

# InfuSystem Holdings Reports Record Results -- \$9.9 Million of Revenue and \$3.8 Million of Adjusted EBITDA for the Third Quarter of 2009

MADISON HEIGHTS, MI--(Marketwire - November 9, 2009) - InfuSystem Holdings, Inc. (OTCBB: INHI) (OTCBB: INHIW) (OTCBB: INHIU), the leading provider of ambulatory infusion pumps and associated clinical services, today announced financial results and provided a business update for the third quarter ended September 30, 2009.

Revenue for the third quarter ended September 30, 2009 was \$9.9 million, an 11% improvement compared to \$9.0 million for the same period in 2008. The increase in revenue was a result of winning new customer business.

Mr. Sean McDevitt, Chief Executive Officer, commented, "We are pleased with the third quarter performance. InfuSystem continues to execute on our business strategy as evidenced by accelerating revenue growth and continued strong cash flow. We remain confident in the long-term outlook for the company and industry."

Financial Results for the Third Quarter 2009

Revenue for the third quarter ended September 30, 2009 was \$9.9 million, an 11% improvement compared to \$9.0 million for the same period in 2008. Operating income for the third quarter of 2009 was \$1.4 million versus operating income of \$1.6 million for the same period in 2008. The decrease in operating income for the third quarter of 2009 was primarily due to management transition expenses and higher pump repair and maintenance costs.

The net loss for the third quarter of 2009 was (\$445,000), or (\$0.02) per diluted share, compared to net income of \$5.7 million or \$0.30 per diluted share, for the same period in 2008. The net loss for the third quarter of 2009 included a (\$564,000) loss on derivative financial instruments, which was predominantly attributable to the increase in the publicly traded value of the Company's warrants during the quarter, compared to a \$5.4 million gain on derivative financial instruments in the third quarter of 2008.

Adjusted EBITDA for the third quarter ended September 30, 2009 was \$3.8 million, compared to \$3.6 million for the same period in 2008. The Company defines Adjusted EBITDA as earnings before interest, taxes, depreciation and amortization, and excludes gain (loss) on derivative financial instruments and stock-based compensation, and other non-recurring charges. Adjusted EBITDA is not a measure of performance calculated in accordance with generally accepted accounting principles in the United States ("GAAP").

The Company believes the presentation of Adjusted EBITDA is a relevant and useful measure to assist a reader's ability to understand the Company's operating performance. The Company's management likewise utilizes Adjusted EBITDA as a means to measure its operating performance. Reconciliation from Adjusted EBITDA, a non-GAAP measure, to net income can be found in the appendix.

Financial Results for the Nine Months Ended September 30, 2009

Revenue for the nine months ended September 30, 2009 was \$28.3 million, an 8% improvement compared to \$26.3 million for the same period in 2008. Operating income for the nine months ended September 30, 2009 was \$4.0 million versus operating income of \$3.2 million for the same period in 2008. The increase in operating income for the nine months ended September 30, 2009 was a result of an increase in revenue, lower freight cost, partially offset by management transition expenses.

The net loss for the nine months ended September 30, 2009 was (\$192,000), or (\$0.01) per diluted share, compared to net income of \$8.7 million or \$0.47 per diluted share, for the same period in 2008. The net loss for the nine months ended September 30, 2009 included a (\$1.2 million) loss on derivative financial instruments, which was predominantly attributable to the increase in the publicly traded value of the Company's warrants during the nine month period, compared to an \$8.7 million gain on derivative financial instruments in the comparable period in 2008.

Adjusted EBITDA for the nine months ended September 30, 2009 was \$9.7 million, a 10% increase compared to \$8.8 million for the same period in 2008.

Total cash and cash equivalents were \$6.7 million at the end of the third quarter, compared to \$11.5 million at the end of 2008. During the nine months ended September 30, 2009, \$7.7 million in principal was paid on the term debt due to I-Flow Corporation. At the end of the third quarter, InfuSystem had \$23.9 million of total debt outstanding, compared to \$30.7 million at year end 2008.

