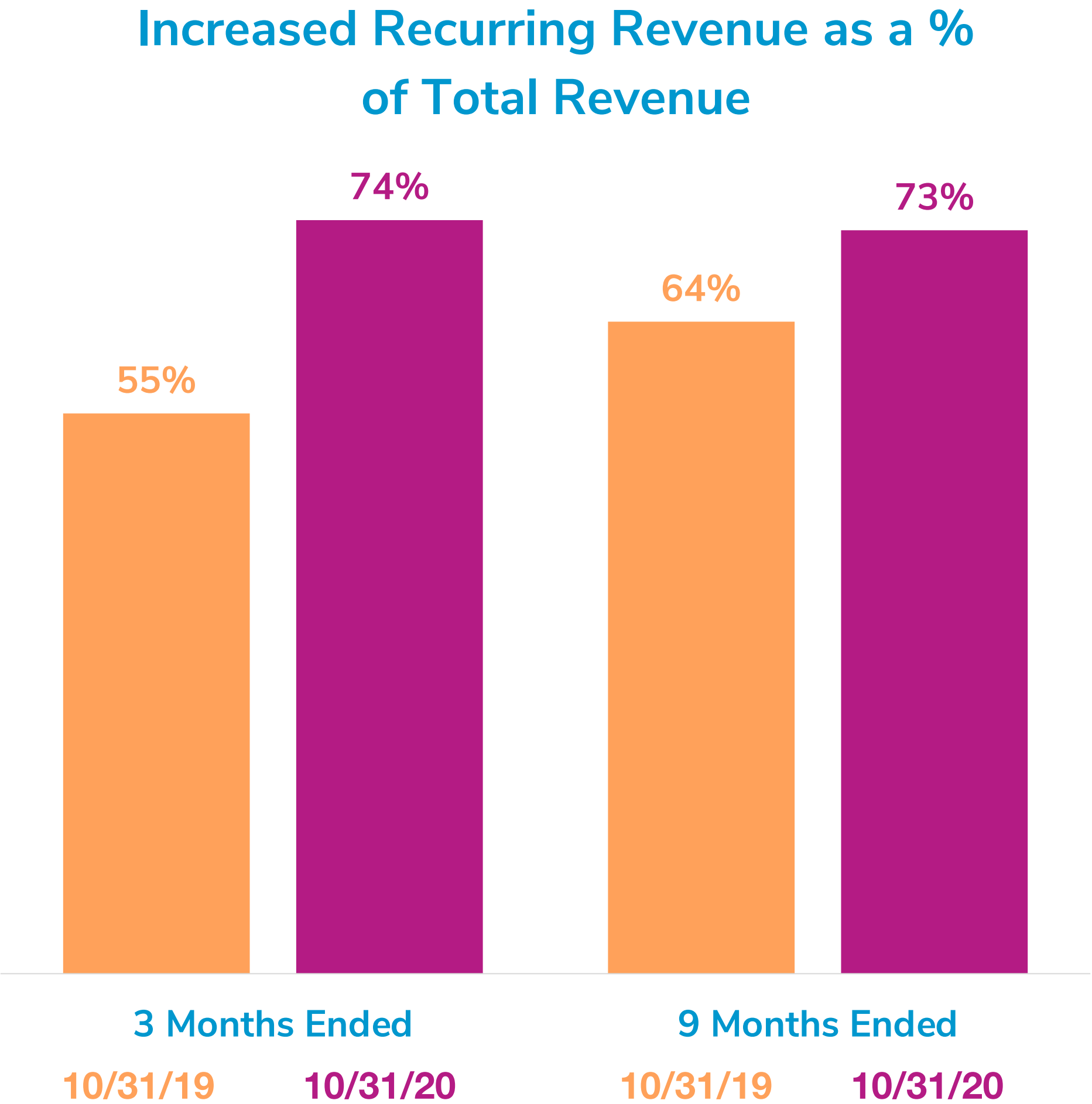
Clean balance sheet and equity table with no debt, other than PPP loan, and one class of equity securities

