

KEY FINANCIALS

Revenue (TTM):	\$53.1M	Share Price (2/11/21):	\$14.52
Shares Outstanding:	16.5M	Market Cap:	\$239.6M
Insider Ownership:	21%	Analyst Coverage:	ROTH, Stifel, Barrington, Lake Street, H.C, Wainwright

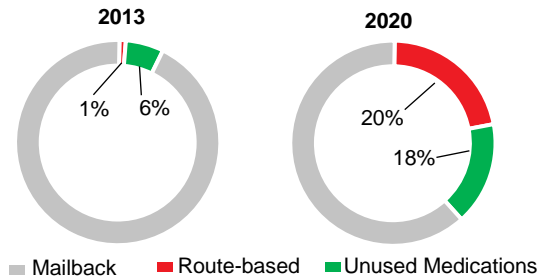
BUSINESS OVERVIEW

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
- 10.6% 5-year CAGR

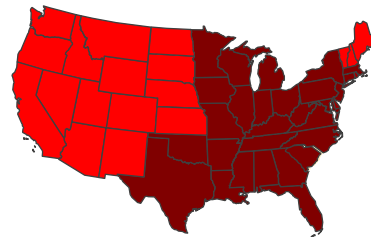
IMPROVING REVENUE MIX

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



COVERAGE MAP

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



Service to 32 states & 70% 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
- \$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 \$9.2 million in 2020

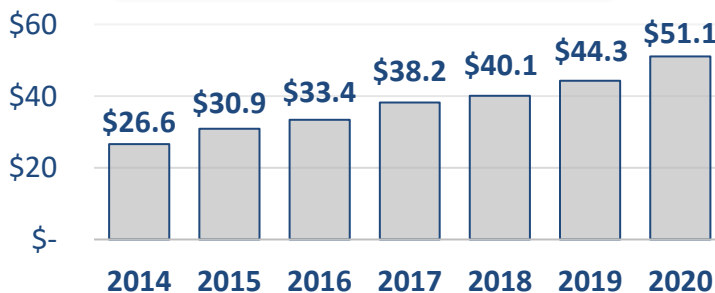
Strategic Transformation

- Enhanced comprehensive solutions drive more stable and predictable recurring revenue
 - Decreased reliance on unpredictable flu shot business
- Establishing route-based in densely populated markets
- Growing installed base of MedSafe receptacles addresses unused medications market; 5,700 installed receptacles spanning all 50 states

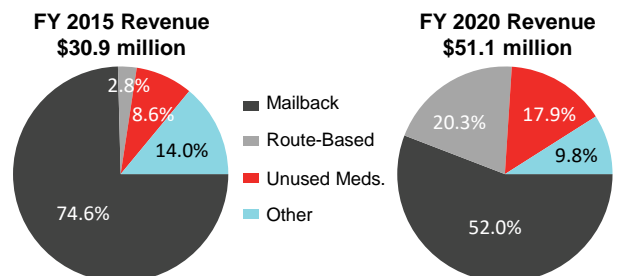
Attractive Business Model

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

ANNUAL REVENUES (\$M)

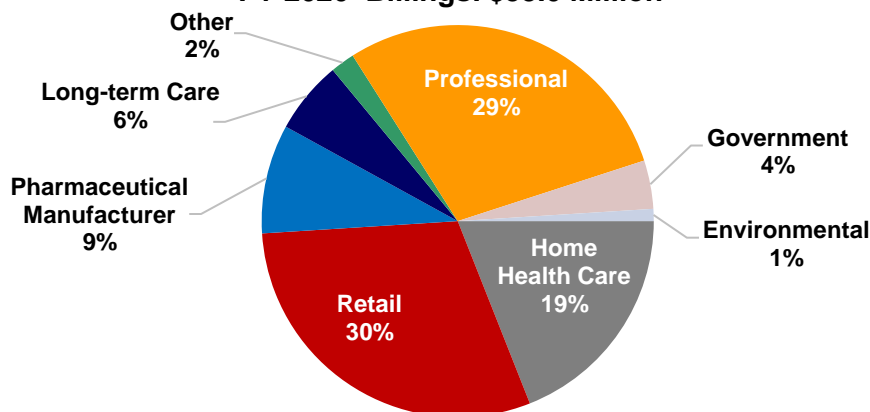


BREAKDOWN BY SOLUTION



DIVERSE END MARKETS

FY 2020 Billings: \$53.0 Million



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; recent launch of TakeAway Recycle System for single-use devices gaining significant traction

INCOME STATEMENT HIGHLIGHTS

(in thousands, excluding per share data)	Three Months Ended Dec. 31, 2020	Three Months Ended Dec. 30, 2019	Six Months Ended Dec. 30, 2020	Six Months Ended Dec. 30, 2019
Revenue	\$17,011	\$14,565	\$30,162	\$28,164
Gross Margin	33.1%	33.5%	30.7%	33.2%
SG&A Expense	\$3,756	\$3,606	\$7,544	\$7,118
<i>% of Sales</i>	22.1%	24.8%	25.0%	25.3%
Net Income	\$1,228	\$970	\$935	\$1,656
Earnings Per Share	\$0.07	\$0.06	\$0.06	\$0.10
EBITDA	\$2,186	\$1,451	\$2,245	\$2,640

STRONG BALANCE SHEET

December 31, 2020

Cash	\$7.2M
Working Capital	\$12.0M
Debt	\$5.8M
Shareholders' Equity	\$31.1M

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