



HOOPERHOLMES

(OTCQX: HPHW)

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Q2 Earnings Results Presentation

August 10, 2017

Speakers: Henry Dubois, Chief Executive Officer
Steven Balthazor, Chief Financial Officer

Safe Harbor

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Reaffirming Guidance

Rapid Progress on Merger Synergies

Milestones

- Merger Closed May 11, 2017
- Achieved over \$5.1 million in annualized synergies
- Won \$11.9 million in annualized new sales
- Increased access to capital

Reaffirming Guidance for Q2 – Q4 2017

- \$54+ million in revenue
- \$3+ million adjusted EBITDA
- \$7 million in annualized synergies

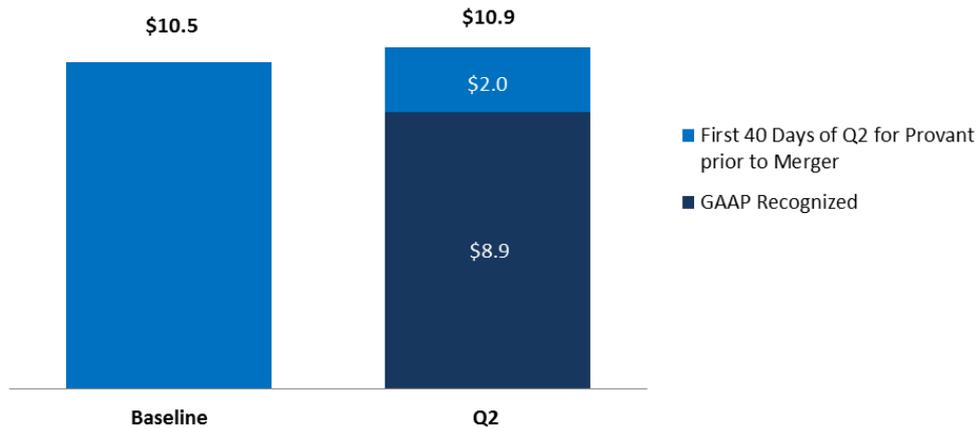
Reaffirming 2018 Guidance

- \$5+ million adjusted EBITDA
- Positive net income



Q2 Results

Q2 2017 Revenue (\$mm)



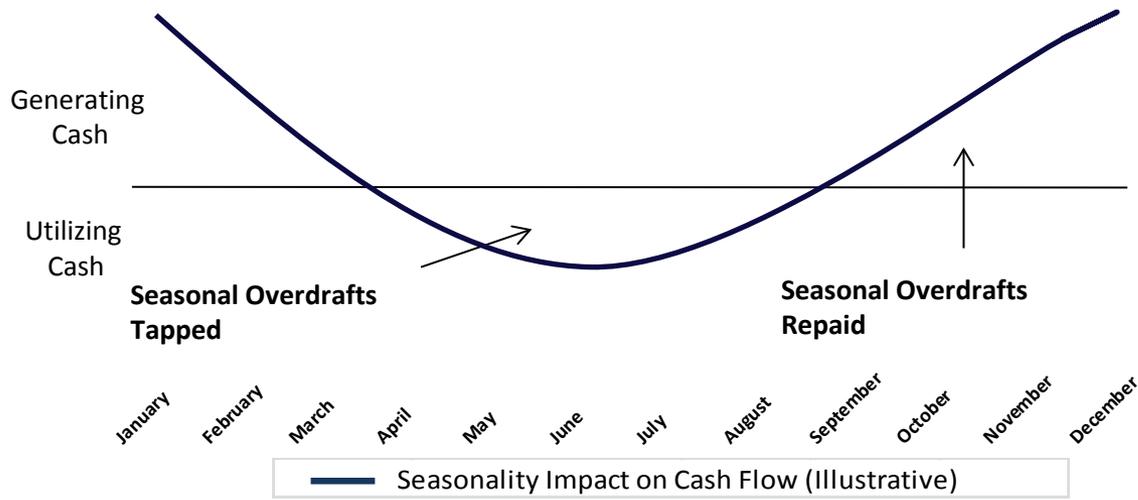
Adjusted EBITDA (\$mm)



- Q2 Pro Forma Revenue Exceeded Internal Baseline
 - Pro-forma revenue results include Provant for full Q2 2017
- 9% Improvement in Adjusted EBITDA
 - Due to timing of merger, synergies not yet recognized in Q2
 - 2016 Q2 Adjusted EBITDA based on full Q2 Hooper + pro-rata Q2 Provant

Access to Capital

Seasonality Impact on Cash Flow (Illustrative)

