

Hooper Holmes, Inc. BANKRUPTCY CASE STUDY

FILED ON 08/27/2018



CreditRiskMonitor's warning of Hooper Holmes, Inc.'s ("Hooper") bankruptcy risk was determined by a combination of factors:

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MONTHLY AVERAGE FRISK® SCORE

CreditRiskMonitor's FRISK® score had been warning of financial stress at Hooper Holmes, Inc. (OTC: HPHWQ) for more than a year.

The company ultimately filed for bankruptcy on August 27, 2018

Business Name	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	2018	2018	2018
Dusiliess Naille	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
Hooper Holmes, Inc.	2	1	1	1	1	1	2	2	1	1	1	1	1

BANKRUPT!

The FRISK® score is
96% accurate* in
predicting the risk of
corporate failure/bankruptcy
over a 12-month horizon.
All FRISK® scores are
recalculated every night
for each subsequent
12-month period.

	FRISK	_	ptcy within 12 month
		From	То
Best	10	0.00%	0.12%
	9	0.12%	0.27%
	8	0.27%	0.34%
	7	0.34%	0.55%
	6	0.55%	0.87%
	5	0.87%	1.40%
	4	1.40%	2.10%
	3	2.10%	4.00%
	2	4.00%	9.99%
Worst	1	9.99%	50.00%

While the percentage risk of bankruptcy varies at each FRISK® score, 96% of public companies that eventually go bankrupt enter the FRISK® "red zone" prior to filing. A FRISK® score of 5 or less is an important warning sign.

^{*}FRISK® score accuracy of 96% is based on backtesting of U.S. public companies; results may vary by country.

THE FRISK® SCORE COMPONENTS

At the core of the CreditRiskMonitor process is our 96% accurate FRISK® score, which indicates a company's level of financial stress on a scale of 1 to 10, based on the probability of bankruptcy over a 12-month horizon. When available, the FRISK® score incorporates a number of powerful risk indicators including:

A "Merton" type model using stock market capitalization and volatility Financial ratios, including those used in the Altman Z"-Score Model

Bond agency ratings from Moody's and Fitch

Crowdsourced CreditRiskMonitor Usage Data

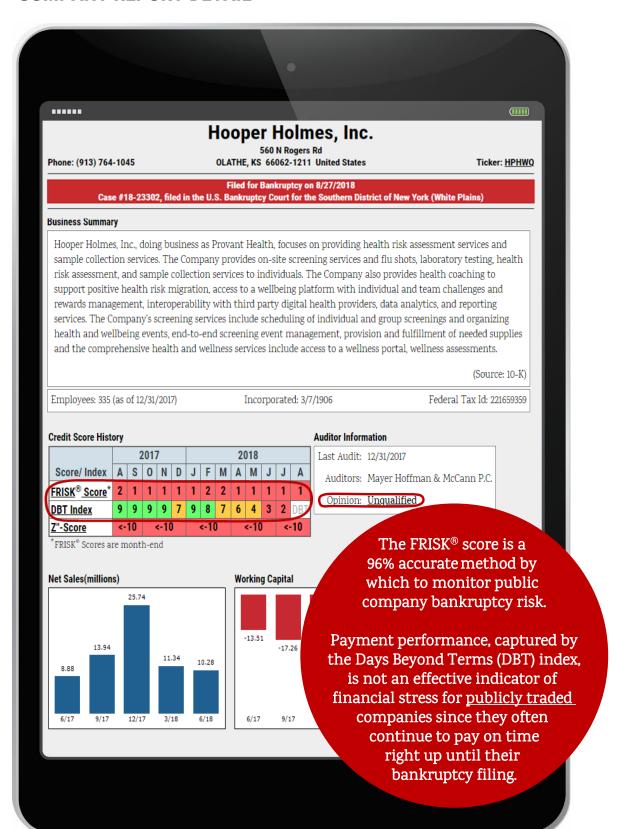
<u>Crowdsourcing</u> has enhanced the accuracy and timeliness of the FRISK® score. We collect and analyze data patterns from thousands of CreditRiskMonitor subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

The crowdsourcing advantage is even more powerful in our FRISK® score since many of the professionals who use our service are credit managers:

