

Amedisys Third Quarter 2023 Earnings Release Supplemental Slides October 24th, 2023

FORWARD-LOOKING STATEMENTS

This presentation may include forward-looking statements as defined by the Private Securities Litigation Reform Act of 1995. These forward-looking statements are based upon current expectations and assumptions about our business that are subject to a variety of risks and uncertainties that could cause actual results to differ materially from those described in this presentation. You should not rely on forward-looking statements as a prediction of future events.

Additional information regarding factors that could cause actual results to differ materially from those discussed in any forward-looking statements are described in reports and registration statements we file with the SEC, including our Annual Report on Form 10-K and subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K, copies of which are available on the Amedisys internet website <u>http://www.amedisys.com</u> or by contacting the Amedisys Investor Relations department at (225) 292-2031.

We disclaim any obligation to update any forward-looking statements or any changes in events, conditions or circumstances upon which any forward-looking statement may be based except as required by law.

www.amedisys.com

NASDAQ: AMED

We encourage everyone to visit the Investors Section of our website at www.amedisys.com, where we have posted additional important information such as press releases, profiles concerning our business, clinical operations and control processes and SEC filings.

OUR KEY AREAS OF FOCUS

Strategic areas of focus and progress made during Q3'23



Organic Growth

- Home Health: Total same store admissions +4%
- · Hospice: Total same store ADC -2%
- High Acuity Care: Admissions +35% over prior year



Recruiting / Retention

- Targeting industry leading employee retention amongst all employee categories
- Q3'23 Voluntary Turnover 21.4%



Clinical **Initiatives**

- Quality: Amedisys Jan'24 preview STARS score of 4.41
- 96% of care centers at 4+ Stars based on Jan'24 preview
- 36 Amedisys care centers rated at 5 Stars in the Jan'24 preview
- Hospice quality outperforming industry average in all hospice item set (HIS) categories



Capacity and **Productivity**

- Focusing on optimizing RN / LPN & PT / PTA staffing ratios.
 - Current LPN Ratio: 47.7% (vs. 47.5% in 3Q'22)
 - Current PTA Ratio: 55.0% (vs. 53.7% in 30'22)



- Pending merger with UnitedHealth Group Inc.
- Completed divestiture of Personal Care business



Regulatory

2023 Reimbursement

- Final Hospice industry rule - Amedisys impact +3.8% increase (effective 10/1/22)
- Final Home Health industry rule -Amedisys impact flat (effective 1/1/23)

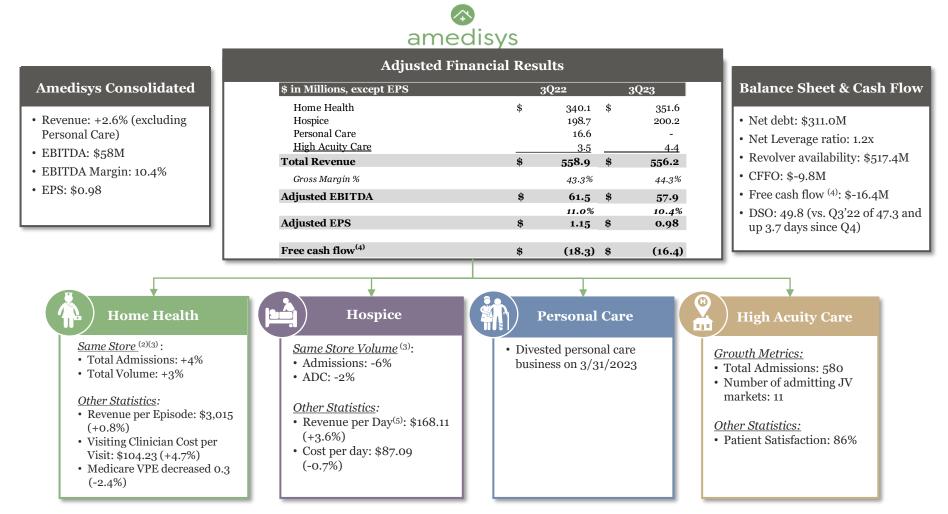
2024 Reimbursement

- Final Hospice industry rule - Amedisys estimated impact +3.1% increase (effective 10/1/23)
- · Proposed Home Health industry rule – industry estimated impact -2.2% decrease (effective 1/1/24)

