

Streamline  
Health®

## Second 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.

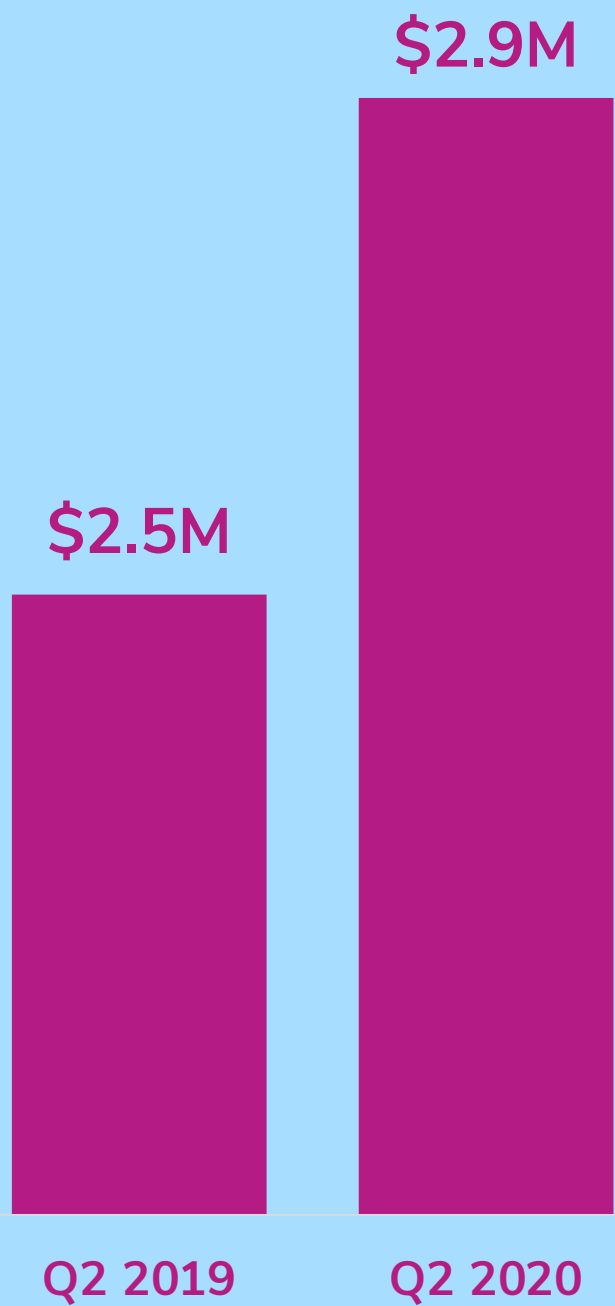
## **TRADEMARKS**

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# Second Quarter 2020 Highlights

Transforming hospital mid-revenue cycle management

## Quarterly Revenue



**16% Revenue Growth compared to Second Quarter 2019**

Despite the ongoing impact of COVID, driven by **46% growth** of SaaS revenues

**\$2.9M**

Q2 2020 New Bookings

Bookings in \$2-\$3M range of quarterly bookings goal

**\$5.7M**

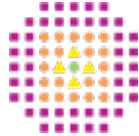
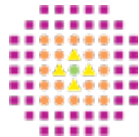
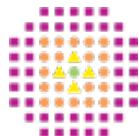
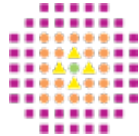
Cash & Cash Equivalents as of 7/31

Sufficient to fund operations through 2021  
Clean balance sheet with no debt other than PPP loan



