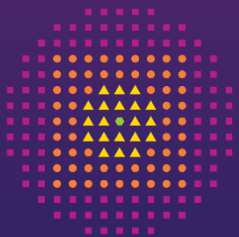


Streamline Health Solutions, Inc.  
NASDAQ: STRM

Third Quarter 2018 Results  
*Tuesday, December 11, 2018*



Streamline  
Health®

Quality is the New Revenue™

# 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

# Highlights

- Bookings up significantly YTD compared to 2017
- Realization of continued cost containment
- Adjusted EBITDA to expand in Q4 and FY 2019

## 3Q18 Results

**\$5.4M**

Revenue, 82% Recurring

**\$0.8M**

Adj. EBITDA

**(\$0.7M)**

Net Loss

**\$1.1M**

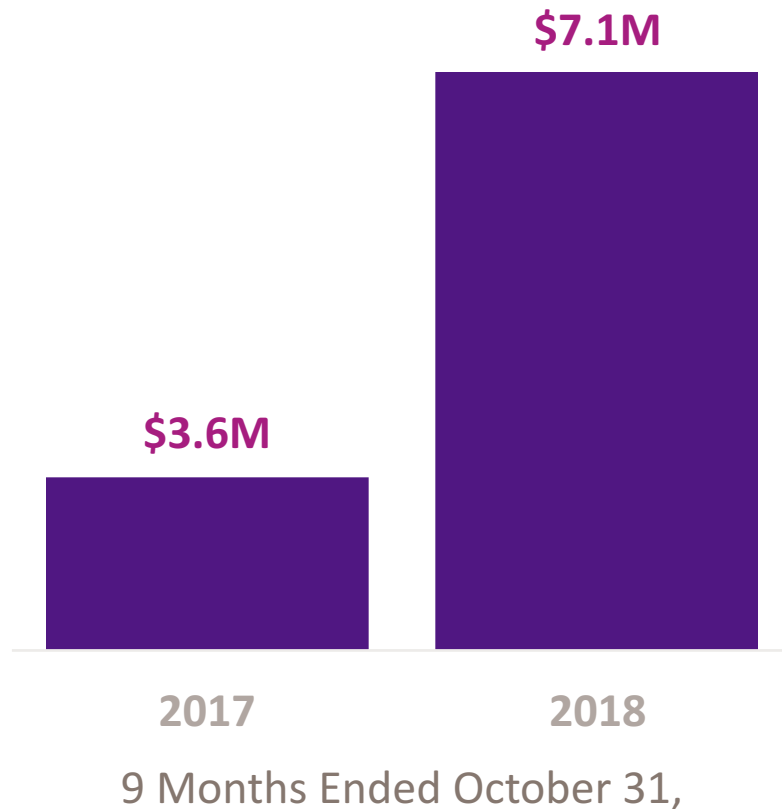
Cash on Hand

**\$4.1M**

Debt

# Bookings Growth

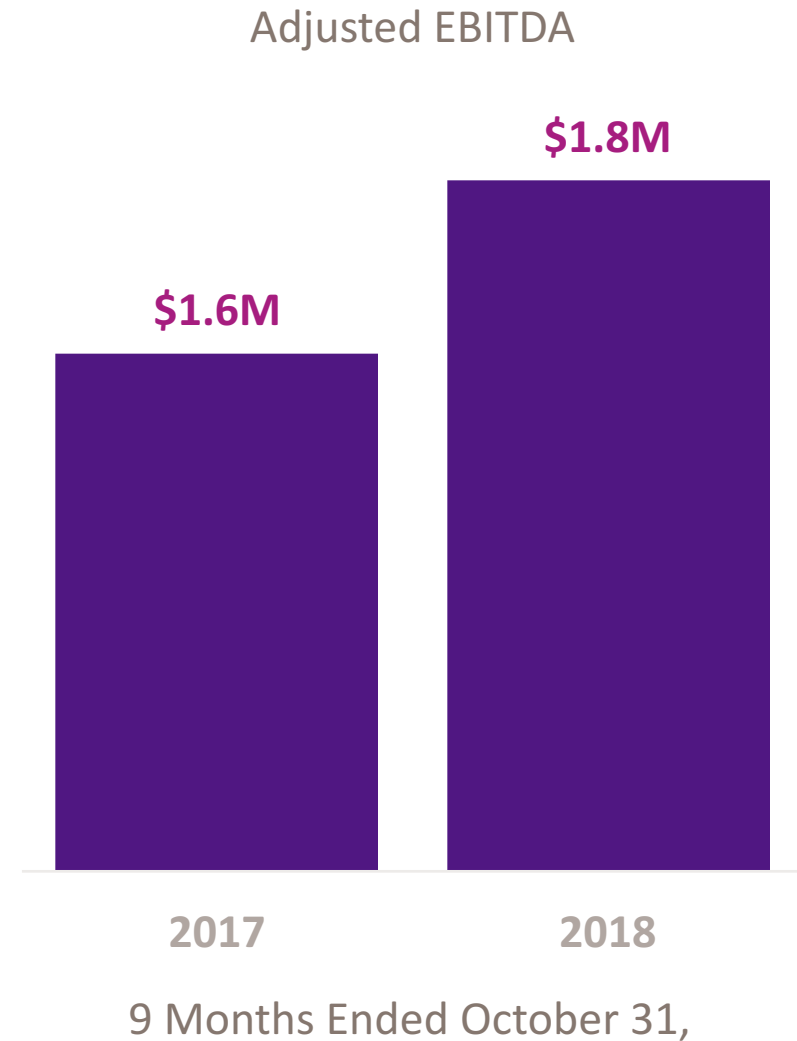