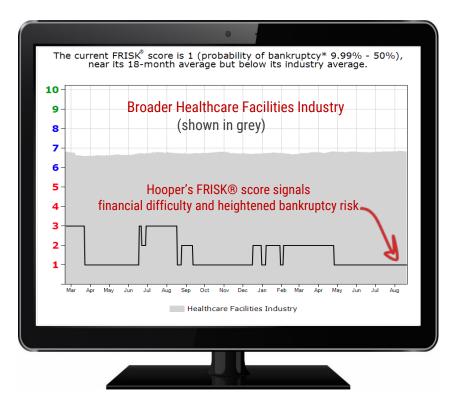
- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent nondisclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their own company's management and sales representatives to be alerted to concerns in a public company's performance
- It is commonly known credit managers confidentially share information with other credit managers, thus collectively, their behavior helps to provide advanced insight to financial problems in public companies

Read more in Credit Research Foundation's quarterly journal article, "Assessing Public Company Financial Risk by Crowdsourcing the Research of Credit Professionals"

COMPANY REPORT DETAIL



FRISK® DEEP DIVE



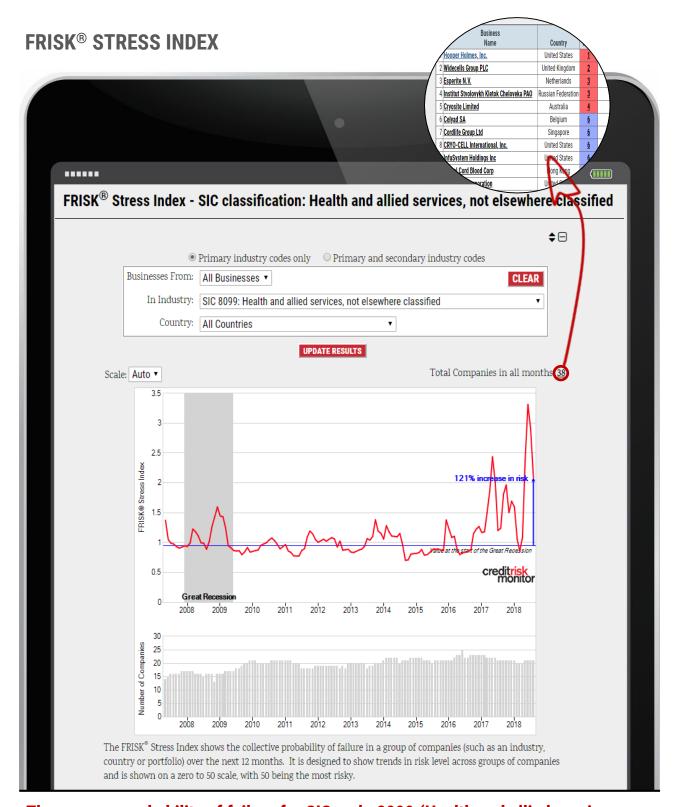
The FRISK® score relative to the broader Healthcare Facilities industry raised an additional red flag signaling heightened risk relative to peers, as well...

MAKING IMMEDIATE ATTENTION REQUIRED.

ADJUSTED MARKET CAP VOLATILITY



One of the inputs of the FRISK® score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a daily basis. This ensures our subscribers are getting the most up to date view of the risks they face since stocks tend to be more liquid and faster moving than bond prices and ratings.



The average probability of failure for SIC code 8099 (Health and allied services, not elsewhere classified) has increased 121% since 2007. Hooper was among the weakest names in the industry as evidenced by its FRISK® score of 1.

PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS



QUARTERLY PERFORMANCE RATIOS

Operating and net losses in the last five fiscal quarters

Poor interest coverage ratio & recurring negative free cash flow

Performance Ratios - Sequential Quarters (Thousands of U.S. Dollars)

