

First Quarter 2019 Earnings Nasdaq: STRM

Streamline Health (Nasdaq: STRM)

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

#### **TRADEMARKS**

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

# 1Q 2019 Highlights

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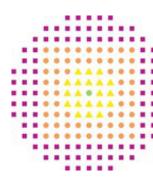
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Pace and size of new client acquisitions accelerating, expanding offerings within current base

Adjusted EBITDA grew \$1.1M, up 75% compared to 1Q18

Maintain expectation that revenue will grow in 2019 compared to 2018





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# HIMSS Media **Report Confirms** the Value of Our Offerings

Source: Insights into Revenue Cycle Management October 2018, HIMSS Media

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84% of U.S. Hospitals view CDI & Coding as the *most vulnerable* areas for lost or decreased revenue

49% of U.S. Hospitals listed denials as the most important issue requiring attention and focus

Hospitals need new solutions for ........... ........... managing billing under ICD-10 coding ........... ........... ........ .... guidelines



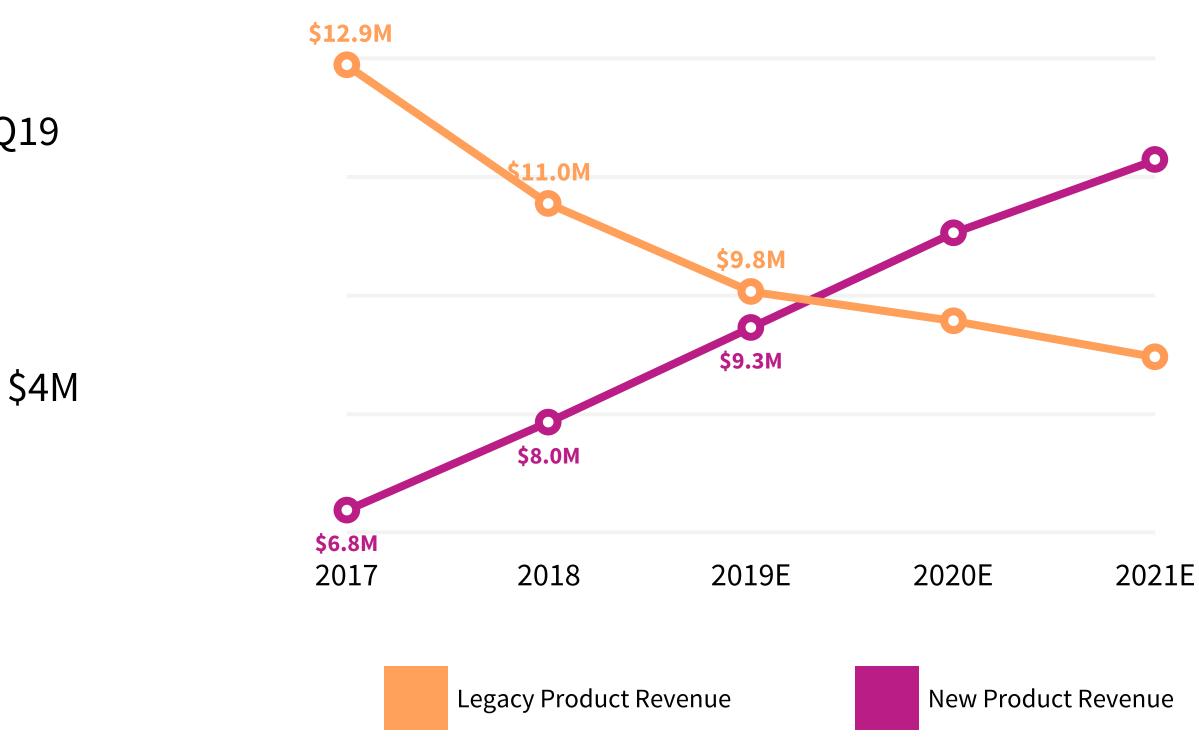
# 2019 Growth **Drivers Update**

- Primary goal is revenue growth; 3 new sales staff added in 1Q19
- Operational improvements & Capex-light strategy yielding significant growth in Adjusted EBITDA
- Proposed updated banking relationship removed remaining \$4M term loan and added \$6M capacity line of credit
- Working to improve capital structure through removal or reduction of preferred equity

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### **Growth Rate of New Products Exceeds** Legacy Decline