# **Conference Call**

The company will host an investor conference call today at 5:00 p.m. ET to discuss its financial results for the third quarter 2009. The investor conference call will be available via live webcast on InfuSystem's website at <u>www.infusystem.com</u> in the Investors section. To participate by telephone, the dial-in number is (866) 550-6338. The access code is 4403363. Investors are advised to dial into the call at least ten minutes prior to the call to register. A replay of the call can be accessed by dialing (888) 203-1112, confirmation number 4403363. An online archive of the conference call will remain on the Company's website for at least 90 days after the call.

## About InfuSystem Holdings, Inc.

InfuSystem is the leading supplier of infusion services to oncologists and other outpatient treatment settings. We provide pole mounted and ambulatory pumps, supplies and related clinical, biomedical and billing services to practices and patients, nationwide. Our unique suite of services appeals to practices, patients and payors by improving access to clinically necessary medical equipment, while driving down costs and maximizing clinical outcomes.

## Forward-Looking Statements

Except for the historical information contained herein, the matters discussed in this press release are forward-looking statements that involve risks and uncertainties that could cause actual results to differ materially from those predicted by such forward-looking statements. These risks and uncertainties include general economic conditions, as well as other risks detailed from time to time in InfuSystem's publicly filed documents.

(Tables follow)

#### INFUSYSTEM HOLDINGS, INC. CONSOLIDATED BALANCE SHEETS

(in thousands, except share data)		2009	cember 31, 2008
		naudited)	 
ASSETS		,	
Current Assets:			
Cash and cash equivalents Accounts receivable, less allowance for doubtful accounts of \$1,584 and \$1,552 at September 30, 2009 and December 31, 2008, respectively; September 30, 2009 and December 31, 2008 include \$0 and \$72 due from	Ş	6,716	
I-Flow, respectively		5,591	-
Inventory Prepaid expenses and other current assets		1,241 459	 391 676
Total Current Assets		14,007	16,748
Property & equipment, net			10,878
Deferred debt issuance costs, net		0.0.4	1 070
Goodwill			56,580
Intangible assets, net Other assets		29,368 18	30,738
Total Assets	\$	113,944	\$ 116,220
LIABILITIES AND STOCKHOLDERS' EQUITY Current Liabilities:			
Accounts payable	\$	1,613	\$
Deferred income taxes		54	55
Other current liabilities Derivative liabilities		2,183	939 2,592
Current portion of long-term debt; September 30, 2009 and December 31, 2008 include \$3,270		5,195	2,392
and \$8,565 payable to I-Flow, respectively		3,589	 8,644
Total Current Liabilities Long-term debt, net of current portion; September 30, 2009 and December 31, 2008 include \$19,233 and \$21,685 payable to I-Flow,		11,232	13,242
respectively		20,303	22,025
Deferred income taxes Other liabilities		1,668 331	880 -

Total Liabilities	\$	33,534		36,147	
Stockholders' Equity					
Preferred stock, \$.0001 par value: authorized					
1,000,000 shares; none issued		_		_	
Common stock, \$.0001 par value; authorized					
200,000,000 shares; issued 18,676,630 and					
18,512,671, respectively; outstanding 18,676,630					
and 17,278,626, respectively		2		2	
Additional paid-in capital		81,321	80 <b>,</b> 792		
Retained deficit		(913)		(721)	
Total Stockholders' Equity		80,410		80,073	
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Total Liabilities and Stockholders' Equity	Ş	113,944	Ş	116,220	
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#### INFUSYSTEM HOLDINGS, INC. CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)