	(Thousands	of U.S. Dollars)			
Period Ended	3 mos 6/30/2018	3 mos 3/31/2018	3 mos 12/31/2017	3 mos 9/30/2017	3 mos 6/30/2017
Net Sales \$	\$10,275	\$11,335	\$25,740	\$13,935	\$8,883
% change	-9.35%	-55.96%	84.71%	56.87%	16.87%
Gross Margin \$	\$2,126	\$2,668	\$5,308	\$3,013	\$1,677
% change	-20.31%	-49.74%	76.17%	79.67%	-0.89%
% of sales	20.69%	23.54%	20.62%	21.62%	18.88%
change as % of incremental sales	n/m	n/m	19.44%	26.45%	-1.17%
SG&A \$	\$6,433	\$6,851	\$6,356	\$7,224	\$5,281
% change	-6.10%	7.79%	-12.02%	36.79%	51.75%
% of sales	62.61%	60.44%	24.69%	51.84%	59.45%
change as % of incremental sales	n/m	n/m	-7.35%	38.46%	140.48%
Operating margin \$	(\$4,384)	(\$4,309)	(\$1,212)	(\$4,651)	(\$5,199)
% change	-1.74%	-255.53%	73.94%	10.54%	-110.49%
% of sales	-42.67%	-38.02%	-4.71%	-33.38%	-58.53%
change as % of incremental sales	n/m	n/m	29.13%	10.85%	-212.87%
EBITDA \$	(\$3,494)	(\$3,371)	(\$207)	(\$3,543)	(\$4,325)
% change	-3.65%	-1,528.50%	94.16%	18.08%	-134.16%
% of sales	-34.00%	-29.74%	-0.80%	-25.43%	-48.69%
change as % of incremental sales	n/m	n/m	28.26%	15.48%	-193.29%
EBIT \$	(\$4,384)	(\$4,308)	(\$1,212)	(\$4,651)	(\$5,199)
% change	-1.76%	-255.45%	73.94%	10.54%	-110.49%
% of sales	-42.67%	-38.01%	-4.71%	-33.38%	-58.53%
change as % of incremental sales	n/m	n/m	29.13%	10.85%	-212.87%
Pre-tax income \$	(\$5,163)	(\$5,194)	(\$2,200)	(\$5,397)	(\$5,892)
% change	0.60%	-136.09%	59.24%	8.40%	-82.02%
% of sales	-50.25%	-45.82%	-8.55%	-38.73%	-66.33%
change as % of incremental sales	n/m	n/m	27.08%	9.80%	-207.10%
Net income (loss) \$	(\$5,077)	(\$5,229)	(\$1,574)	(\$5,387)	(\$5,883) -88.02%
% change % of sales	2.91% -49.41%	-232.21% -46.13%	70.78%	8.43% -38.66%	-88.02% -66.23%
			-6.12% 32.30%	-38.00% 9.82%	-00.23%
change as % of incremental sales	n/m	n/m \$0		9.82% \$5	-214.82% \$12
Tax expense \$ Effective tax rate	(\$86)	0.00%	(\$667) 30.32%	-0.09%	-0.20%
	1.67%	\$337	\$30.32%	-0.09% \$408	\$374
Depreciation expense \$ % of sales	\$290	2.97%	*		4.21%
% of sales % of capital expenses	2.82% 5.800.00%	2.9/% n/a	1.18% 141.20%	2.93% 551.35%	912.20%
	5,800.00% 85.26%	n/a 81.75%	65.84%	551.35% 76.42%	78.20%
% of PP&E, net (annualized)	85.26% \$5	81.75% \$0	55.84% \$216	/6.42% \$74	/8.20% \$41
Capital expenditures \$ % change	n/m	-100.00%	191.89%	80.49%	-53.93%
% criange % of PP&E, net (annualized)	1.47%	-100.00%	46.63%	13.86%	-53.93% 8.57%
% of PP&E, net (annualized) % of working capital (annualized)	-0.06%	0.00%	-3.89%	-1.92%	-1.37%
Interest coverage ratio	(4.49)	(3.80)	(0.21)	(4.75)	(6.24)
% change	-17.89%	-1,716.09%	95.59%	23.90%	-159.17%
Free cash flow \$	(\$4,428)	\$5,116	(\$683)	(\$4,936)	(\$3,483)
% change	-186.55%	849.05%	86.16%	-41.72%	-4.66%
Source:	10-0	10-0	10-K	10-Q/A	10-Q/A
Soulise.	8/14/2018	5/15/2018	4/17/2018	4/17/2018	4/17/2018
	0/14/2010	3/ 10/2010	1/11/2010	411/2010	7 17 2010

