

## KEY FINANCIALS

<b>Revenue (TTM):</b>	\$76.4M	<b>Share Price (8/18/21):</b>	\$9.13
<b>Shares Outstanding:</b>	16.9M	<b>Market Cap:</b>	\$152.7M
<b>Insider Ownership:</b>	21%	<b>Analyst Coverage:</b>	ROTH, Stifel, Barrington, Lake Street, H.C. Wainwright

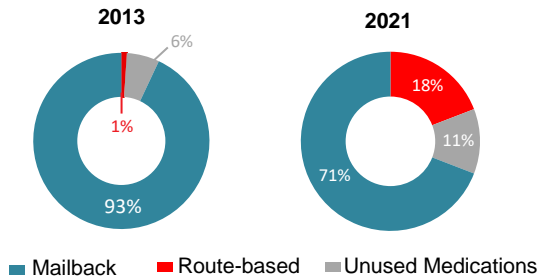
## BUSINESS OVERVIEW

Sharps Compliance is a leading business-to-business services provider to the healthcare, long-term care and retail pharmacy markets. Sharps offers comprehensive solutions for the management of regulated medical waste, hazardous waste and unused medications.

- Focus on high margin sector of U.S. medical waste market
- 18% 5-year CAGR

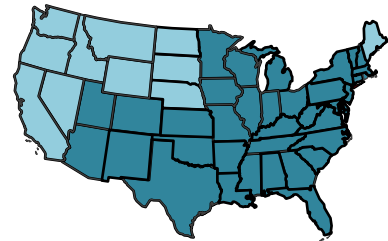
## IMPROVING REVENUE MIX

Route-Based is Growing as a Percentage of Medical Waste Revenues



## NATIONAL FOOTPRINT

Route-based service (via network) Company-owned route-based



Service to 37 states & 80% of U.S. population

## COMPANY HIGHLIGHTS

### Market Opportunity: ~\$2B

- \$1B+ market for comprehensive medical waste management solutions (mailback & route-based) growing at 5.5%
  - Core customers: Clinics/Retail Pharmacies, Urgent Care Centers, Home Health Care and Long-Term Care Centers
  - Positioned to play a key role in COVID-19 vaccine booster programs in Retail and Long-Term Care Settings
- \$1B+ market for unused medications management solutions (MedSafe & TakeAway envelopes) growing at 4.2%
  - Core customers: Pharmacies (Retail & Hospital), Long-Term Care & Narcotic Treatment Facilities, and Law Enforcement Agencies
  - 250 million pounds of unused medication waste generated per year; Sharps' solutions are a preventive measure in the battle against opioid abuse
  - Sharps unused medication revenue increased from \$1.3 million in 2014 to \$8.2 million in 2021

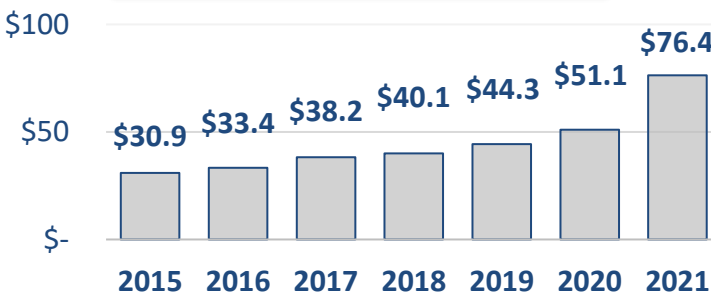
### Strategic Transformation

- Enhanced comprehensive solutions drive more stable and predictable recurring revenue
- Expanding route-based service through acquisitions in geographic areas
- Tripled capacity at treatment facilities; expanded processing capacity to 27M pounds per year from 10M pounds a year ago
- Growing installed base of MedSafe receptacles addresses unused medications market; 6,125 installed receptacles spanning all 50 states

