



This presentation includes certain forward-looking statements (statements other than solely with respect to historical fact), including statements regarding expectations for the financial performance for 2005 that involve risks and uncertainties regarding HealthStream. These statements are based upon management's beliefs, as well as assumptions made by and data currently available to management. This information has been, or in the future may be, included in reliance on the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. Investors are cautioned that such results or events predicted in these statements may differ materially from actual future events or results. The Company's preliminary financial results, while presented with numerical specificity, are forward-looking statements which are based on a variety of assumptions regarding the Company's operating performance that may not be realized, and which are subject to significant uncertainties and potential contingencies associated with the Company's year-end financial and accounting procedures and other matters referenced from time to time in the Company's filings with the Securities and Exchange Commission. Consequently, such forward-looking information should not be regarded as a representation or warranty by the Company that such projections will be realized. Actual results may differ materially from those anticipated in any such forward-looking statements.

# VISION

To improve the quality of healthcare by improving the quality and accessibility of healthcare education.



#### **HealthStream Learning Center**<sup>™</sup>



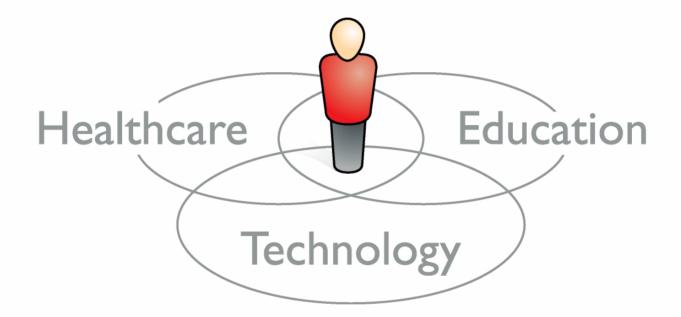
Used by approximately I out of every 4 healthcare Professionals in acute-care Hospitals

Over 26 million courses have been completed (cumulatively, as of 14 November 2005)

91% Renewal Rate (by FTEs, YTD 2005)



#### HealthStream Positioning





#### HealthStream Target Market

#### 4,900,000 Acute-Care Hospital Employees





#### HealthStream's Growth Strategy

Expanding the Subscriber Base

**2** Increasing the Value of Each Subscriber

#### 3 Delivering Access to Subscriber Base: Adding Value to Network



#### **Customer Value Proposition**



A safer organization for patient care through required regulatory training

HealthStream Learning Center<sup>™</sup>



Workforce Development for hospital staff

HealthStream

Assessment, Competency, Curriculum



Facilitating rapid adoption of new technologies for better patient outcomes

HealthStream HospitalDirect<sup>®</sup>



## HealthStream Customer Hospitals

Approximately 1,100 facilities, representing 1,130,000 fully implemented healthcare professionals







