November 2016

Delivering the Complete Healthcare Solution



(NASDAQ: DRAD)

## **Forward-looking Statements**

**"Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995:** The presentation and information contained herein present "forward-looking statements" addressing expectations, prospects, estimates and other matters that are dependent upon future events or developments. The matters discussed in these forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those projected, anticipated or implied. The most significant of these uncertainties are described in Digirad's Form 10-Q and Form 8-K reports (including all amendments to those reports) and exhibits to those reports, and include (but are not limited to) the following: changes in business conditions, technology, reimbursement, economic outlook, acquisitions and related integration. This presentation reflects management's views as of the date presented. Except to the limited extent required by applicable law, Digirad undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

**Non-GAAP Financial Measures:** The financial information included in this presentation includes Non-GAAP financial measures. Reconciliations can be found on slides 28-30 of this presentation. In addition, reconciling information and definitions can be found on the Securities and Exchange Commission website at <u>www.sec.gov</u> in Exhibits 99.1 and 99.2, respectively of our Form 8-K filed on October 28, 2016.



## Agenda

- Company Overview
- Mission and Strategy
- Healthcare Services
- Healthcare Products
- Recap
- Questions



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## What does Digirad do?

Digirad delivers healthcare solutions expertise.

As Needed. When Needed. Where Needed.







## HEALTHCARE Services

## HEALTHCARE **Products**

## The Digirad Difference

Digirad combines a mix of **healthcare services** and **healthcare products** to create a **complete solution** for physicians and hospital systems.

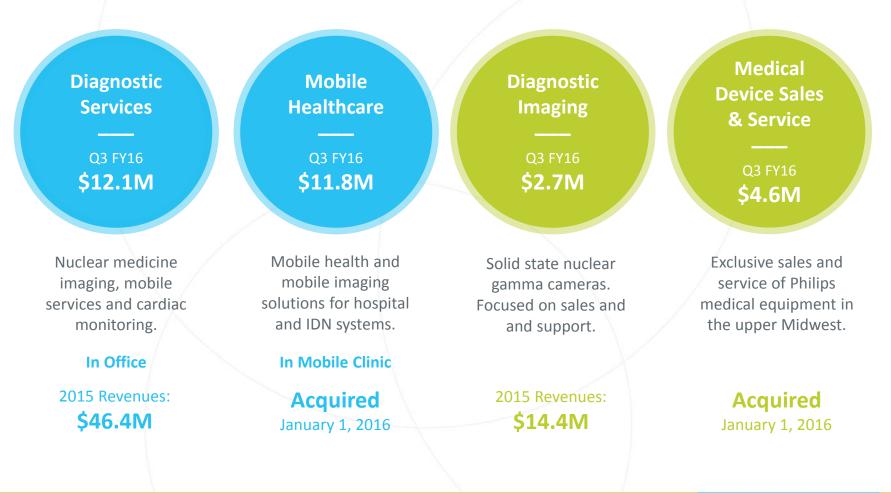
- Mobile Healthcare
- Mobile Nuclear Imaging
- Mobile CT, MRI and PET
- Cardiac Monitoring
- Other Customized Solutions
- Solid State Nuclear Gamma Cameras
- Philips PET, CT, MRI and other Imaging Products
- Philips Monitoring Products
- Warranty and Post Warranty Support for Digirad and Philips Imaging Products



## **Healthcare Services and Products Overview**

#### **HEALTHCARE SERVICES**

#### HEALTHCARE PRODUCTS



# **Mission and Strategy**

## Mission

To **create value** by being the market leader in **delivering** effective and efficient healthcare **solutions** on an as needed, when needed and where needed basis.

## Strategy

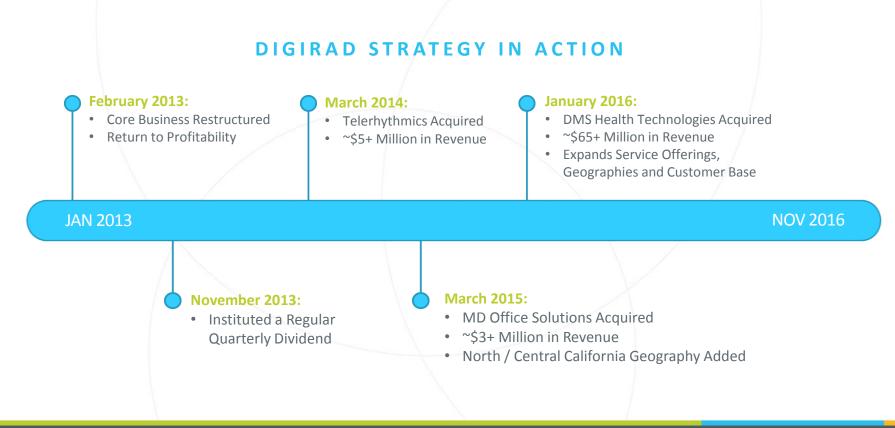
To drive **income** and **cash flow** from our business, which will grow and enhance shareholder value, for which that value will be **returned** to the shareholders.