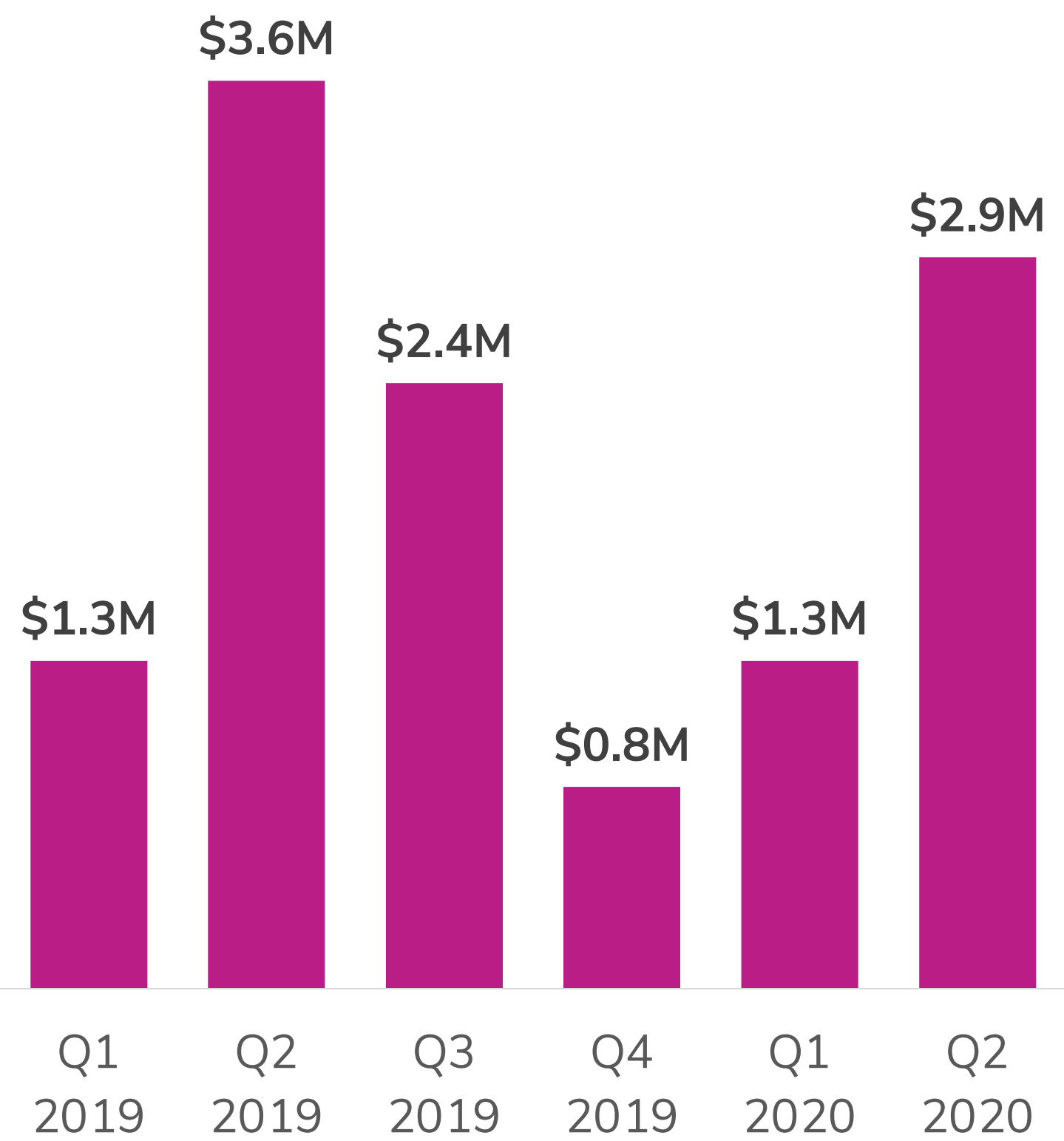
# Product Management & Customer Success

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-  Incorporated new COVID-19 rules within days of CMS guidance, expanded Outpatient ruleset by **20%+** overall
-  Product management enhanced eValuator's reporting functionality for Inpatient & Outpatient modules based on client & prospect feedback
-  R&D utilization up to **80%** vs historical 58%
-  Reduced average eValuator implementation timeline to **80 days** – some projects have been completed in **less than 60 days**

# Bookings & Pipeline

Quarterly Bookings TCV



- Q2 2020 bookings of **\$2.9M** included 2 large eValuator deals
- Pipeline remains robust with \$61M of total contract value across 68 prospects
- ChartWise & Allscripts are new eValuator reseller partners
- Anticipate maintaining **\$2-\$3M quarterly bookings goal** going forward if market conditions remain the same or improve

# Financial Results

## Income Statement

	Three Months Ended July 31, 2020	Three Months Ended July 31, 2019	Six Months Ended July 31, 2020	Six Months Ended July 31, 2019
Revenue	\$2.9M	\$2.5M	\$5.7M	\$5.7M
Operating Expenses	\$4.1M	\$4.3M	\$8.5M	\$8.4M
Loss From Continuing Operations	(\$1.2M)	(\$1.7M)	(\$2.1M)	(\$2.3M)
Net Income	(\$1.1M)	(\$0.6M)	\$2.5M	(\$0.3M)
Adj. EBITDA*	(\$0.4M)	(\$1.4M)	(\$1.0M)	(\$1.7M)

# Financial Results

## Balance Sheet

	As of July 31, 2020	As of January 31, 2020
Cash & Cash Equivalents	\$5.7M	\$1.6M
Total Current Assets	\$8.2M	\$6.7M
Total Current Liabilities	\$7.6M	\$15.6M
Total Bank Debt Outstanding	\$0.0M	\$3.8M