New Bookings Revenue



- 13 **eValuator** contracts, **9** implemented
- Backlog increased from Q2 2018 to \$26 million
- Continue to project **\$2M-\$3M** of quarterly bookings going forward

# Improvements to Operations

Continued to invest in eValuator while maintaining improved EBITDA performance



# Cost Savings From Office Consolidation

Short-term effect

**\$0.6M**

Approximate annual savings  
beginning fiscal 2019 from  
Atlanta office facility

Long-term effect

**\$1.4M**

Approximate annual savings  
beginning fiscal 2020 from both  
NYC and Atlanta

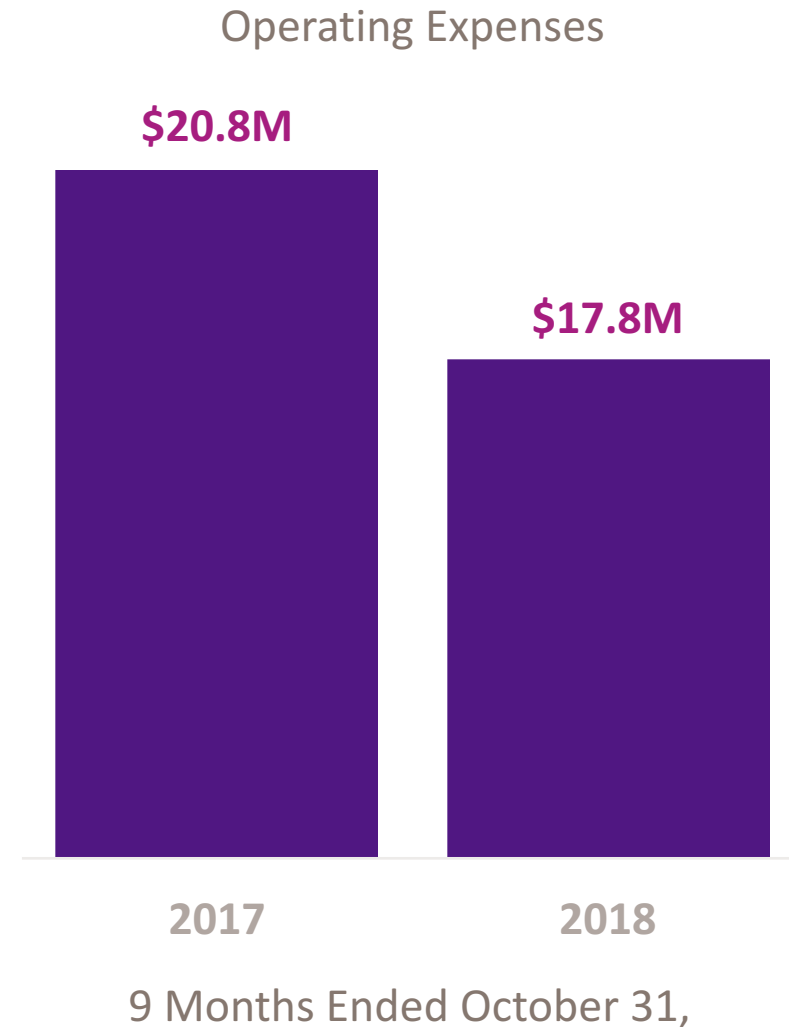
# Financial Results – Income Statement, Quarterly