## **Growth Strategy**

Since Digirad initiated a restructuring in early 2013, we have focused on value creation, growth, and cash flow generation. We have stated our growth will come from **acquisitions**, **organic growth**, and **new services**.

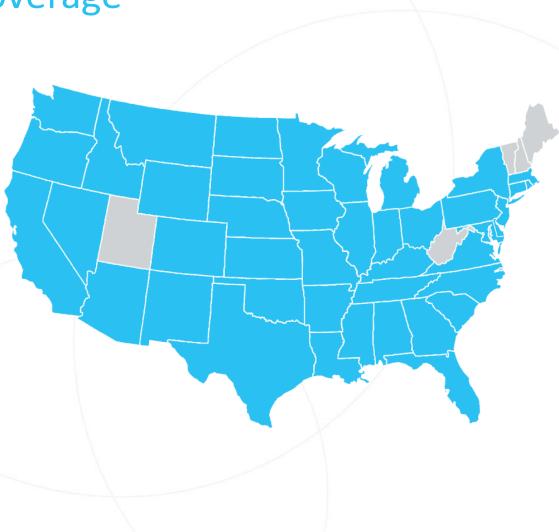




## Geographic Coverage

#### **COVERAGE HIGHLIGHTS**

- Growth has occurred through organic means and acquisitions
- New array of modalities offered
- Expansion of services and products
- Ability to leverage cross-sales
- In 2016, Digirad now covers 42 states





## Financial Snapshot and Q3 Highlights

Overview	
Share Price (10/26/2016)	\$ 5.00
Shares Outstanding (10/26/2016)	19.7M
Market Capitalization (10/26/2016)	\$ 98.4M
Dividend Yield (10/26/2016)	4.00%
FY16 Adjusted EBITDA Guidance	\$ 17M - 18M
Average Share Volume (3 months)	~55K
Q3 Results	
Revenue totaled \$31.1M compared to \$15.9M in 2015	
Services Revenue Growth	99%
Product and Product-Related Revenue Growth	87%
Adjusted EBITDA <sup>1</sup>	\$3.6M
Loss Per Share	\$(0.01)
Adjusted Earnings Per Share <sup>1</sup>	\$0.05
<sup>1</sup> See reconciliations on slides 28-30	



## **Results and Guidance**

Revenue

18.0 16.0 120.0 2016 Guidance: \$125-130M 14.0 -\$18M 100.0 'n 12.0 <u>G</u> Cd Gp 2016 Guidance: \$17 ð 80.0 10.0 8.0 60.0 6.0 40.0 4.0 20.0 2.0 0.0 0.0 2013 2014 2015 2016 2013 2014 2015 2016

2016 is based on the Company's 2016 guidance for revenue and adjusted EBTIDA



In Millions

#### 12

**Adjusted EBITDA** 

## healthcare Services

## HEALTHCARE SERVICES Digirad Imaging Solutions

Delivering licensed staffing and imaging equipment to physicians without the burden or cost of full ownership.



#### **SERVICES INCLUDE:**

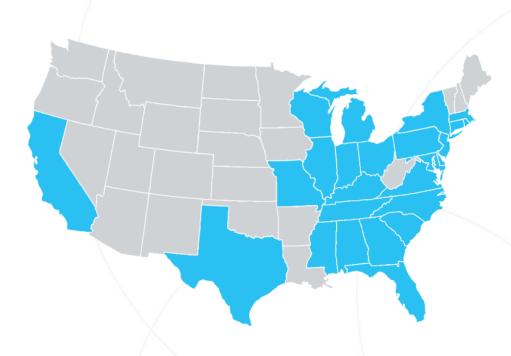
- Nuclear Cardiology
- Ultrasound
- Staffing
- Outreach Programs
- Consulting Services





#### **HEALTHCARE SERVICES**

## **Digirad Imaging Solutions**



#### Driving growth, increasing cash flow

Digirad Imaging Solutions provides outsourced nuclear and ultrasound services to over 30 markets throughout the United States.

