

KEY FINANCIALS

Revenue (ttm):	\$39.8M	Share Price (1/24/18):	\$4.75
Shares Outstanding:	16.0M	Market Cap:	\$78M
Insider Ownership:	18%	Analyst Coverage:	Barrington Research, Craig-Hallum, First Analysis, Stifel, William Blair

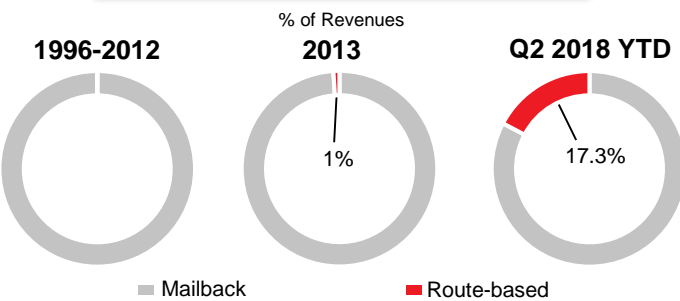
BUSINESS OVERVIEW

Sharps Compliance is the second largest provider of customized solutions for the management of medical waste and unused medications for small and medium quantity generators across the country.

- Comprehensive mail-back solutions
- Route-based pick-up services
- Valuable data to support regulatory and patient compliance
- Focus on high margin sector of U.S. medical waste market

SHIFT TO FULL-SERVICE

COVERAGE MAP



- Mailback & Route-based service
- Company-owned route-based

COMPANY HIGHLIGHTS

Market Opportunity

- \$1B+ market for small to medium quantity waste generators and growing at 5.5%; \$1B market for unused medications
- 200+ small private regional providers
- Total U.S. medical waste market of \$5B and growing at 3.2%
- Point of care shifting to Clinics/Retail Pharmacies, Urgent Care Centers, Home Health Care and Assisted Living/Long-Term Care

Attractive Business Model

- One of only two providers servicing nationwide customers with both mailback and route-based pick-up services
- Two state-of-the-art waste treatment facilities and the ability to service 48% of the U.S. population with route-based infrastructure
- MedSafe® solution for the safe collection and proper disposal of unwanted and expired prescription medications including controlled substances
- Pharmaceutical Manufacturer Patient Support Program
- Recurring revenue and high operating leverage; operating infrastructure in place to grow 2-3X

Solid Balance Sheet

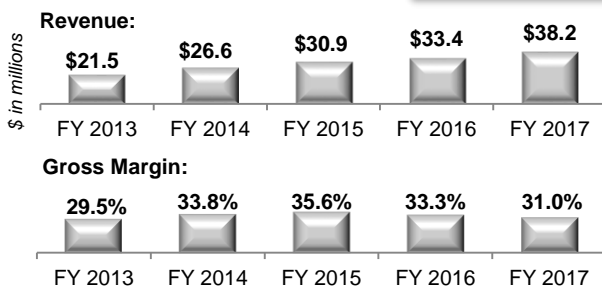
- Approximately \$5.8 million in cash as of December 31, 2017
- \$10.9 million in working capital
- 16.0 million shares outstanding

Strategic Acquisition Strategy

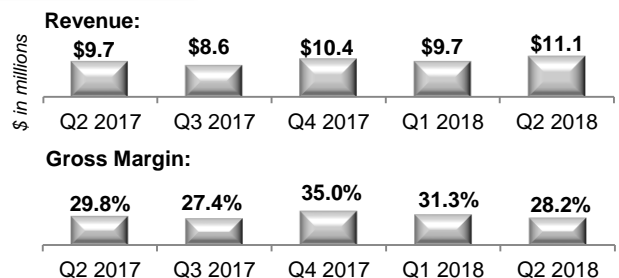
- Focus on route-based businesses in densely populated areas of the U.S.
- 3 acquisitions expanded service footprint: Alpha Bio/Med, Bio-Team Mobile and Citiwaste

