

## KEY FINANCIALS

<b>Revenue (ttm):</b>	\$38.3M	<b>Share Price (10/31/17):</b>	\$4.14
<b>Shares Outstanding:</b>	16.0M	<b>Market Cap:</b>	\$66M
<b>Insider Ownership:</b>	18%	<b>Analyst Coverage:</b>	Barrington Research, Craig-Hallum, First Analysis, Stifel, William Blair

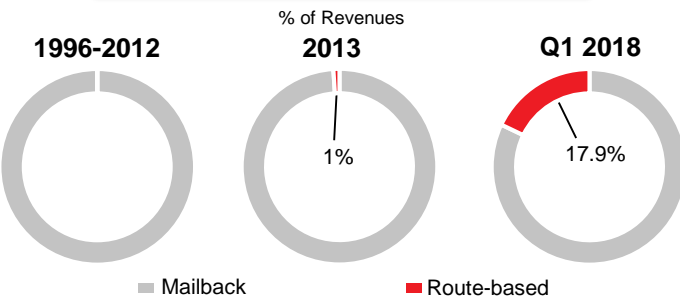
## BUSINESS OVERVIEW

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

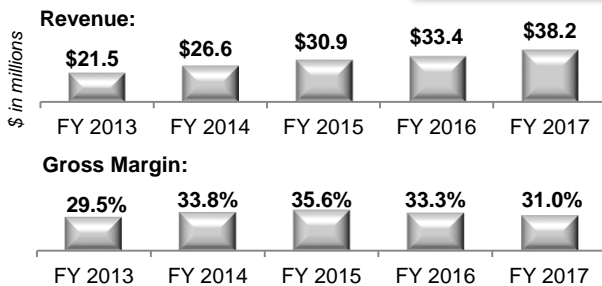
- Approximately \$5.2 million in cash as of September 30, 2017
- \$10.8 million in working capital
- 16.0 million shares outstanding

### Strategic Acquisition Strategy

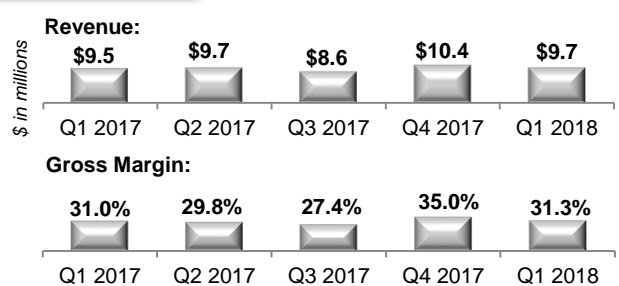
- Focus on route-based businesses in densely populated areas of the U.S.
- 3 acquisitions since July 2015 have expanded service footprint: Alpha Bio/Med, Bio-Team Mobile and Citiwaste

## FINANCIAL PERFORMANCE

### Annual

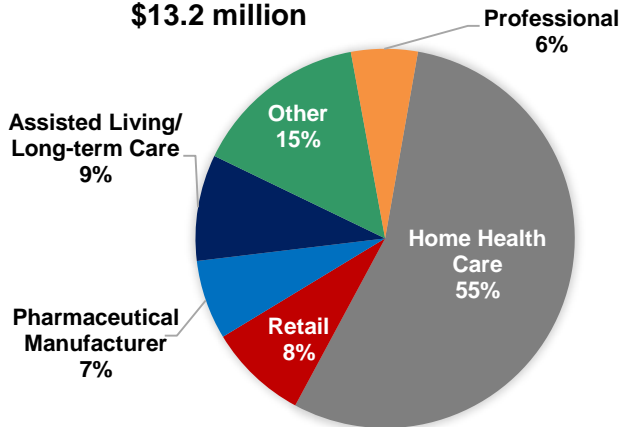


### Quarterly

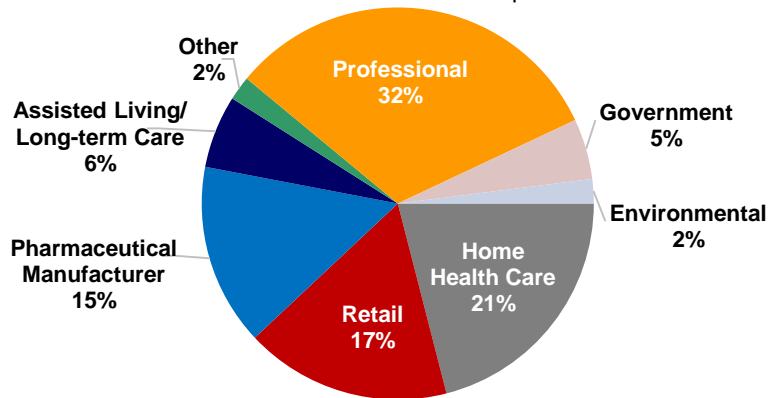


## DIVERSE REVENUE MIX

**FY 2008 Billings**  
\$13.2 million



**Q1 2018 (TTM) Billings**  
\$38.1 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 September 30,		Year Ended June 30,	
	2017	2016	2017	2016
<i>In \$ thousands, except per share data</i>				
REVENUES	\$ 9,683	\$ 9,531	\$ 38,188	\$ 33,383
Cost of revenues	6,655	6,572	26,351	22,272
GROSS PROFIT	3,028	2,959	11,837	11,111
Selling, general and administrative	2,725	3,699	12,223	10,812
Depreciation and amortization	202	200	801	294
OPERATING INCOME (LOSS)	101	(940)	(1,187)	5
Operating Margin	1.0%	(9.9%)	(3.1%)	0.0%
NET INCOME (LOSS)	\$ 75	\$ (967)	\$ (1,293)	\$ 13
Net Income (Loss) Per Share – diluted	\$ 0.00	\$ (0.06)	\$ (0.08)	\$ 0.00
WEIGHTED AVERAGE SHARES OUTSTANDING - diluted	16,093	15,868	15,949	15,838

## BALANCE SHEET HIGHLIGHTS

	September 30, 2017
Cash and Cash Equivalents	\$5.2M
Working Capital	\$10.8M
Debt	\$2.5M
Shareholders' Equity	\$25.5M

### Company Contact:

Diana P. Diaz  
Sharps Compliance Corp.  
Phone: (713) 660-3547

### Investor Contact:

John Nesbett/Jennifer Belodeau  
Institutional Marketing Services (IMS)  
(203) 972-9200

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.