

Hooper Holmes, Inc.

May 12, 2016

Earnings Presentation

Speakers: Henry Dubois, Chief Executive Officer

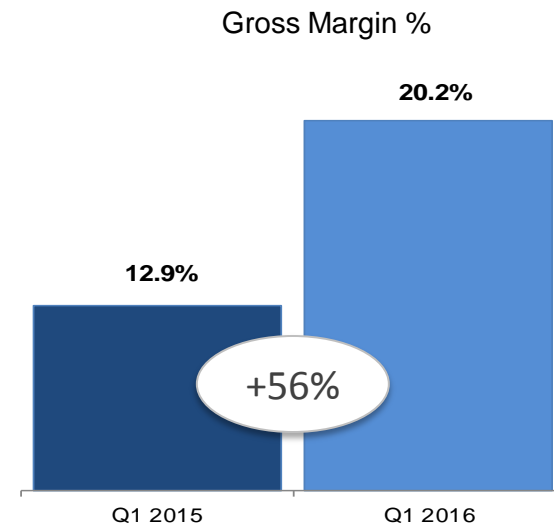
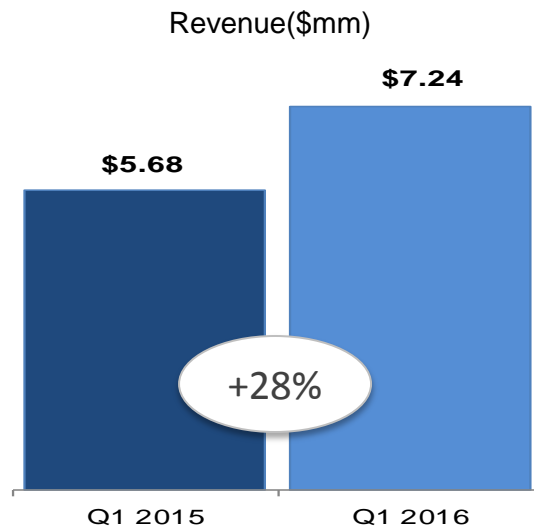
Steven Balthazor, Chief Financial Officer



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Q1 2016 Results Continue Momentum



Q1 2016 HIGHLIGHTS

- \$7.2mm Health & Wellness revenue
- Strong new sales in Q1 – expect \$3.9mm in new full year 2016 revenue
- Successfully raised \$3.5mm in rights offering and an additional \$1.2mm from 200 NNH, LLC an affiliate of Kanon Ventures
- New \$7mm credit facility eliminates needs to issue additional warrant and prevents dilution

