May 2017

# Making Healthcare Convenient



(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, reimbursements, economic outlook, indebtedness, 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. A reconciliation can be found on slide 27 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 April 28, 2017.



## Agenda

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



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## What does Digirad do?

Digirad makes healthcare convenient by delivering 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 **convenient healthcare solutions** for physicians and hospital systems.

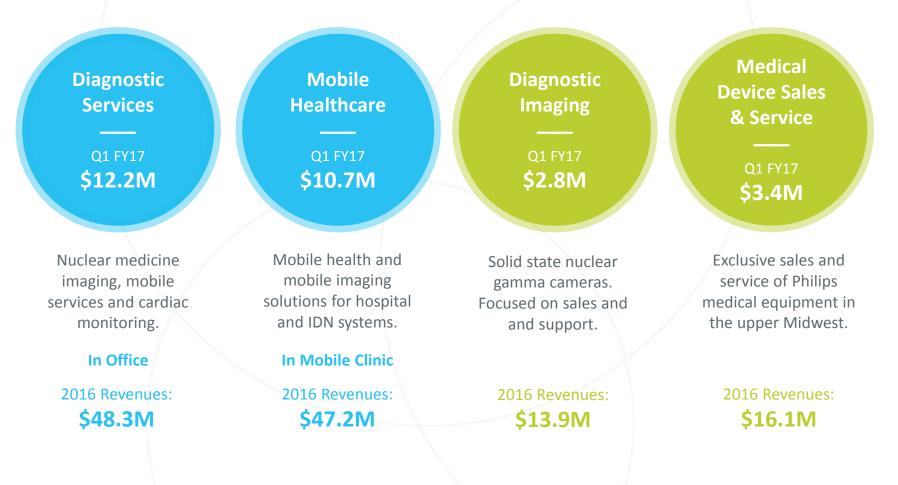
- Mobile Healthcare
- Mobile Nuclear Imaging
- Mobile CT, MRI and PET
- Cardiac Monitoring
- Other Customized Solutions
- Solid State Nuclear Gamma Cameras
- Philips PET, CT, MRI and other Imaging Products
- Philips Monitoring Products
- Warranty and Post Warranty Support for Digirad and Philips Imaging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

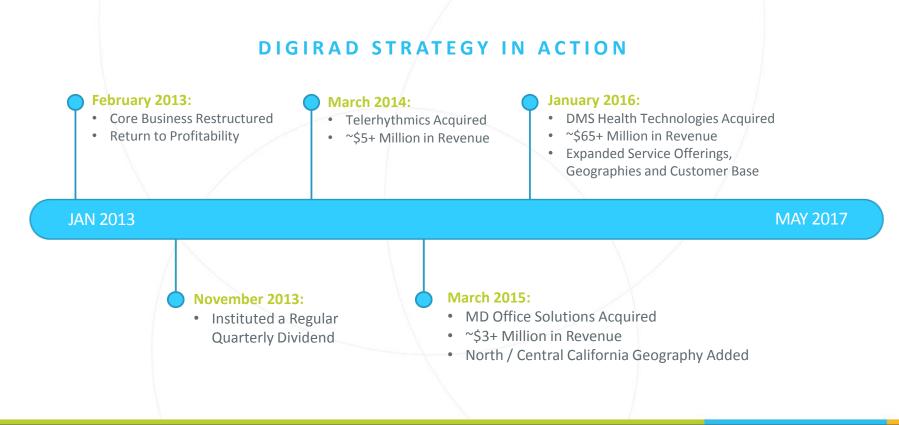
To drive **income** and **cash flow** from our business, which will grow and enhance shareholder value, for which that value will be **returned** to the shareholders.