QUARTERLY LEVERAGE RATIOS

Tangible net worth is negative and decreased significantly YoY, indicating heightened risk

Leverage Ratios - Sequential Quarters

Creditors' degree of protection from loss declines as the total debt to assets ratio worsens

(Thousands of U.S. Dollars)

	1				
Period Ended	6/30/2018	3/31/2018	12/31/2017	9/30/2017	6/30/2017
Total debt \$	\$18,583	\$13,979	\$19,314	\$19,753	\$14,585
% change	32.94%	-27.62%	-2.22%	35.43%	118.14%
Stockholders' equity \$	(\$16,756)	(\$11,742)	(\$6,856)	(\$5,494)	(\$631)
% change	-42.70%	-71.27%	-24.79%	-770.68%	86.44%
Tangible net worth \$	(\$34,006)	(\$29,507)	(\$25,259)	(\$22,818)	(\$18,803)
% change	-15.25%	-16.82%	-10.70%	-21.35%	-109.06%
Total assets \$	\$30,232	\$31,083	\$40,200	\$37,119	\$31,788
% change	-2.74%	-22.68%	8.30%	16.77%	133.68%
Total debt to assets ratio	0.61	0.45	0.48	0.53	0.46
% change	36.69%	-6.39%	-9.73%	16.00%	-6.65%
Tangible assets \$	\$12,982	\$13,318	\$21,797	\$19,795	\$13,616
% change	-2.52%	-38.90%	10.11%	45.38%	46.98%
Short-term debt \$	\$18,583	\$13,979	\$19,314	\$12,030	\$6,754
% change	32.94%	-27.62%	60.55%	78.12%	1.02%
Short-term debt % of total debt	100.00%	100.00%	100.00%	60.90%	46.31%
% change	0.00%	0.00%	64.20%	31.52%	-53.69%
Short-term debt % of working capital	-51.60%	-44.38%	-71.16%	-69.71%	-50.00%
% change	-16.26%	37.63%	-2.08%	-39.44%	21.78%
Total liability	\$46,988	\$42,825	\$47,056	\$42,613	\$32,419
% change debt was reclassified	9.72%	-8.99%	10.43%	31.44%	77.56%
Source: as short-term due to	10-Q	10-Q	10-K	10-Q/A	10-Q/A
a credit facility	8/14/2018	5/15/2018	4/17/2018	4/17/2018	4/17/2018
covenant breach					

QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN

Negative & decreasing Working capital	Liquidity Rati	os - Sequer		qu	Meager eash and lick ratios
Period Ended	6/30/2018	3/31/2018	12/31/2017	9/30/2017	6/30/2017
Current assets \$	\$10,825	\$11,028	\$19,648	\$17,336	\$10,804
% change	-1.84%	-43.87%	13.34%	60.46%	46.34%
% of short-term debt	58.25%	78.89%	101.73%	144.11%	159.96%
Current liabilities \$	\$46,839	\$42,525	\$46,788	\$34,592	\$24,313
% change	10.14%	-9.11%	35.26%	42.28%	36.26%
Working capital \$	(\$36,014)	(\$31,497)	(\$27,140)	(\$17,256)	(\$13,509)
% change	-14.34%	-16.05%	-57.28%	-27.74%	-29.15%
% of sales (annualized)	-87.63%	-69.47%	-26.36%	-30.96%	-38.02%
Cash \$	\$582	\$544	\$884	\$1,590	\$1,250
% change	6.99%	-38.46%	-44.40%	27.20%	453.10%
% of short-term debt	3.13%	3.89%	4.58%	13.22%	18.51%
Cash ratio	0.01	0.01	0.02	0.05	0.05
% change	-3.13%	-32.28%	-58.91%	-10.51%	304.72%
Quick assets \$	\$9,335	\$9,454	\$17,646	\$13,717	\$8,383
% change	-1.26%	-46.42%	28.64%	63.63%	41.58%
% of short-t <u>er</u> m debt	50.23%	67.63%	91.36%	114.02%	124.12%
Ouick ratio	0.20	0.22	0.38	0.40	0.34
% change	-10.35%	-41.05%	-4.89%	14.99%	3.92%
Current ratio	0.23	0.26	0.42	0.50	0.44
% change	-10.88%	-38.25%	-16.22%	12.78%	7.39%
Source:	10-Q 8/14/2018	10-Q 5/15/2018	10-K 4/17/2018	10-Q/A 4/17/2018	10-Q/A 4/17/2018