	Three Month September		Nine Months Ended September 30,			
(in thousands, except per share data)	2009	2008	2009	2008		
Net revenues	9,902	8,958	28,302	26,323		
Operating expenses: Cost of Revenues						
Product and supply costs Cost of Revenues Pump	1,793	1,340	4,447	4,182		
depreciation Provision for doubtful	993	978	2,727	2,908		
accounts Amortization of	890	702	2,734	2,477		
intangibles	456	456	1,370	1,370		
Selling and marketing General and	1,201	1,131	3,749	3,401		
administrative	3,206	2,703	9,307	8,737		
Total Operating Expenses	8,539	7,310	24,334	23,075		
Operating income Other (loss) income: (Loss) gain on	1,363	1,648	3,968	3,248		
derivatives	(564)	5,381	(1,200)	8,665		
Interest income Interest expense	-	11	4 (2,672)	14		
Total other (loss) income	(1,395)	4,455	(3,868)	5,851		

taxes Income tax expense	(32) (413)	6,103 (399)	100 (292)	9,099 (399)
Net (loss) income	(445)	5,704	(192)	8,700
Net (loss) income per share	:			
Basic	(0.02)	0.31	(0.01)	0.49
Diluted	(0.02)	0.30	(0.01)	0.47
Weighted average shares				
outstanding:				
Basic	18,645,911	18,442,957	18,581,917	17,757,075
Diluted	18,645,911	18,794,182	18,581,917	18,581,789

### INFUSYSTEM HOLDINGS, INC. CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

	Nine Months Ended September 30				
(in thousands)	2009	2008			
OPERATING ACTIVITIES Net (loss) income Adjustments to reconcile net income to net cash provided by operating activities: Loss (gain) on derivative liabilities Provision for doubtful accounts Depreciation Amortization of intangible assets Amortization of deferred debt issuance costs Loss on disposal of assets Stock-based compensation Deferred income taxes Changes in current assets and liabilities: Increase in accounts receivable, net of provision (Increase) decrease in other current assets Increase (decrease) in accounts payable and other current liabilities	(192) 1,200 2,734 2,971 1,370 382 279 529 787 (4,157) (632)	8,700 (8,665) 2,477 3,041 1,370 494 385 1,166 399 (305) 836 (628)			
NET CASH PROVIDED BY OPERATING ACTIVITIES	7,074				
INVESTING ACTIVITIES Capital expenditures Proceeds from sale of property Other assets Payment of deferred acquisition costs	1 (18) _	_ (105)			
NET CASH USED IN INVESTING ACTIVITIES FINANCING ACTIVITIES Principal payments on term loan Principal payments on capital lease	(4,056) 				
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obligation Common stock repurchased to satisfy minimum	(68) (40)			
statutory withholding on stock-based compensation	-	(113)		
NET CASH USED IN FINANCING ACTIVITIES	(7,815)	(1,379)		
Net change in cash and cash equivalents	(4,797)	6,835		
Cash and cash equivalents, beginning of period	11,513	3,960		
Cash and cash equivalents, end of period	6,716	10,795		

#### INFUSYSTEM HOLDINGS, INC. GAAP RECONCILIATION (UNAUDITED)

Reconciliation from Net Income to Adjusted EBITDA:

	Three Months Ended Sept 30,				Nine Months Ended Sept 30,			
		2009	2008		2009			2008
Net Income Adjustments:	 \$	(445)	\$	5 <b>,</b> 704	\$	(192)	\$	8,700
Interest expense		831		937		2,672		2,828
Interest income		-		(11)		(4)		(14)
Income tax expense		413		399		292		399
Depreciation Pumps		993		978		2,727		2,908
Depreciation Other		92		47		244		133
Amortization		456		456		1,370		1,370
EBITDA	\$	2,340	\$	8,510			\$	16,324
Adjustments:								
Loss (gain) on derivatives		564		(5,381)		1,200		(8,665)
Stock based compensation				479				
Termination Benefits				-				, _
Adj. EBITDA	 \$	3,765	\$	3,608	\$	9 <b>,</b> 715	\$	8,825
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