Stanford University Medical Center











Sutter Health Community Based, Not For Profit

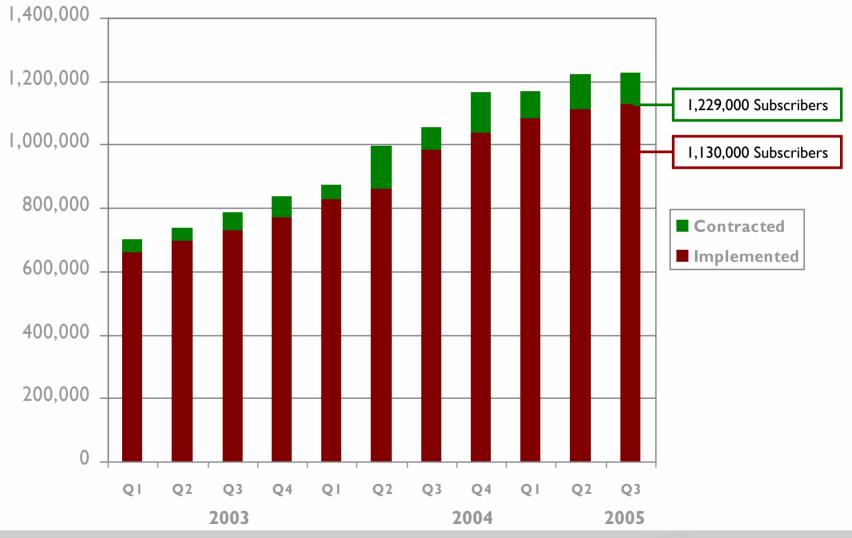
HCA





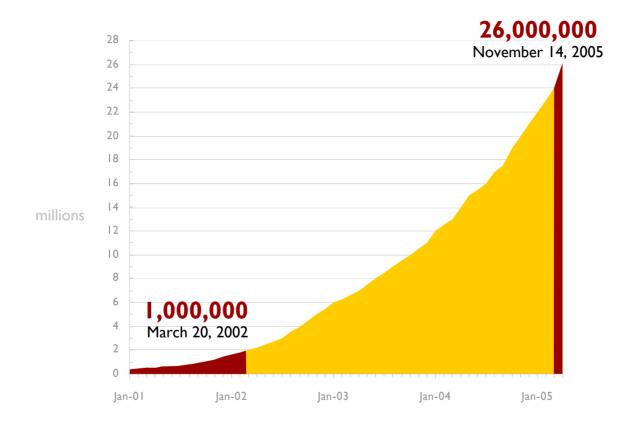


#### **Growth of HLC Customer Base**





#### **Course Completions**



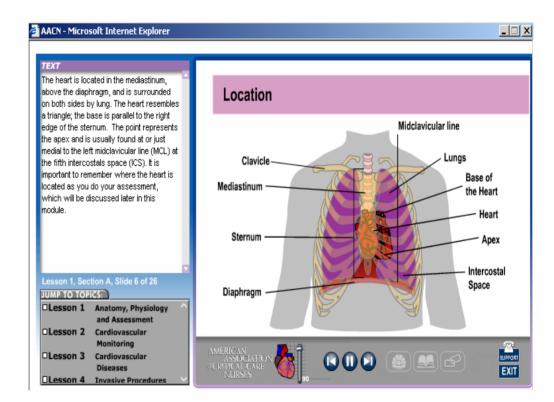


#### Increasing the Value of Each Subscriber

#### AACN Courseware Series from HealthStream

- 4,300 subscriptions
- \$250 per user
- Over 100 Customer

Contracts





HealthStream HospitalDirect<sup>®</sup> Allowing Pharmaceutical / Medical Device companies to deliver innovative product training to approximately 1,100,000 hospital-based professionals nationwide.

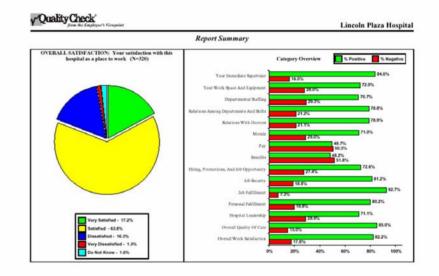




## **Recent Acquisition**



- Offers physician, employee, and patient surveys
- 29 health system customers
- Survey analyses provide roadmaps for workforce development

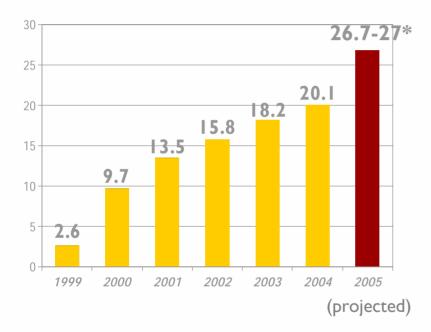


NQuality Check®



#### **Financial Strength**

Seven Year Revenue Growth (\$ millions)