g an	nable to generate y positive returns	Rate of Return	n - Sequent			
	Period Ended	3 mos 6/30/2018	3 mos 3/31/2018	3 mos 12/31/2017	3 mos 9/30/2017	3 mos 6/30/2017
	Return on total assets	-16.56%	-14.67%	-4.07%	-15.64%	-25.92%
	% change	-12.88%	-260.35%	73.96%	39.68%	-15.39%
	Return on tangible assets	-38.61%	-29.78%	-7.57%	-32.25%	-51.42%
	% change	-29.64%	-293.49%	76.53%	37.29%	-54.93%
	Source:	10-Q 8/14/2018	10-Q 5/15/2018	10-K 4/17/2018	10-Q/A 4/17/2018	10-Q/A 4/17/2018

ANNUAL STATEMENT OF CASH FLOWS

Negative					
cash from	•				
operating activities					
	t of Cash Flows - Ar (Thousands of U.S. D		andardiz	ed	
	12 mos	12 mos	12 mos	12 mos	12 mos
Period Ended	12/31/2017	12/31/2016	12/31/2015	12/31/2014	12/31/2013
Cash Flows from Operating Activities:		(44	/A:	/A	(Aa
Net income	(\$15,972)	(\$10,324)			
Depreciation/depletion	3,610	2,633		1,220	
Non-cash Items	3,150	2,735			, , ,
Changes in working capital	(2,798)	512	700	,	
Total cash from operating activities	(12,010)	(4,444)	(6,297)	(3,430)	(7,029)
Cash Flows from Investing Activities:	(400)	(26.4)	(700)	(1.400)	/1 EEO\
Capital expenditures	(420)	(364)	(793)	(1,409)	, , ,
Other investing cash flow items, total	1,936	(264)	(4,000)	6,049	
Total cash from investing activities Cash Flows from Financing Activities:	1,516	(364)	(4,793)	4,640	3,722
Financing cash flow items	1,950	(86)	(377)	0	(999)
Issuance/retirement of stock, net	3,414	6,250	23	29	` '
Issuance/retirement of debt, net	4,148	(1,525)		(8)	(114)
Total cash from financing activities	9,512	4,639	7,924		, ,
Net change in cash	(982)	(169)			` ' ' '
Net cash-beginning balance	1,866	2,035	5,201	3,970	
Net cash-ending balance	\$884	\$1,866	\$2,035	\$5,201	\$3,970
Supplemental Disclosures:	7001	41,000	72,000	70,201	40,770
Cash interest paid	\$1,519	\$987	\$516	n/a	n/a
Cash taxes paid, supplemental	\$26	\$32	\$41	\$53	\$62
Auditor/Opinion:	Mayer- Hoffman & Mc Cann Unqualified	KPMG LLP Unqualified	KPMG LLP	KPMG LLP Unqualified	KPMG LLP
Source:	10-K 4/17/2018	10-K 3/9/2017	10-K 3/30/2016	10-K 3/31/2015	10-K 3/31/2014

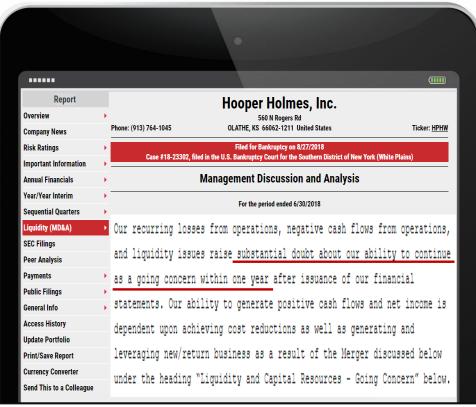
NEWS ALERTS: A TIMELINE OF CONCERNING HEADLINES