# Looking Forward

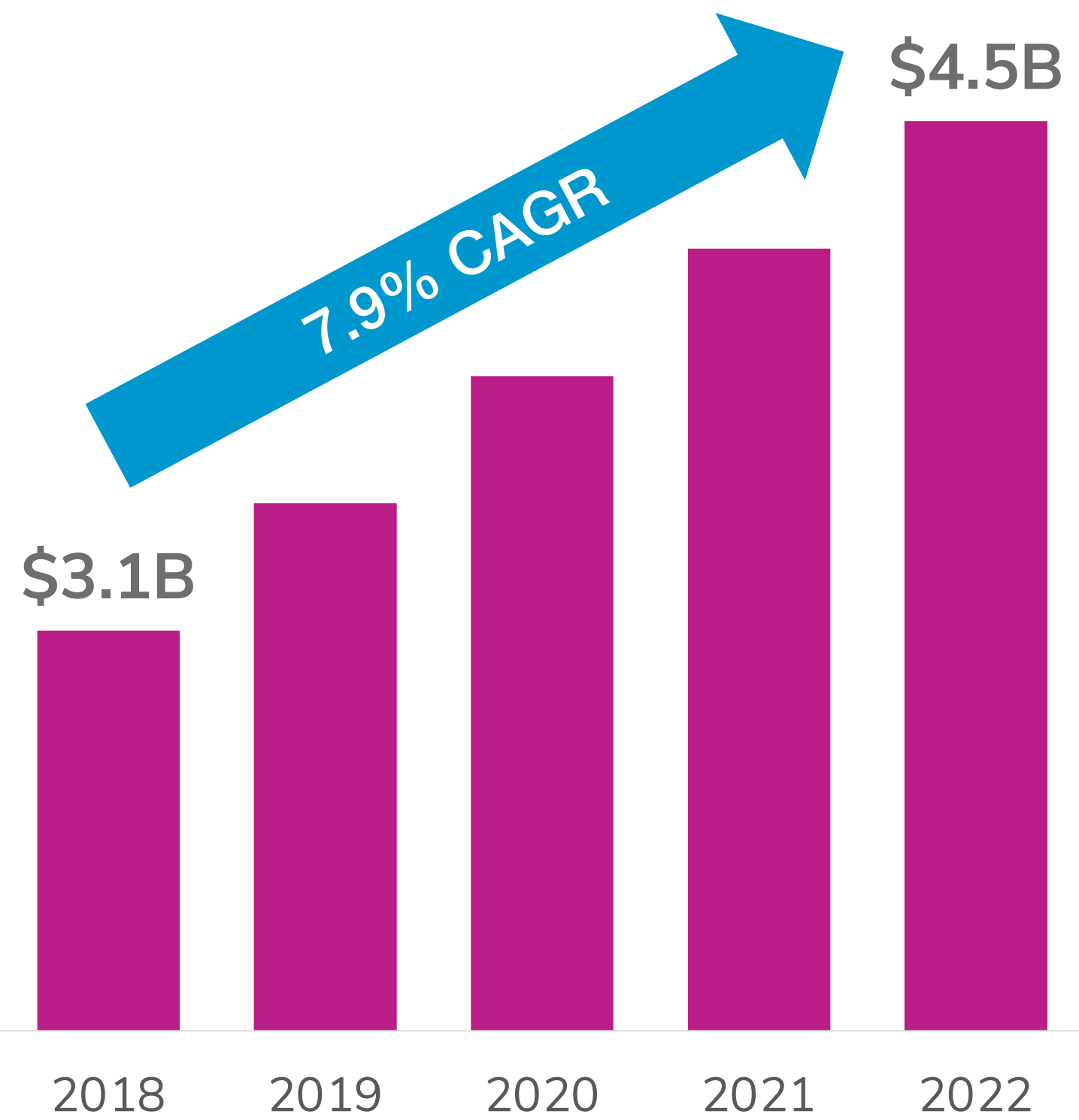
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- Anticipate persistent, sequential growth going forward, pending the timing of perpetual sales or a change to the Company's overall operating environment as a result of COVID-19
- Expect higher adjusted EBITDA loss in fiscal 2020 due to COVID-19
- Believe current cash on hand is sufficient to enable the Company to grow through 2021

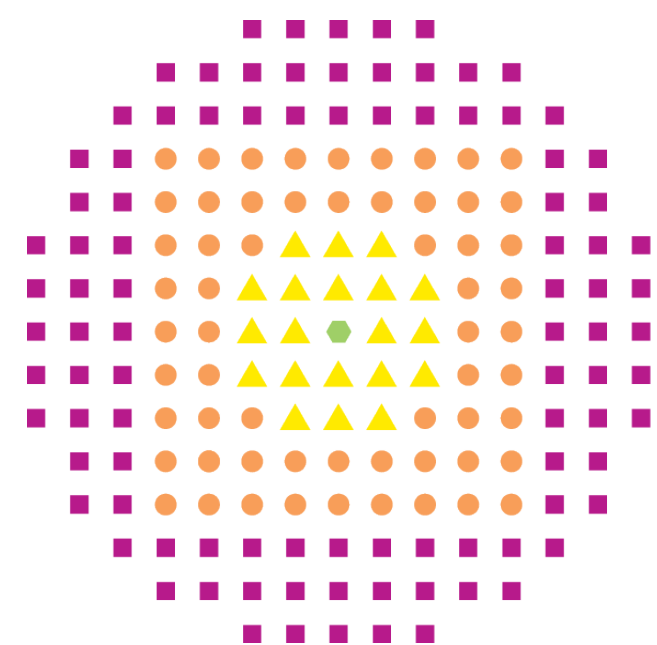


# STRM Well Positioned in Mid-Revenue Cycle Market Segment

Mid-Revenue Cycle Management  
& CDI Market Size<sup>1</sup>



- Nation-wide 2020 hospital operating margins were down 28% during the first 6 months of 2020<sup>2</sup>
- eValuator is well positioned to capitalize on industry pain points related to profitability and cash flow
- Anticipate continued growth of core business and profitability



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