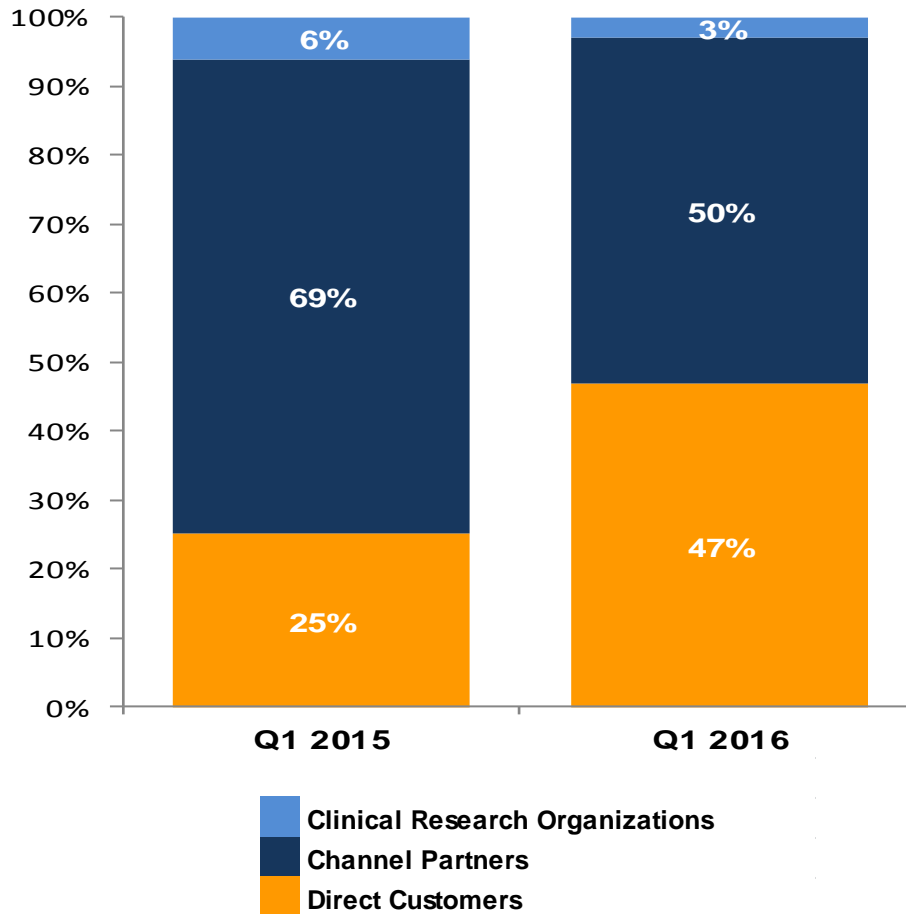
2016 OUTLOOK

- For the full year, expecting \$42.0mm revenue with positive adjusted EBITDA & operating cash flow
- Due to the seasonality of the business, significantly more revenue comes in the second half of the year.
- Repayment of \$2.3mm of debt planned in 2016
- 1 for 15 stock split proposed for shareholder approval

Q1 2016 Revenue by Sales Channels

Revenue %

Revenue Classification by sales channels



Key Takeaways

- Biometric screenings sold through all sales channels
- Blended book of business is evolving - we expect continued growth in coaching and portal revenue
- Direct sales channel reflects customers who contract directly with us for one or more services. These contracts are typically multi-year contracts.
- Channel Partners remain largest segment– expect growth in second half of the year due to historical seasonality
- Revenue from clinical research organizations expected to increase during the year, reflecting project milestones

Q1 2016 Results vs. Q1 2015 - continued

Adjusted EBITDA (\$mm)

10% Improvement

Adjusted EBITDA in million \$



	Q1 2015	Q1 2016
Net Loss	(\$2.1)	(\$3.4)
Interest expense	\$0.0	\$0.2
Other debt related costs in Int exp	\$0.1	\$0.6
Income taxes	\$0.0	\$0.0
Depreciation & amortization	\$0.3	\$0.7
Share-based compensation	\$0.1	\$0.1
Stock payments	\$0.0	\$0.2
Transaction Costs	\$0.1	\$0.1
Transition Costs	\$0.0	\$0.1
Portamedic Contingent Liability	\$0.0	\$0.2
Adjusted EBITDA	(\$1.6)	(\$1.4)

- Q1 2016 adjusted EBITDA improvement of 10% over Q1 2015
 - Q1 2016 adjusted EBITDA is in line with expectations and covenants.
 - Expecting positive adjusted EBITDA and operating cash flow for full year 2016

Capital Structure and Reverse Stock Split

Capital Structure, Debt Refinancing and Debt Reduction Highlights (000's)

Capital Structure	<u>12/31/2015</u>	<u>03/31/2016</u>
– Cash	\$2,035	\$2,031
– Outstanding Revolver	\$3,278	\$2,645
– Outstanding SWK Debt	\$5,000	\$4,474
– Equity	\$ 217	\$1,730
Refinanced Revolving Credit Facility	Eliminated Need to Issue Warrant, Prevented Potential Dilution of 7%	
Debt Reduction		
– Paid in Q1 2016	\$ 526	
– To be Paid in Q2 2016	\$ 600	
– Remaining to be Paid in 2016	<u>\$1,200</u>	
Total	<u>\$2,326</u>	
Reverse Stock Split	1 for 15 Exchange Ratio	

- Refinanced Credit Agreement to Eliminate Additional Warrant
 - Economically identical to previous credit facility, inclusive of fees
- Reverse Stock Split
 - As of April 15, 2016, approximately 128mm shares of common stock were outstanding
 - Reduces outstanding shares to approximately 8.5mm

