

Performant Q4/FY2018 Earnings Call: Financial Results Increase / (Decrease)

(\$000s)

	Q4 2018	Q4 2017		FY 2018	FY 2017	
		\$	+/- %		\$	+/- %
Student Lending						
Placements						
Great Lakes Higher Education Guaranty Corporation	\$ 144	\$ 8,623	(98.3)%	\$ 5,848	751,964	(99.2)%
All Other Guaranty Agencies	431,528	540,408	(20.2)%	2,565,852	2,018,815	27.1 %
Revenue						
Great Lakes Higher Education Guaranty Corporation	\$ 5,485	\$ 11,461	(52.1)%	\$ 26,702	\$ 46,090	(42.1)%
All Other Guaranty Agencies	12,517	11,023	13.6 %	39,796	48,215	(17.5)%
Total S/L Revenue	<u>18,002</u>	<u>22,484</u>	<u>(19.9)%</u>	<u>66,498</u>	<u>94,305</u>	<u>(29.5)%</u>
Healthcare Revenue						
CMS RAC and MSP CRC	5,075	468	984.4 %	41,859	1,437	2,812.9 %
Commercial	<u>5,987</u>	<u>3,156</u>	<u>89.7 %</u>	<u>14,088</u>	<u>8,549</u>	<u>64.8 %</u>
Total H/C Revenue	<u>11,062</u>	<u>3,624</u>	<u>205.2 %</u>	<u>55,947</u>	<u>9,986</u>	<u>460.3 %</u>
Other Revenue	<u>10,666</u>	<u>7,181</u>	<u>48.5 %</u>	<u>33,223</u>	<u>27,758</u>	<u>19.7 %</u>
Total Revenue	<u><u>\$ 39,730</u></u>	<u><u>\$ 33,289</u></u>	<u><u>19.3 %</u></u>	<u><u>\$ 155,668</u></u>	<u><u>\$ 132,049</u></u>	<u><u>17.9 %</u></u>