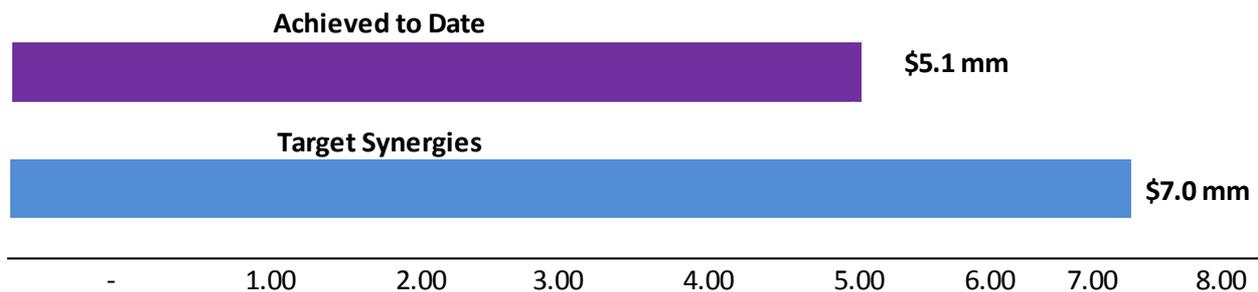


Sources of Liquidity	
Description	Amount
➤ ABL Term Loan	Up to \$15mm based on receivables
➤ Seasonal Overdraft	\$4mm (\$2mm in June) (\$2mm In Aug)

Synergies Accelerating

\$7 million Annualized Cost Efficiencies Targeted

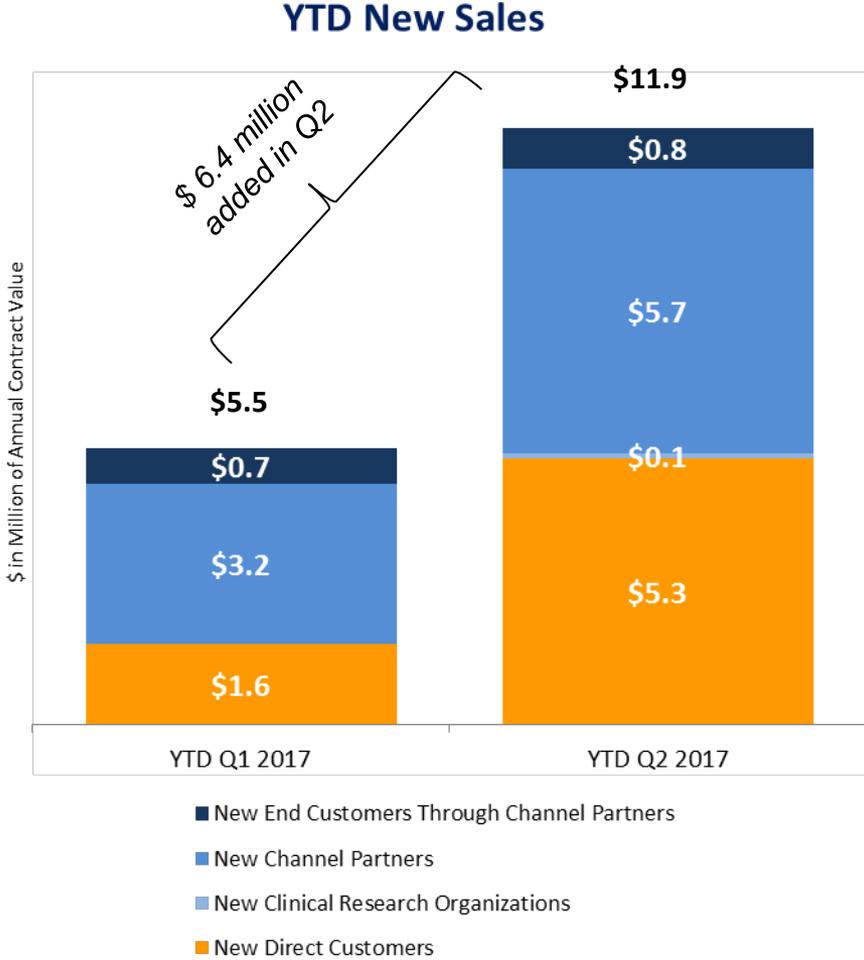
Progress towards Synergies Annual Run- rate Target



Implementation of Synergies

- Synergy projects running ahead of schedule
- Target: \$7 million in annualized synergies
- \$5.1 million already achieved, ~72% of target
- 2017 target increasing to \$3.0 million from \$2.8 million
 - Ahead of plan
- Screening, clinical and coaching efficiencies
- Duplicative SG&A eliminated
- Reduced fixed costs

\$11.9 million in New Sales from Channel Partners and Direct Customers



Top New Channel Partners

- Large Insurance Company
- Two Wellness Companies
- New England Health Plan

Top New Direct Customers

- International Beverage Company
- Federation of Statewide Municipalities
- Large Family Owned Food Company
- A Leading University

Conclusions and Outlook

Second Half Outlook

- Screenings in excess of ~ 600,000
- Positive operating cash flow in Q3 and strong cash generation in Q4
- Integration essentially completed by year-end

Road Map to Success

- Solid customer base and revenue growth
- Increased operating capabilities
- Leverageable Cost structure

Targets

\$54+ million revenue for last 9 months of 2017

\$ 3 + million adjusted EBITDA for last 9 months of 2017

\$ 7 million annualized synergy savings

\$ 5 + million adjusted EBITDA for 2018

Positive 2018 Net Income

