

KEY FINANCIALS

Revenue (ttm):	\$42.1M	Share Price (4/24/19):	\$3.45
Shares Outstanding:	16.1M	Market Cap:	\$56M
Insider Ownership:	21%	Analyst Coverage:	Barrington Research, First Analysis, Stifel, William Blair

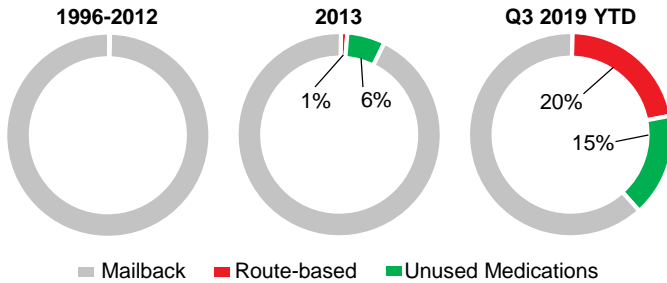
BUSINESS OVERVIEW

Sharps Compliance is the second largest provider of comprehensive route-based and mailback solutions for small to medium sized medical waste generators, and the number one provider of ultimate user unused medication management solutions in the country.

- Focus on high margin sector of U.S. medical waste market
- 10.8% 4-year CAGR

SHIFT TO FULL-SERVICE

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



COVERAGE MAP

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



Service to 24 states & 55% 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 Assisted Living/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
 - Company has properly disposed of more than 3.2 million pounds to date

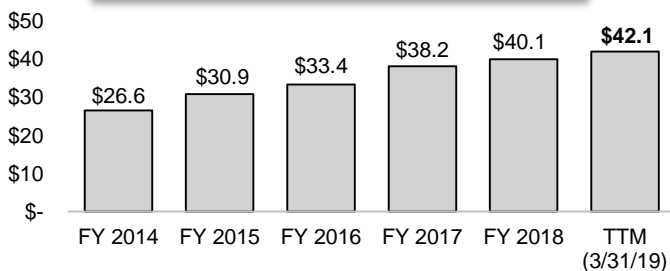
Strategic Transformation

- 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; 3,200 installed receptacles spanning all 50 states

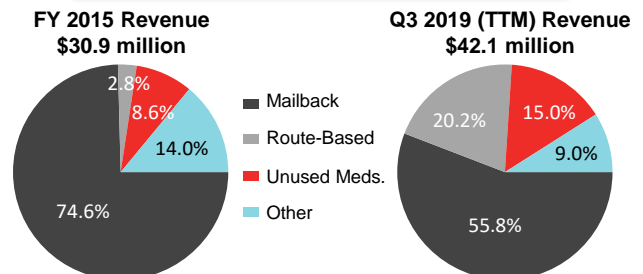
Attractive Business Model

- 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

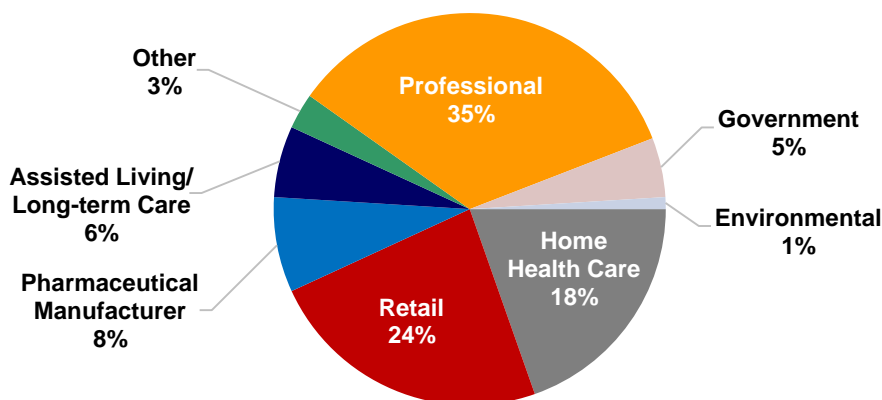


BREAKDOWN BY SOLUTION



DIVERSE END MARKETS

Q3 2019 (TTM) Billings: \$42.0 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, except per share data)

	Three-Months Ended March 31,		Nine-Months Ended March 31,	
	2019	2018	2019	2018
Revenue	\$ 9,451	\$ 9,427	\$ 32,138	\$ 30,229
Cost of revenue	7,416	7,131	22,760	21,774
Gross profit	2,035	2,296	9,378	8,455
<i>Gross margin</i>	21.5 %	24.4 %	29.2 %	28.0 %
SG&A expense	2,901	2,800	8,886	8,346
Depreciation and amortization	207	203	613	608
Operating Loss	(1,073)	(707)	(121)	(499)
<i>Operating margin</i>	(11.4)%	(7.5)%	(0.4)%	(1.7)%
Net Loss	\$ (1,125)	\$ (757)	\$ (276)	\$ (526)
Net Loss Per Share				
Basic and diluted	\$ (0.07)	\$ (0.05)	\$ (0.02)	\$ (0.03)
Weighted Avg. Shares Outstanding				
Basic and Diluted	16,138	16,082	16,107	16,046

STRONG BALANCE SHEET

	March 31, 2019
Cash	\$5.2M
Working Capital	\$9.9M
Debt	\$1.6M
Shareholders' Equity	\$25.5M

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