**\$5.6M**

New bookings for the first nine months ended October 31, 2020

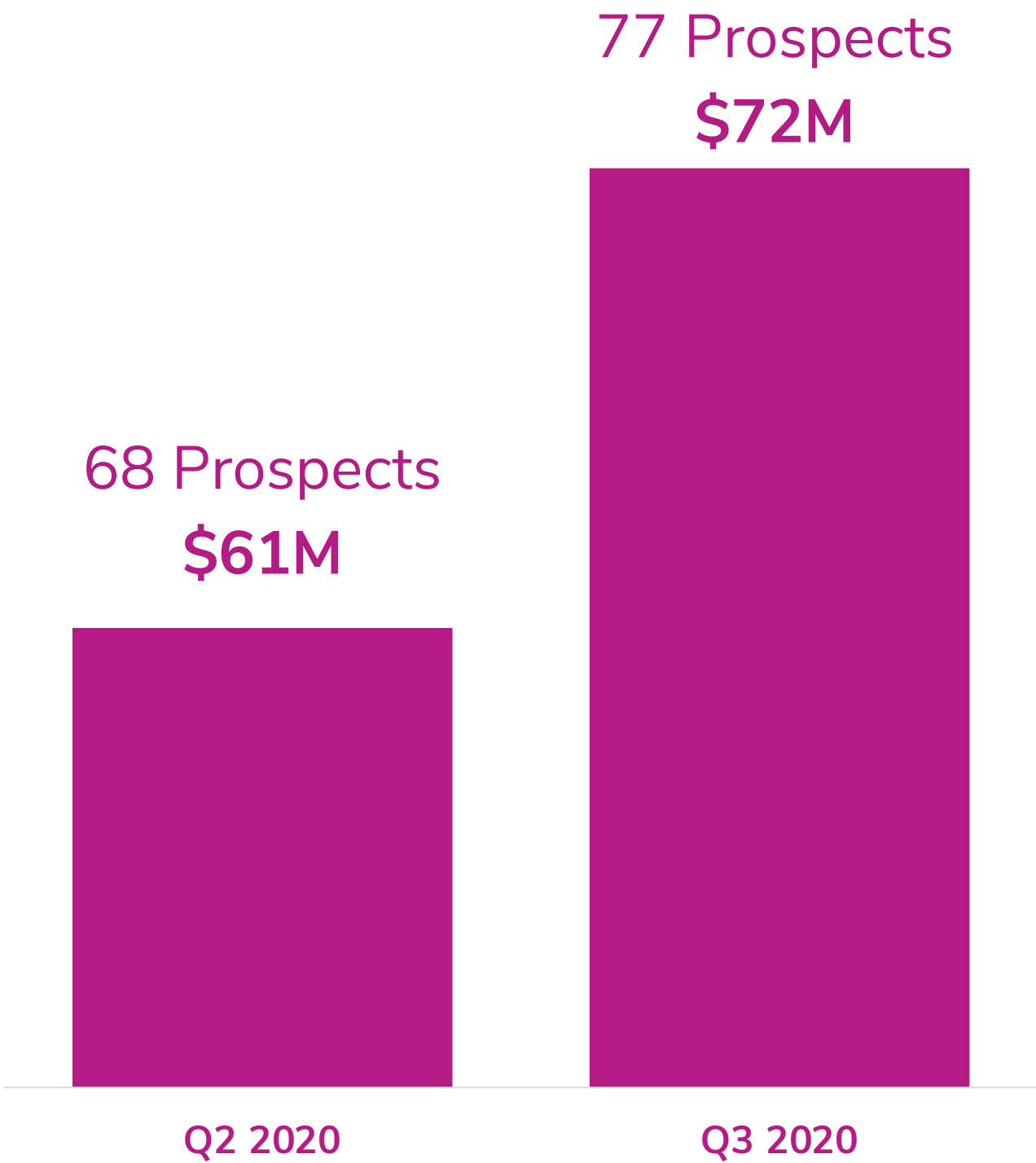


# Focusing On Items Within Our Control



# Bookings & Pipeline

## Pipeline TCV



- Q3 2020 bookings of **\$1.4M**
- Expanded pipeline to **\$72M** of total contract value across **77** prospects
- ChartWise & Allscripts** are new eValuator reseller partners
- Maintaining **\$2-\$3M** quarterly bookings goal