Quality Leadership in Biometric Screenings

Full Year 2015 Metrics

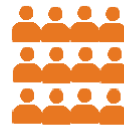
26,426

SESSIONS
MANAGED



514,963

PARTICIPANTS
SCREENED



99.2%

PARTICIPANT
SATISFACTION



99.8%

QUALITY,
ERROR FREE



99.9%

SPEED OF
RESULTS DELIVERY
(within 48 hours)



98.9%

STAFF ON
TIME TO EVENTS



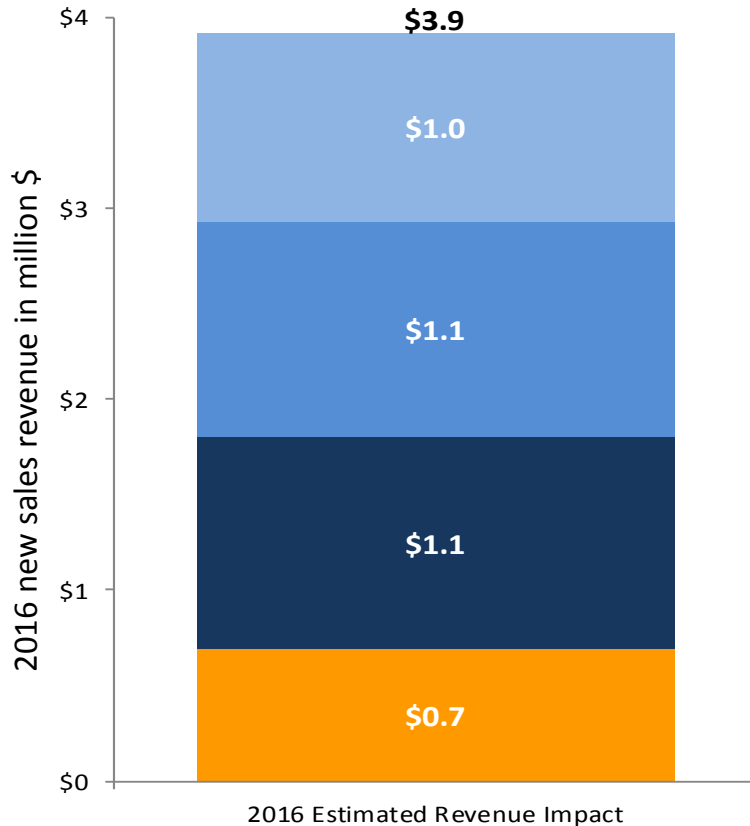
“The Site Manager and her group did a fantastic job working our event. They were courteous and quick and the professionals everyone wants at their event. Thank you for making our event a true success.” – Channel Partner end customer

“This has been the most well organized, and professionally orchestrated Screening clinic in the history of our onsite program.” – HR Director for a direct customer

“I want to express my gratitude for your prompt response and professionalism in carrying out exams for my wife and me. You were able to confirm the status and the examiner was at our door when most people were operating on delayed schedules. She was very thorough, insightful, and articulate in explaining our exam and the impact wellness screening should have on our overall health. Thanks for your help and professionalism!” – Screening Participant

Momentum Continues – YTD Sales Growth in All Areas

Strong YTD Sales Growth Expected to Deliver \$3.9mm in 2016 Revenues



New Clinical Research Organization Projects

- Estimated \$1.0mm in 2016
- Large contract extension estimated at \$12.0mm in revenue over the life of the contract, \$0.8mm in 2016