#### ACQUISITIONS

- Tuck-in: Consolidation of smaller players
- Larger deep value opportunities
- Right opportunity at the right price

#### **NEW REVENUE STREAMS**

- New service lines
- Digirad Select: Array of tailored services to fit customer needs

#### **GEOGRAPHIC OPTIMIZATION**

- Drive density in existing markets
- Expand in concentrated population markets



## HEALTHCARE SERVICES Telerhythmics

Telerhythmics is a 24-hour cardiac event monitoring service, serving hospitals and physician offices on an outsourced basis.





- Patients are referred by hospitals, physicians, and medical care facilities
- Direct Medicare and Private Payer biller
- Superior Service through Superior Staffing





## HEALTHCARE SERVICES Mobile Healthcare

Mobile Healthcare, through DMS Health, provides a wide range of mobile, fixed-site, provisional healthcare and imaging services.



#### **SERVICES INCLUDE:**

- Mobile Imaging
- PET/CT, MRI, CT, Nuclear Medicine, Mammography
- Fixed Site Imaging
- Provisional Imaging
- Ability to provide many other mobile healthcare services









# HEALTHCARE **Products**

## HEALTHCARE PRODUCTS Nuclear Gamma Cameras

Digirad is the leader in the development and distribution of solid-state SPECT gamma cameras.

#### THE DIGIRAD ADVANTAGE

- Solid State
- Superior Image Quality
- Greater Flexibility
- Small Footprint
- Fast Imaging Acquisition Time





### HEALTHCARE PRODUCTS Nuclear Gamma Cameras

#### **CARDIUS LINE**

- Open design, seated image
- Up to 500 lb. patients
- Superior Cardiac Images

#### **ERGO**

- Excellent value general nuclear imaging
- Multiple collimators for multiple applications



Cardius® x•act







Cardius<sup>®</sup> 2 XPO



ergo™



## HEALTHCARE PRODUCTS Medical Device Sales & Service

- Upper Midwest service area
- Exclusive partner for Philips Imaging Systems in the region
- Service multiple imaging modalities
- Ability to sell multiple imaging modalities
- Diverse customer base









## HEALTHCARE PRODUCTS The Digirad Advantage

#### **PRODUCT SALES & CUSTOMER SERVICE**

- Dedicated and mobile nuclear imaging cameras with solid-state technology
- Focused sales approach to maximize margins and cash flow
- Expanding opportunities by developing relationships outside the United States
- Outsourced manufacturing for efficiency and savings

#### **CAMERA SUPPORT**

- Nationwide Field Service Engineers
- Flexible to address customer needs
- Serves a significant installed base of cameras, plus ability to service non-Digirad models







## **In Summary**

Digirad has developed a strategy that **increases value** and **delivers value** for our shareholders. Shareholder value has been and will continue to be increased by following our formula for growth:

#### THE DIGIRAD FORMULA FOR INCREASING VALUE

Organic growth with focused sales efforts

- + Acquiring financially-disciplined, cash generating businesses
- + Introducing and acquiring new services to grow and diversify our business
- + Realizing the approx. \$86 million in Federal NOLs to offset income tax expense
- + Consistent and steady dividend distributions
- + Share repurchases (opportunistically)
- = Increased Shareholder Value



# Questions

# **Appendix: Financials**

## **GAAP Financial Performance**

	Q3 2016 GAAP <sup>(1)</sup>	Q3 2015 GAAP <sup>(1)(2)</sup>	YTD Q3 2016 GAAP <sup>(1)(3)</sup>	YTD Q3 2015 GAAP <sup>(1)(2)</sup>	
(in millions, except per share data)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	
Revenues	\$ 31.	1 \$ 15.9	\$ 94.3	\$ 45.2	
Gross Profit	8.	3 4.8	27.1	13.2	
Operating Expenses	7.	5 3.9	25.5	10.9	
Net (Loss) Income	(0.3	) 19.1	12.3	21.0	
Net (Loss) Income Per Diluted Share	\$ (0.01	) \$ 0.97	\$ 0.62	\$ 1.07	
Weighted Average Diluted Shares Outstanding	19.	5 19.8	20.0	19.6	

(1) Amounts are computed independently for each discrete item presented and, therefore, the sum of individual items may not equal the total due to rounding

(2) Included within net income for Q3 2015 are release of previously reserved net operating loss carryforwards of approximately \$18.2 million

(3) Included within net income for YTD Q3 2016 are release of previously reserved net operating loss carryforwards of approximately \$12.5 million