	Three Months Ended October 31, 2018	Three Months Ended October 31, 2017	Nine Months Ended October 31, 2018	Nine Months Ended October 31, 2017
Revenue	<b>\$5.4M</b>	\$6.4M	<b>\$16.9</b>	\$18.2M
Operating Expenses	<b>\$5.7M</b>	\$6.1M	<b>\$19.2M</b>	\$20.8M
Net Income (Loss)	<b>(\$0.7M)</b>	\$0.0M	<b>(\$2.8M)</b>	(\$3.1M)
Adj. EBITDA*	<b>\$0.8M</b>	\$1.5M	<b>\$1.8M</b>	\$1.6M

\*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.

# Reduction of Operating Expenses

**\$3.0 million** reduction of operating expenses for the first nine months of 2018 vs. 2017





# Financial Results – Balance Sheet

As of October 31, 2018

As of January 31, 2018

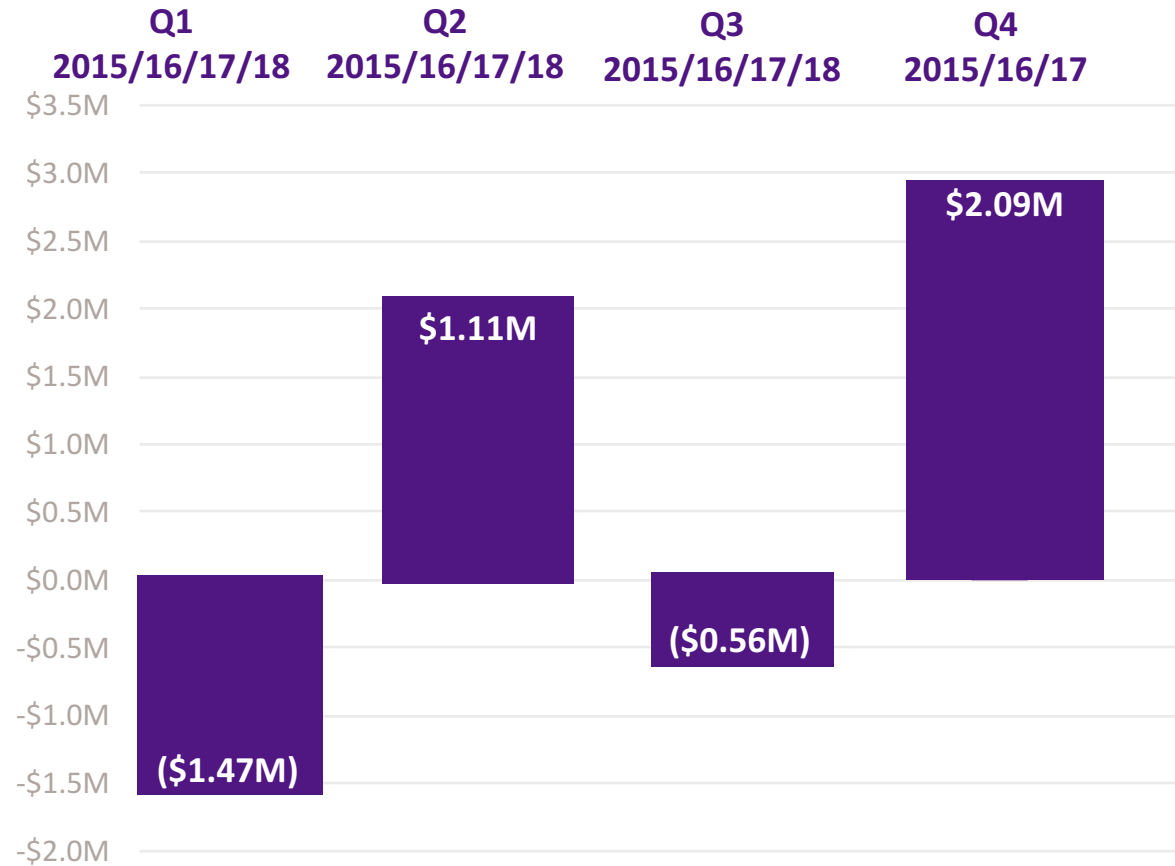
Cash & Cash Equivalents	<b>\$1.1M</b>	<b>\$4.6M</b>
Total Current Assets	<b>\$5.5M</b>	<b>\$9.6M</b>
Total Current Liabilities	<b>\$10.0M</b>	<b>\$11.5M</b>
Total Bank Debt Outstanding	<b>\$4.1M</b>	<b>\$4.6M</b>