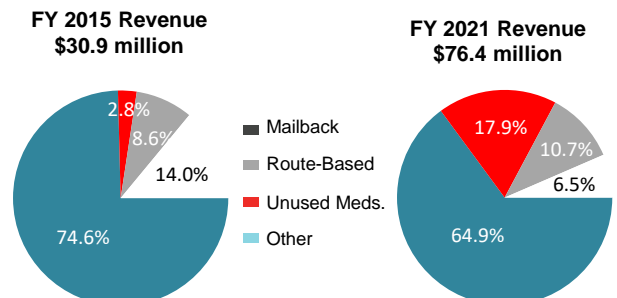
### Attractive Business Model

- Customizable solutions with competitive contract pricing and terms; high customer retention rates, strong prospect pipeline
- Costs are relatively fixed; operating infrastructure in place to grow 2-3X

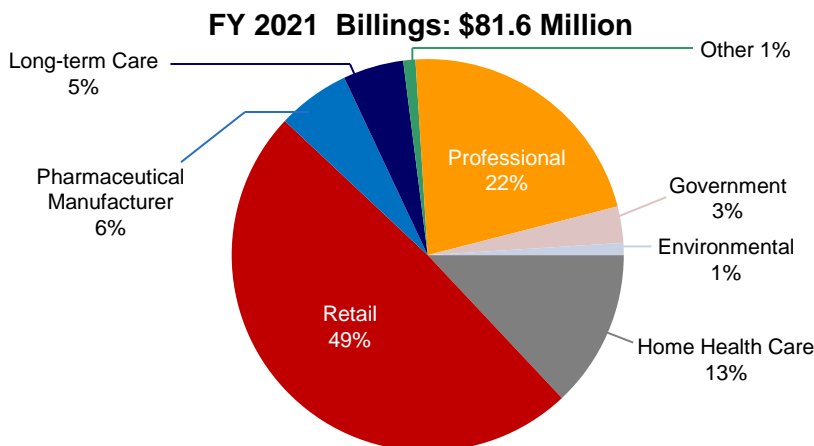
## ANNUAL REVENUES (\$M)



## BREAKDOWN BY SOLUTION



## DIVERSE END MARKETS



## GROWTH STRATEGY

### Drive Organic Growth

- Focused on increasing revenue contribution from higher-margin, more predictable route-based and unused medications services
- Heightened focus on marketing activities, new solutions and cross-selling to penetrate underserved markets

### Pursue Complementary Acquisitions

- Focus primarily on route-based business and expanding service footprint in densely populated areas
  - 200+ small private local and regional providers in the small to medium quantity generator market

### Introduce New and Value-Added Products and Services

- Address customers needs and save costs

## INCOME STATEMENT HIGHLIGHTS

(in thousands, excluding per share data)	Three Months Ended June 30, 2021	Three Months Ended June 30, 2020	Year Ended June 30, 2021	Year Ended June 30, 2020
Revenue	\$18,734	\$12,568	\$76,424	\$51,146
Gross Margin	33.4%	33.3%	37.8%	30.8%
SG&A Expense	\$4,036	\$3,328	\$15,761	\$14,046
<i>Operating Margin</i>	10.6%	5.2%	16.1%	1.8%
Net Income	\$5,083	\$2,166	\$12,868	\$2,266
Earnings Per Share	\$0.29	\$0.13	\$0.76	\$0.14
<i>Adjusted Earnings Per Share</i>	\$0.17	\$0.13	\$0.63	\$0.14
EBITDA	\$4,726	\$953	\$16,521	\$2,403
<i>EBITDA Margin</i>	25.0%	7.6%	21.6%	4.7%
Adjusted EBITDA	\$2,543	\$953	\$14,338	\$2,403
<i>Adjusted EBITDA Margin</i>	13.6%	7.6%	18.8%	4.7%

## STRONG BALANCE SHEET

	June 30, 2021
Cash	\$27.8M
Working Capital	\$27.9M
Debt	\$4.1M
Shareholders' Equity	\$46.6M

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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.