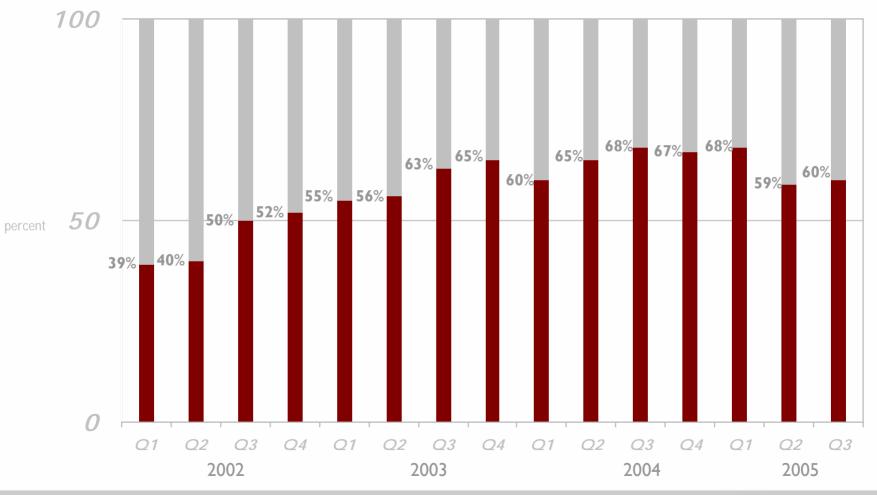


#### Cash, Investments and Interest Receivable



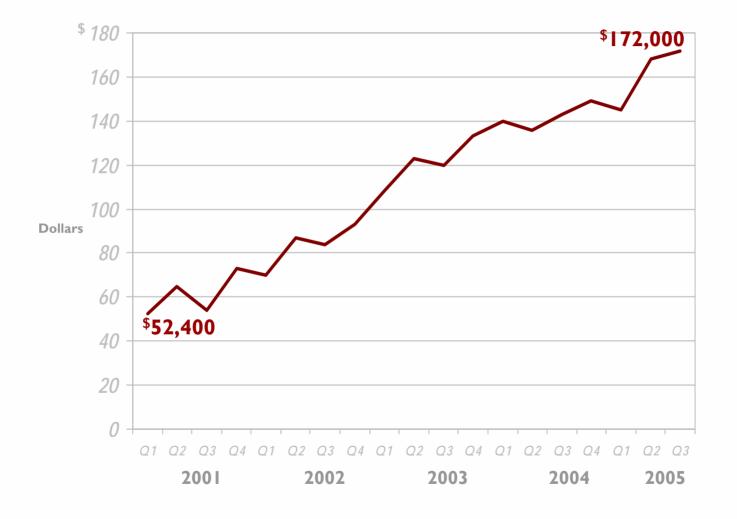


## Internet-based HealthStream Learning Center Revenues



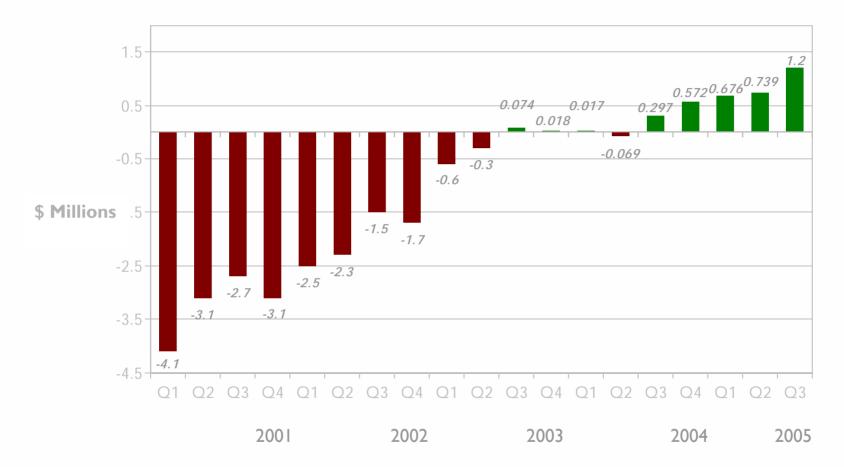


#### **Revenue per Employee**





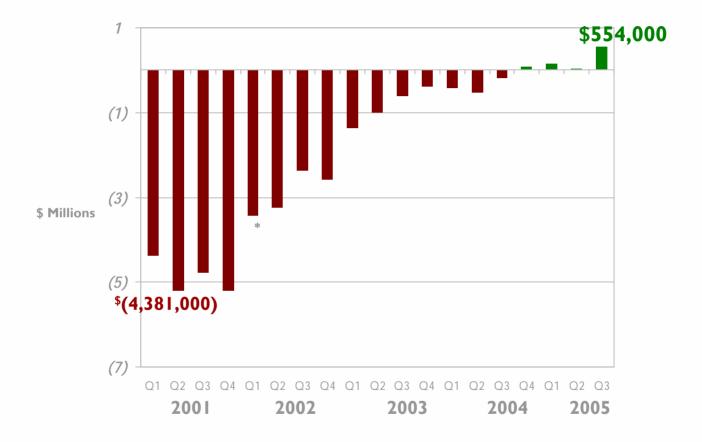
## **EBITDA**\* (\$millions)



\*Excluding one-time gain and cumulative effect of change in accounting principle. Does not exclude warrant expense, impairment losses, and other similar charges.



#### **Net Income**



\* Excludes \$5 million charge for change in accounting principle for goodwill.



### HealthStream's Management Team



**Robert A. Frist** 

Chief Executive Officer & Chairman of the Board

16 years



#### Arthur E. Newman

Chief Financial Officer & Senior Vice President

6 years



#### **Fred Perner**

Senior Vice President

5 years



#### Susan A. Brownie

Senior Vice President

6 years



## **Independent Board of Directors**

**Years of Service** 

Jeffrey McLaren James Daniell, M.D. Thompson S. Dent Frank Gordon Linda Rebrovick	Safer Sleep	16 years
	Centennial Medical Center	10 years
	Med-Tel International	10 years
	Crofton Capital	2 years
	Dell Computer Corporation	3 years
William Stead, M.D.	Vanderbilt Medical Center	6 years
Ron Hinds	Deloitte and Touche and Renal Care Group	2 years
Mike Shmerling	Marsh Kroll	l year
Robert Frist '	HealthStream Chairman & CEO	16 years

<sup>1</sup>Management is not independent.





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