# Cyclicality in Cash from Operations

Average Quarterly Cash Flow

Cash generation influenced by annual invoicing cycles

- Q1 lowest annual renewal invoicing
- Q2 & Q4 consistently higher annual renewal invoicing
- Q3 has lower annual invoicing



## Hospitals Need eValuator

**“Fitch: Healthcare Profit Margins Will Face Pressure in 2019”**

-Beckers Hospital CFO Report, December 3, 2018

**“Outlook is Negative for Nonprofit Hospital Sector, Moody’s Says”**

-Beckers Hospital CFO Report, December 5, 2018

## eValuator Works

“It’s really been working very well for us. We’ve been reviewing *all* the cases that have gone through eValuator and we’ve consistently been making improvements. We’ve been working with Streamline to help us make it even better and they have been very cooperative in expanding the product even more.”

**Teresa Michael, Director of HIM at Sarasota Memorial**

# Primary Drivers

## Pipeline

More and larger sales opportunities in the eValuator pipeline.

## Increased Breadth of eValuator

Expanded the number of rules for In-Patient use; accelerated development and deployment of eValuator for Out-Patient Clinics and Pro-Fee for Physician Practices.

## EMR Penetration

eValuator now into accounts using Epic; Cerner; Meditech and Allscripts

## Sales Presentation

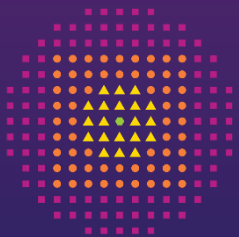
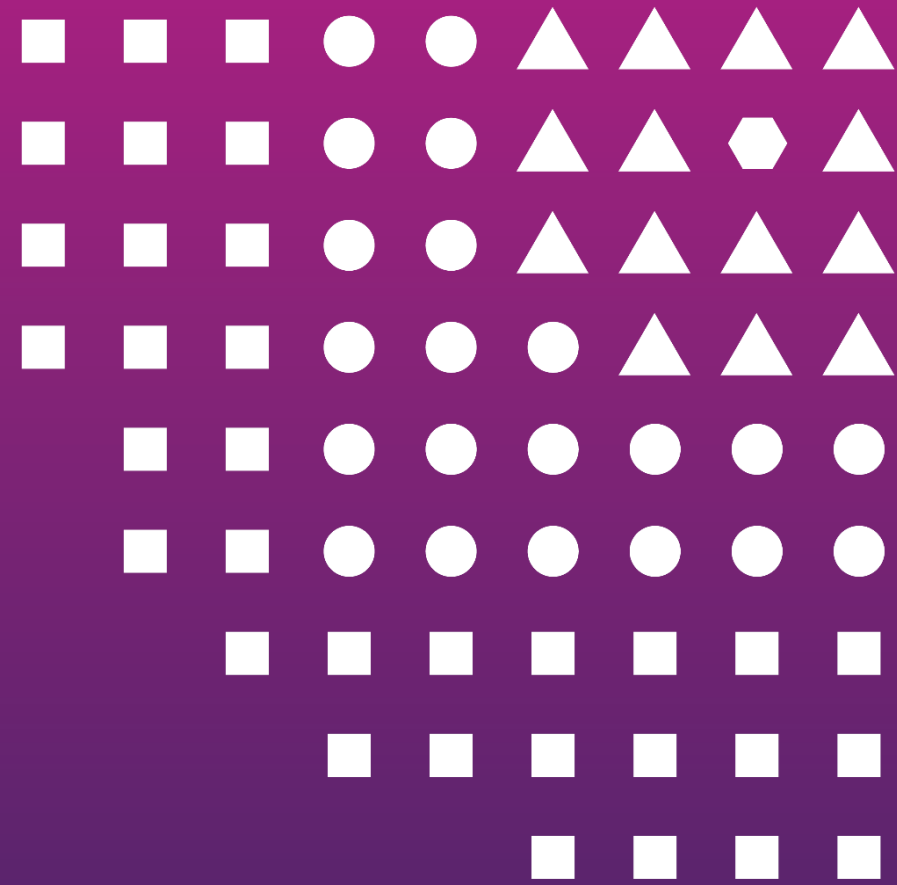
Refining and improving sales presentation grounded in the industry movement to improve healthcare providers' financial performance.

## Resellers

Initiating discussions with potential resellers for eValuator.

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