# Financial Results

## Income Statement

	Three Months Ended October 31, 2020	Three Months Ended October 31, 2019	Nine Months Ended October 31, 2020	Nine Months Ended October 31, 2019
Revenue	\$2.6M	\$3.5M	\$8.4M	\$9.2M
Operating Expenses	\$4.5M	\$5.3M	\$13.0M	\$13.7M
Loss From Continuing Operations	(\$1.1M)	(\$1.5M)	(\$3.2M)	(\$3.8M)
Net Income	(\$1.1M)	(\$0.2M)	\$1.5M	(\$0.5M)
Adj. EBITDA*	(\$0.7M)	(\$0.8M)	(\$1.7M)	(\$2.5M)

# Financial Results

## Balance Sheet

	As of October 31, 2020	As of January 31, 2020
Cash & Cash Equivalents	\$3.0M	\$1.6M
Total Current Assets	\$5.4M	\$6.7M
Total Current Liabilities	\$5.8M	\$15.6M
Total Bank Debt Outstanding	\$0.0M	\$3.8M

# Looking Forward

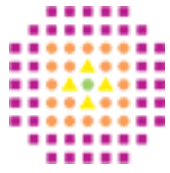
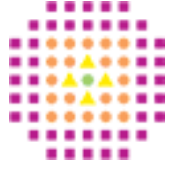
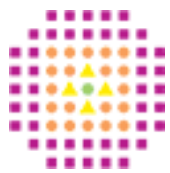
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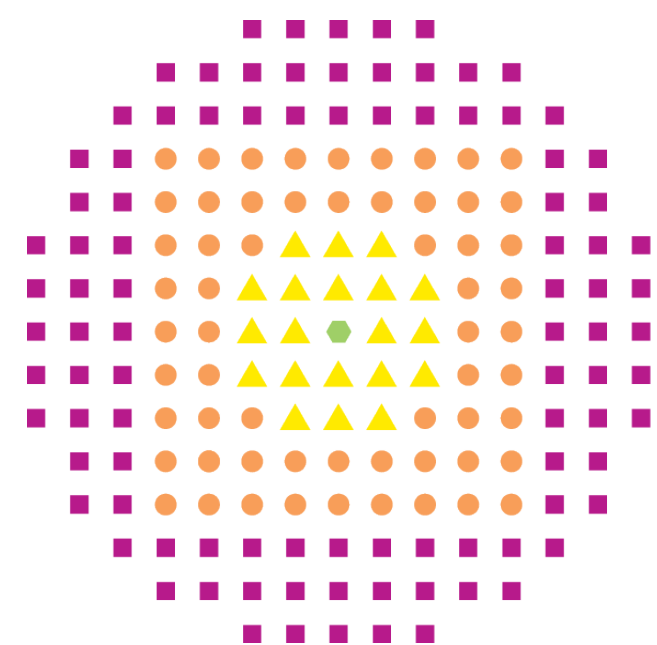
- 🌀 Focused on persistent, sequential revenue growth
- 🌀 Project increased Adj. EBITDA loss in fiscal 2020 due to COVID-19
- 🌀 Project continued expansion of recurring, SaaS revenue as a percentage of total revenue



# 2020 Summary YTD

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-  Improved R&D talent and delivery
-  Established world-class product management and customer success teams
-  Investing in eValuator to lead an industry movement to pre-bill revenue integrity validation



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