## **Appendix: Non-GAAP Reconciliations**

	Q3 2016 <sup>(5)</sup>		Q3 2015 <sup>(5)</sup>		YTD Q3 2016 <sup>(5)</sup>		YTD Q3 2015 <sup>(5)</sup>	
(in millions, except per share data)	(Unaudited)		(Unaudited)		(Unaudited)		(Unaudited)	
Net (Loss) Income	\$	(0.3)	\$	19.1	\$	12.3	\$	21.0
Acquired intangible amortization		0.6		0.1		1.7		0.4
Acquisition related contingent consideration valuation adjustment <sup>(1)</sup>		-		-		-		(0.2)
Investment impairment loss <sup>(2)</sup>		0.4		-		0.4		-
Transaction and integration costs of DMS Health Technologies <sup>(3)</sup>		0.1		0.4		1.7		0.7
Income tax items <sup>(4)</sup>		0.2		(18.2)		(11.9)		(18.7)
Adjusted Net Income	\$	1.0	\$	1.5	\$	4.4	\$	3.2

(1) Reflects fair value adjustment to estimate of contingent consideration related to acquisitions

(2) Reflects impairment losses related to investment in Perma-Fix Medical

(3) Reflects diligence, transaction, and integration costs related to the acquisition of DMS Health Technologies

(4) Reflects income tax effect for adjusted financial data, acquisition related income tax adjustments, and release of previously reserved net operating loss carryforwards

(5) Amounts are computed independently for each discrete item presented and, therefore, the sum of individual items may not equal the total due to rounding



## **Appendix: Non-GAAP Reconciliations**

	Q3 2016 <sup>(5)</sup>	Q3 2015 <sup>(5)</sup>	YTD Q3 2016 <sup>(5)</sup>	YTD Q3 2015 <sup>(5)</sup>	
(in millions, except per share data)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	
Net (Loss) Income per Common Share – Diluted	\$ (0.01)	\$ 0.97	\$ 0.62	\$ 1.07	
Acquired intangible amortization	0.03	0.01	0.09	0.02	
Acquisition related contingent consideration valuation adjustment $^{(1)}$	-	-	-	(0.01)	
Investment impairment loss <sup>(2)</sup>	0.02	-	0.02	-	
Transaction and integration costs of DMS Health Technologies <sup>(3)</sup>	0.01	0.02	0.09	0.04	
Income tax items <sup>(4)</sup>	0.01	(0.92)	(0.59)	(0.95)	
Adjusted Net Income per Common Share – Diluted	\$ 0.05	\$ 0.08	\$ 0.22	\$ 0.16	

(1) Reflects fair value adjustment to estimate of contingent consideration related to acquisitions

(2) Reflects impairment loss related to investment in Perma-Fix Medical

(3) Reflects diligence, transaction, and integration costs related to the acquisition of DMS Health Technologies

(4) Reflects income tax effect for adjusted financial data, acquisition related income tax adjustments, and release of previously reserved net operating loss carryforwards

(5) Amounts are computed independently for each discrete item presented and, therefore, the sum of individual items may not equal the total due to rounding



## **Appendix: Non-GAAP Reconciliations**

	Q3 2016 <sup>(4)</sup>		Q3 2015 <sup>(4)</sup>		YTD Q3 2016 <sup>(4)</sup>		YTD Q3 2015 <sup>(4)</sup>	
(in millions, except per share data)	(Unaudited)		(Unaudited)		(Unaudited)		(Unaudited)	
Net (Loss) Income	\$	(0.3)	\$	19.1	\$	12.3	\$	21.0
Acquisition related contingent consideration valuation adjustment $^{(1)}$		-		-		-		(0.2)
Investment impairment loss <sup>(2)</sup>		0.4		-		0.4		-
Transaction and integration costs of DMS Health Technologies <sup>(3)</sup>		0.1		0.4		1.7		0.7
Depreciation and amortization		2.5		0.7		7.3		1.8
Stock-based compensation		0.3		0.2		0.8		0.5
Interest expense		0.3		-		1.1		-
Income tax expense (benefit)		0.2		(18.2)		(12.2)		(18.7)
Adjusted EBITDA	\$	3.6	\$	2.2	\$	11.4	\$	5.0

(1) Reflects fair value adjustment to estimate of contingent consideration related to acquisitions

(2) Reflects impairment loss related to investment in Perma-Fix Medical

(3) Reflects diligence, transaction, and integration costs related to the acquisition of DMS Health Technologies

(4) Amounts are computed independently for each discrete item presented and, therefore, the sum of individual items may not equal the total due to rounding