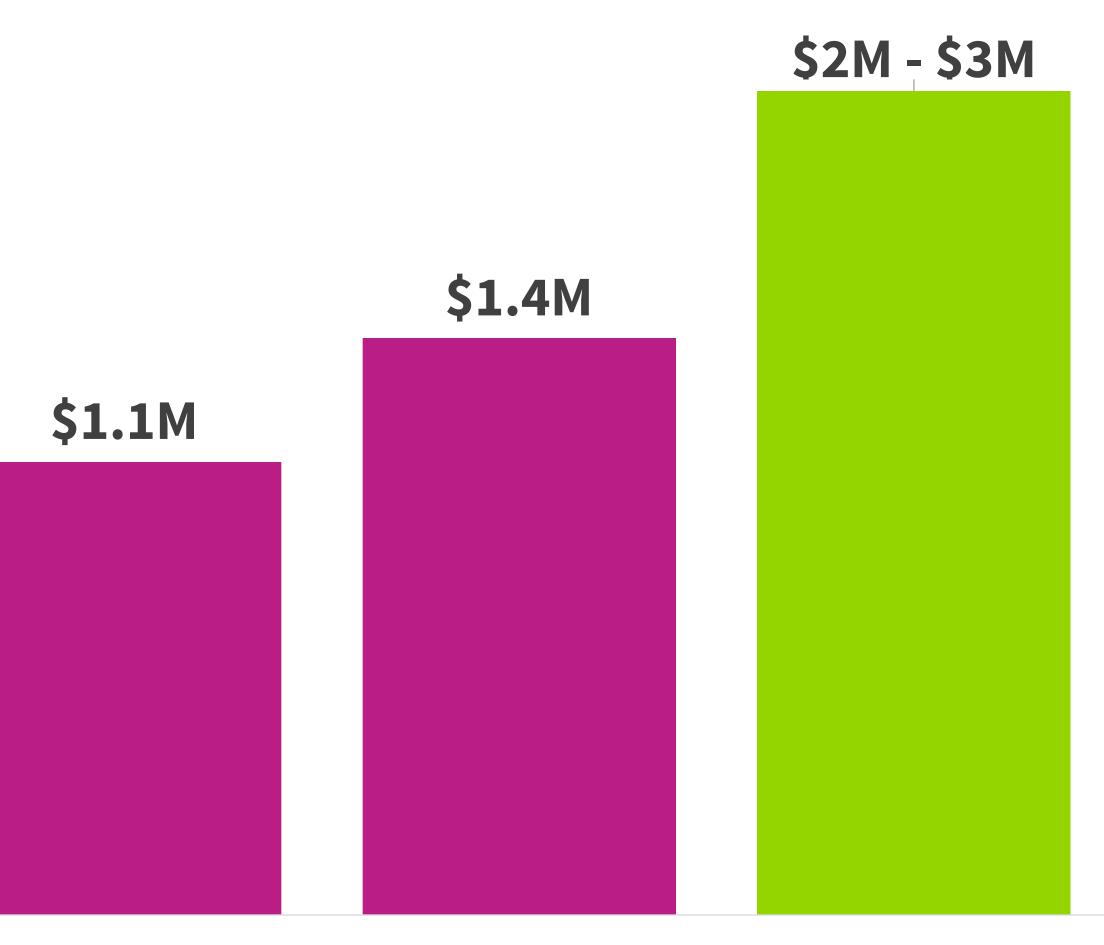




# New Bookings

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### 4Q18

1Q19

### Quarterly Goal

### **Revenue From New Bookings**



## Financial Results – Income Statement

#### Revenue

**Operating Expenses** 

Net Income (Loss)

### Adj. EBITDA\*

\*Streamline Health defines "adjusted EBITDA" as net earnings (loss) plus interest expense, tax expense, depreciation and amortization expenses, 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.

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Three Months Ended April 30, 2019	Three Months Ended April 30, 2018
\$5.4M	\$6.3M
\$4.9M	\$6.6M
\$0.3M	(\$0.6M)
\$1.1M	\$0.6M



## **Financial Results – Balance Sheet**

Cash & Cash Equivalents

**Total Current Assets** 

**Total Current Liabilities** 

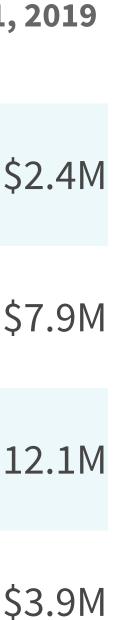
Total Bank Debt Outstanding

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As of April 30, 2019	As of January 31,
\$2.0M	\$
\$7.8M	\$
\$12.1M	\$1
\$3.8M	\$







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