FINANCIAL PERFORMANCE

Annual

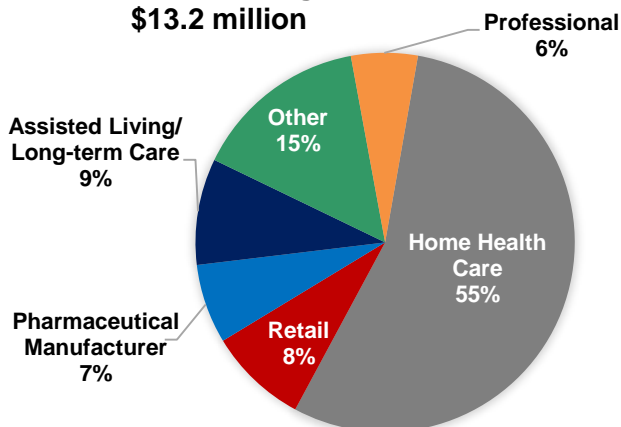


Quarterly

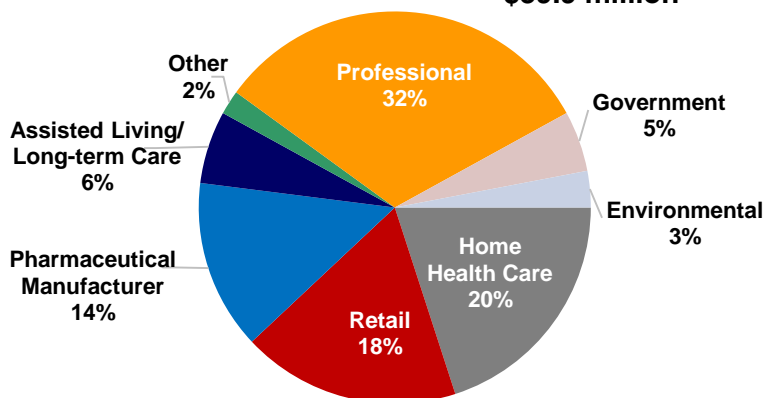


DIVERSE REVENUE MIX

FY 2008 Billings
\$13.2 million



Q2 2018 (TTM) Billings
\$39.9 million



GROWTH STRATEGY

Drive Strong Organic Growth

- Heightened focus on marketing activities, additional solutions and cross-selling initiatives to increase revenue growth

Pursue Complementary Acquisitions

- Focus primarily on route-based business
- Expand service footprint in densely populated areas

Introduce New and Value-Added Products and Services

- Help customers solve problems and save costs

INCOME STATEMENT HIGHLIGHTS

	Three Months Ended December 31,		Six-Months Ended December 31,	
	2017	2016	2017	2016
<i>In \$ thousands, except per share data</i>				
REVENUES	\$ 11,119	\$ 9,707	\$ 20,802	\$ 19,238
Cost of revenues	7,988	6,812	14,643	13,384
GROSS PROFIT	3,131	2,895	6,159	5,854
Selling, general and administrative	2,821	2,899	5,546	6,598
Depreciation and amortization	203	200	405	400
OPERATING INCOME (LOSS)	107	(204)	208	(1,144)
Operating Margin	1.0%	(2.1%)	1.0%	(5.9%)
NET INCOME (LOSS)	\$ 156	\$ (227)	\$ 231	\$ (1,194)
Net Income (Loss) Per Share – diluted	\$ 0.01	\$ (0.01)	\$ 0.01	\$ (0.08)
WEIGHTED AVERAGE SHARES OUTSTANDING - diluted	16,068	15,929	16,081	15,898

BALANCE SHEET HIGHLIGHTS

	December 31, 2017
Cash and Cash Equivalents	\$5.8M
Working Capital	\$10.9M
Debt	\$2.3M
Shareholders' Equity	\$25.9M

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This document contains forward-looking statements that are subject to various risks and uncertainties. The Company's actual results could differ materially from those anticipated in these forward-looking statements as a result of unforeseen factors. A discussion of factors that may cause actual results to differ from management's projections, forecasts, estimates and expectations is available in the Company filings with the SEC. Those factors may include changes in general economic conditions, increases in costs, changes in regulation and other competitive factors.