## **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**.

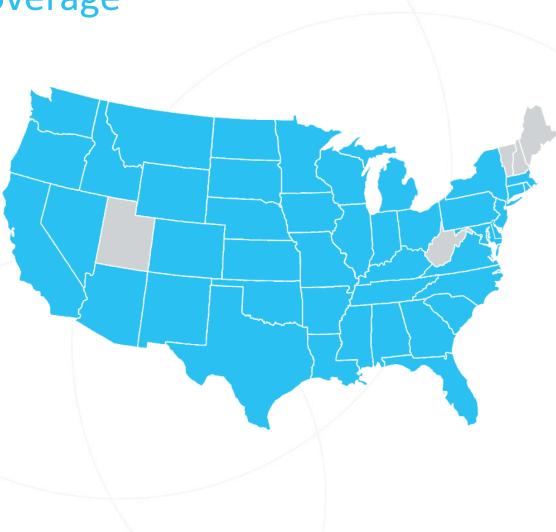




## Geographic Coverage

#### **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 2017, Digirad now covers 42 states





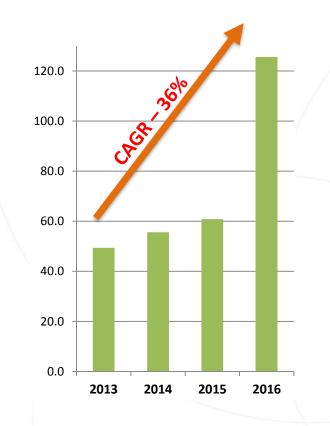
## **Financial Snapshot**

Overview	
Share Price (5/17/2017)	\$4.25
Shares Outstanding (5/17/2017)	20.0M
Market Capitalization (5/17/2017)	\$84.9M
Dividend Yield (5/17/2017)	4.71%
Average Share Volume (3 months)	~74K
Net Debt Position (3/31/2017)	\$15.3M

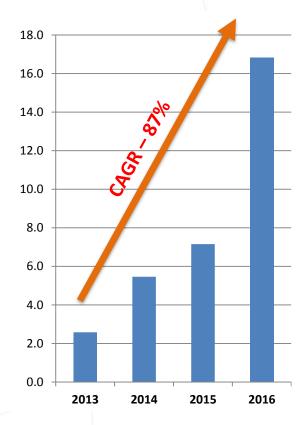


## Results

Revenue



**Adjusted EBITDA** 





In Millions

## 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:**

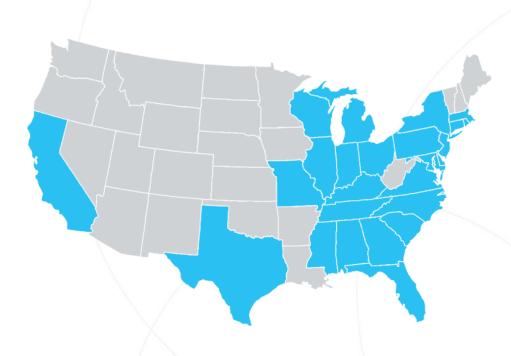
- Nuclear Cardiology
- Ultrasound
- Staffing
- Outreach Programs
- Consulting Services





#### **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> 3 XPO



Cardius<sup>®</sup> 2 XPO



ergo™



## 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





## 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











## **In Summary**

Digirad has developed a strategy that **increases** 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. \$92 million in Federal NOLs to offset future income tax
- + Consistent and steady dividend distributions
- + Share repurchases (opportunistically)
- = Increased Shareholder Value



# Questions

# **Appendix: Financials**

## **Appendix: Non-GAAP Reconciliation**

	<b>2016</b> <sup>(6)</sup>		2015 <sup>(6)</sup>		2014 <sup>(6)</sup>		2013 <sup>(6)</sup>	
(in millions, except per share data)	(Unaudited)		(Unaudited)		(Unaudited)		(Unaudited)	
Net income	\$	14.3	\$	21.6	\$	2.5	\$	0.3
Acquisition related contingent consideration valuation adjustment <sup>(1)</sup>		(0.1)		(0.1)		-		-
Investment impairment loss <sup>(2)</sup>		0.4		0.3		-		-
Transaction and integration costs of DMS Health Technologies <sup>(3)</sup>		1.9		1.3		-		-
Restructuring charges <sup>(4)</sup>		-		-		0.7		1.7
Gain on sale of assets and license agreement <sup>(5)</sup>		-		-		-		(1.6)
Goodwill impairment		0.3		-		-		-
Depreciation and amortization		9.9		2.4		1.9		1.9
Stock-based compensation		1.0		0.6		0.3		0.3
Interest and other income, net		-		-		(0.1)		(0.1)
Interest expense		1.4		0.1		-		-
Income tax expense (benefit)		(12.4)		(19.1)		0.1		-
Adjusted EBITDA	\$	16.8	\$	7.2	\$	5.5	\$	2.6

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

(2) Reflects impairment losses related to investment in Perma-Fix Medical. Amount consists of a write-down of the investment to its fair market value that was considered other than temporary

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

(4) Reflects nonrecurring charges primarily related to restructuring of the Diagnostic Imaging reporting segment and lease termination of Poway, CA facility

(5) Reflects a nonrecurring gain related to the sale of assets associated with an uncommercialized surgical imaging system, and the licensing of certain existing Company technology.

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

