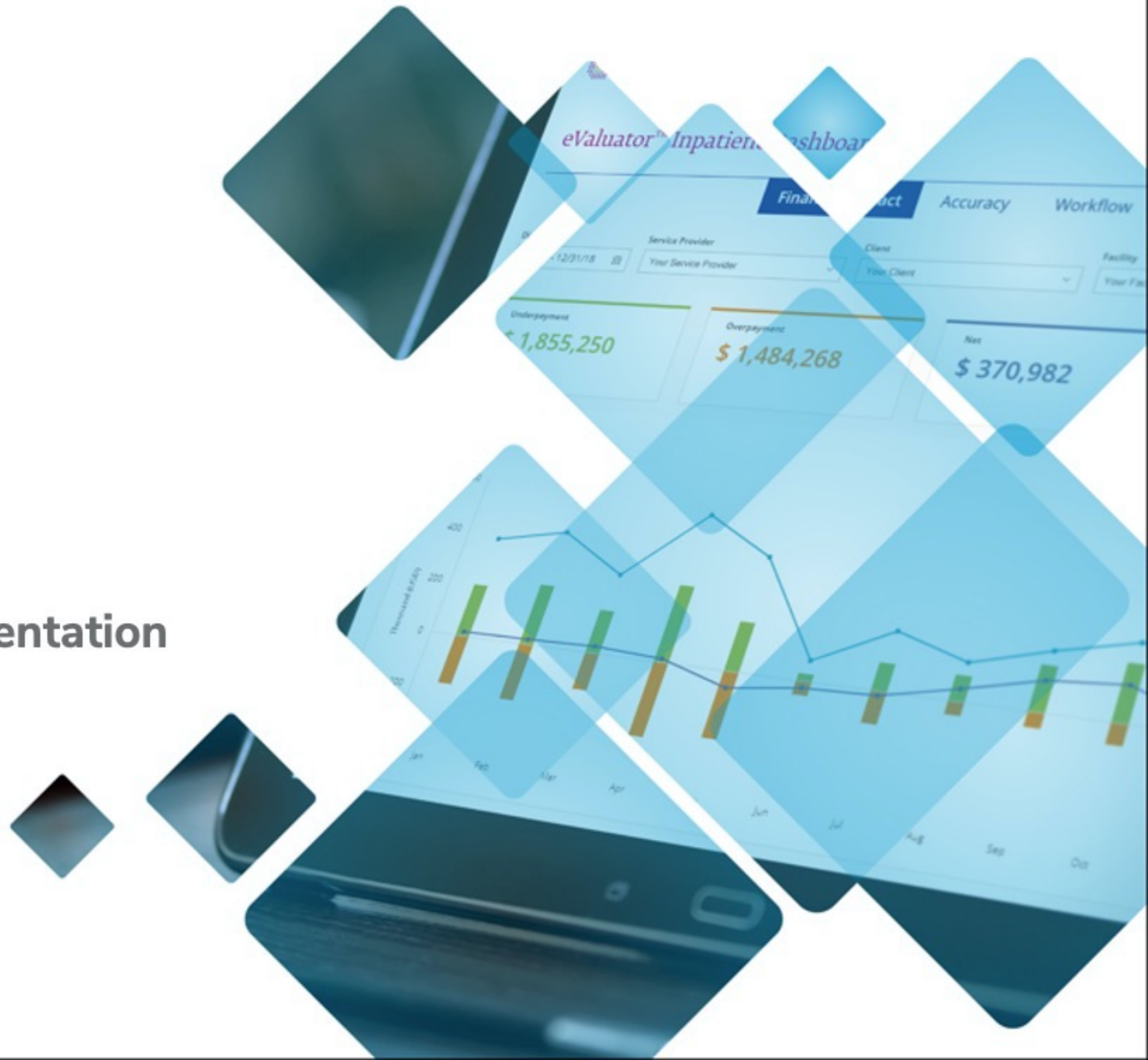


Streamline  
Health®

## Second Quarter 2021 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.

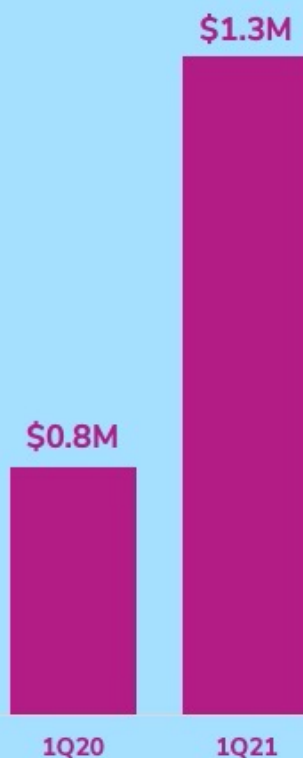
Actual results might differ materially from these statements due to a number of risks and uncertainties. Risks that may contribute to the uncertain nature of these statements are described in Streamline Health’s periodic filings made with Securities and Exchange Commission. Special attention is directed 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

# Second Quarter 2021 & Recent Highlights

## SaaS Revenue



**59% Growth of SaaS revenue in 2Q21 vs 2Q20.**  
Driven by significant eValuator growth



**Successful acquisition of Avelead** expands revenue and product portfolio

**\$4.2M**

**YTD New Bookings as of July 31, 2021**



Technology solutions that automate and improve the revenue cycle

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- Founded 2014; headquarters in Suwanee, GA
- SaaS ARR run rate of **\$5.7M**, TTM revenue of **\$10.2M** as of 6/30/21
- Anticipate FY21 SaaS revenues **doubling** compared to FY20
- **EHR-agnostic** suite of revenue cycle solutions that help healthcare providers capture **100%** of the revenue they've earned.
- Strong relationship with Cerner
- Flagship **RevID** solution compares posted charges to clinical information and is an ideal complement to eValuator

# Sales Update

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- Expanded salesforce with new SVP of Business Development, new RVP and two new Business Development Representatives
- Continuing **reseller expansion**, added 2 new reseller partners during 2Q, and one in August – total of **8** today
- Sustained pipeline growth: **10** new prospects added to eValuator pipeline in August.
- Maintaining **\$2-\$3M quarterly bookings goal**

# Financial Results

## Income Statement

	Three Months Ended July 31, 2021	Three Months Ended July 31, 2020
Revenue	\$2.9M	\$2.9M
Operating Expenses	\$5.3M	\$4.1M
Loss From Continuing Operations	(\$0.1M)	(\$1.2M)
Net Income/(Loss)	(\$0.1M)	(\$1.1M)
Adj. EBITDA*	(\$0.8M)	(\$0.4M)

\*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. Please see our press release for a reconciliation of non-GAAP Adjusted EBITDA to GAAP Net Income.

# Financial Results

## Balance Sheet

	As of July 31, 2021	As of January 31, 2021
Cash & Cash Equivalents	\$15.8M	\$2.4M
Total Current Assets	\$19.7M	\$7.3M
Total Current Liabilities	\$6.6M	\$7.4M
Total Bank Debt Outstanding	\$0.0M	\$0.0M

# Looking Forward

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- Focused on persistent, sequential revenue growth
- Project continued growth of recurring SaaS revenue as a percentage of total revenue
- Project expansion of SaaS gross margin
- Anticipating cash generation during 2Q or 3Q 2022





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