New Channel Partners

- Estimated \$1.1mm in 2016

New End Customers Through Existing Channel Partners

- Estimated \$1.1mm in 2016
- Well positioned to grow with our Channel Partners

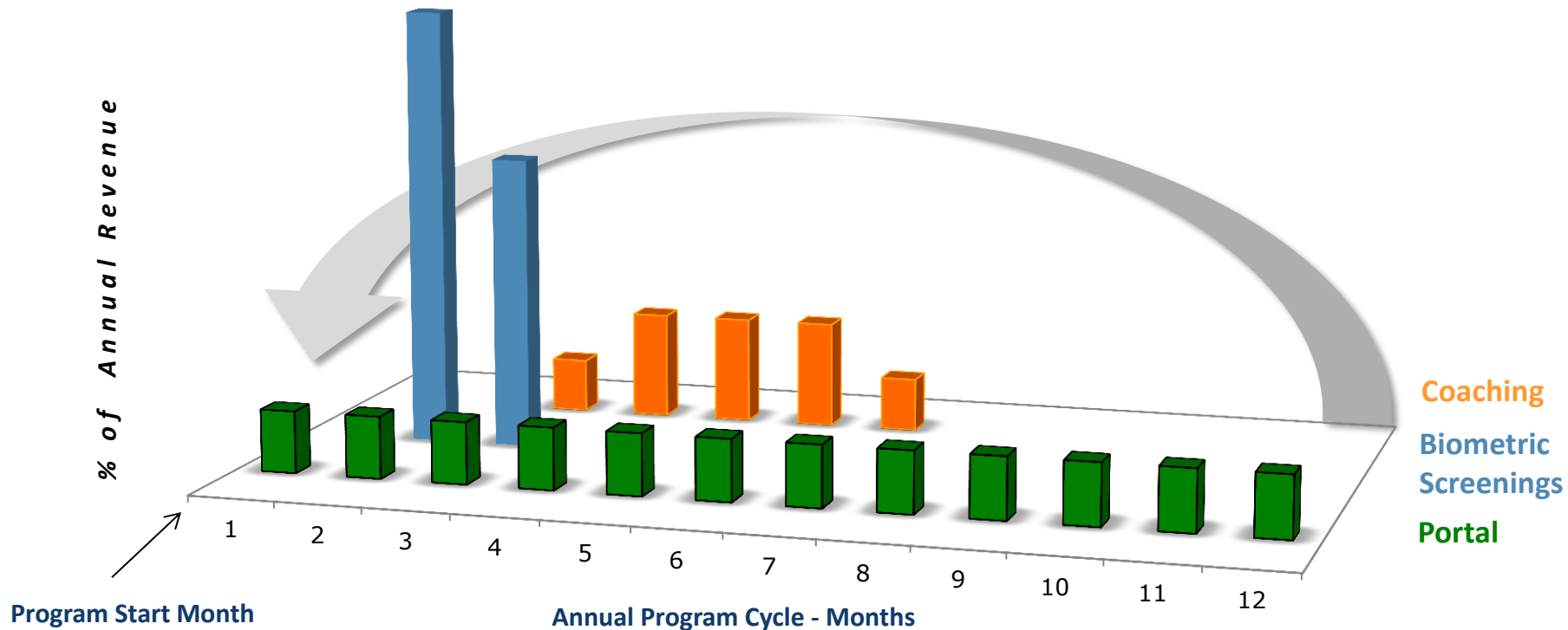
New Direct Customers

- Estimated \$0.7mm in 2016
- Contracts are typically multi-year

- New Clinical Research Organizations
- New Channel Partners
- New End Customers Through Channel Partners
- New Direct Customers

Revenue Recognition for Health & Wellness Programs

Portal, Screening and Coaching Services Contribute Revenue at Different Times Throughout the Year



- Typical program cycle from start date (usually two to six months post contract signing)
- Screening and Coaching Revenue driven by the percentage of employees participating in the Wellness program; Portal is a recurring per employee per month fee
- Hooper works with clients to drive program participation
- Coaching typically follows Screenings; both typically recur annually for new program year

Driving Shareholder Value

New Sales

- \$3.9mm of new 2016 revenue won through sales efforts already this year, including the addition of full service wellness clients
- Q2 2016 continues toward annual target of \$42mm

Financial Growth

- For full year 2016, expecting \$42mm revenue representing 30% growth as compared to 2015 and continued progress toward achieving our \$100mm revenue target
- Expecting positive adjusted EBITDA and operating cash flow for the full year

Corporate Execution

- Improved capital structure creates foundation for growth
- Preparation for second half volumes well underway
- Drive scale to realize margin improvements

Drive Shareholder Value