4/17/2018	Business Wire	Hooper Holmes, Inc. Receives Going Concern Opinion
Henry Dubois, H effective May 2		tor of the Company, stated his intention to resign from both roles,
5/3/2018	CRMZ News Service	HOOPER HOLMES INC FILES (8-K) Disclosing Change in Directors or Principal Officers
retained Raymo		easonably possible. In fulfillment of this requirement, the Company HOOPER HOLMES INC FILES (8-K) Disclosing Entry into a Material Definitive Agreement
million for the s	-	
million for the s	ame period last year; ne	t loss for the period increased 67% to \$5.2 million compared with n
million for the s loss of \$3.1 mil 5/16/2018	ame period last year; ne lion for the same period CRMZ News Service	t loss for the period increased 67% to \$5.2 million compared with n last year.
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million for the s loss of \$3.1 mil 5/16/2018 Hooper had pers 8/16/2018	ame period last year; ne lion for the same period CRMZ News Service sistently negative working CRMZ News Service d/b/a Provant Health an	t loss for the period increased 67% to \$5.2 million compared with n last year. Hooper Holmes, Inc. — updated financials available rg capital and other liquidity measures. Working capital at 6/30/2018 of (\$36.01) million decreased 33% from the prior year end's balance of (\$27.14) million, and decreased 167% from (\$13.51) million at the end of last year's same period.
million for the soloss of \$3.1 millions	ame period last year; ne lion for the same period CRMZ News Service sistently negative workin CRMZ News Service d/b/a Provant Health and ics subsidiary.	t loss for the period increased 67% to \$5.2 million compared with n last year. Hooper Holmes, Inc updated financials available Marking capital and other liquidity measures. Working capital at 6/30/2018 of (\$36.01) million decreased 33% from the prior year end's balance of (\$27.14) million, and decreased 167% from (\$13.51) million at the end of last year's same period. Mounced that it had entered into an asset purchase agreement with CORRECTING and REPLACING Provant Health Enters Into Asset Purchase Agreement With Summit Health, Inc., Subsidiary Of Quest Diagnostics

MANAGEMENT DISCUSSION AND ANALYSIS

READING THE MANAGEMENT DISCUSSION AND ANALYSIS, WE NOTED:

Hooper management explained, in its 2nd Quarter Form 10-Q filing, that it had ongoing concerns about the Company's ability to operate due to recurring losses from operations, negative cash flows from operations, and liquidity issues which



raised doubts as to its ability to continue as a going concern within one year after issuance of its financial statements. Hooper's ability to generate future positive cash flows and net income was dependent upon achieving cost reductions as well as generating and leveraging new/return business as a result of the merger with Provant Health – which also had a history of losses prior to the merger. The Company hoped to improve its financial condition by implementing restructuring plans. With the assistance of its investment banking firm, Raymond James, the Company sought a transaction to maximize its enterprise value as it continued to operate as a comprehensive health and wellness company. By doing so, Hooper intended to satisfy the requirements of its SWK term loans. Hooper was unable to comply with the covenants of its debt agreements as of 6/30/18, as well as for the three-month periods ended 3/31/18, 3/31/17, 9/30/17, 12/31/17, and the twelve-month period ended 12/31/16. The Company obtained waivers from its lenders for some of these periods but it wasn't able to make its 3/15/18 and 4/30/18 payments on the August 2017 term loan with SWK. Due to a cross-default clause, Hooper also defaulted on a 2016 Credit and Security Agreement. Subsequently, Hooper entered into various Credit Agreement amendments. Hooper management expected to continue to monitor the Company's liquidity, work to reduce this uncertainty, and address cash needs through a combination of planned restructuring, amendment and forbearance agreements, incentive based compensation, cost reduction initiatives and efficiency improvement actions.

These managerial efforts were unsuccessful and, in August 2018, Hooper Holmes, Inc. filed for bankruptcy...

ABOUT THIS REPORT/CONTACT CREDITRISKMONITOR



CreditRiskMonitor is a financial risk analysis and news service that helps credit, supply chain and financial professionals stay ahead of and manage risk quickly, accurately and cost effectively. More than 35% of the Fortune 1000, plus over a thousand other large corporations worldwide, rely on our financial risk coverage of over 58,000 global public companies.

CreditRiskMonitor Bankruptcy Case Studies provide post-filing analyses of public company bankruptcies. Our case studies educate subscribers about methods they can apply to assess bankruptcy risk using CreditRiskMonitor's proprietary FRISK® score, robust financial database and timely news alerts.

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