HIGHLIGHTS AND SUMMARY FINANCIAL RESULTS (ADJUSTED): 3Q 2023⁽¹⁾



Excluding the sale of our personal care segment, our revenue increased \$14 million over prior year. EBITDA is down \$4 million; however, prior year benefited from the reversal of incentive compensation accruals based on performance and included EBITDA from our personal care segment. These items totaled \$9 million.



1. The financial results for the three-month periods ended September 30, 2022 and September 30, 2023 are adjusted for certain items and should be considered a non-GAAP financial measure. A reconciliation of these non-GAAP financial measures is included in the corresponding 8-K detailing quarterly results for each respective reporting period.

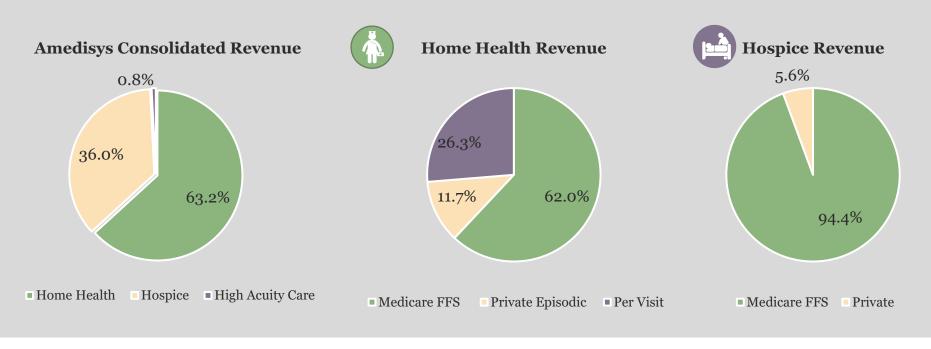
2. Same Store volume – Includes admissions and recertifications.

3. Same Store is defined as care centers that we have operated for at least the last 12 months and startups that are an expansion of a same store care center.

4. Free cash flow is defined as cash flow from operations less routine capital expenditures and required debt repayments.

OUR REVENUE SOURCES: 3Q'23





- Home Health: 346 care centers; 34 states & D.C.
- Hospice: 165 care centers; 31 states
- **Personal Care**: We divested our personal care business on March 31, 2023.
- **High Acuity Care:** 10 admitting joint ventures, which operate in 11 markets; 9 states; 35 referring hospitals
- Total AMED: 521 care centers/joint ventures; 37 states and D.C.

- Medicare FFS: Reimbursed for a 30-day period of care
- **Private Episodic**: MA and Commercial plans who reimburse us for a 30-day period of care or 60-day episode of care, majority of which range from 95% - 100% of Medicare rates
- **Per Visit**: Managed care, Medicaid and private payors who reimburse us per visit performed

Hospice Per Day Reimbursement:

- Routine Care: Patient at home with symptoms controlled, ~97% of the Hospice care AMED provides, in line with overall hospice industry provision of care
- **Continuous Care:** Patient at home with uncontrolled symptoms
- **Inpatient Care:** Patient in facility with uncontrolled symptoms
- **Respite Care:** Patient at facility with symptoms controlled

HOME HEALTH AND HOSPICE SEGMENT (ADJUSTED) – Q3 2023⁽¹⁾



HOME HEALTH

\$ in Millions	3Q22 ⁽⁵⁾	3Q23
Medicare	\$ 225.3	\$ 217.9
Non-Medicare	<u>114.8</u>	<u>133.7</u>
Home Health Revenue	\$340.1	\$351.6
Gross Margin %	43.1%	43.1%
Pre-Corporate EBITDA ⁽²⁾	\$58.9	\$60.2
	17.3%	17.1%

Operating Statistics		
Same Store Growth(3)(4)		
Total admissions	5%	4%
Total volume	1%	3%
Medicare revenue per episode	\$2,992	\$3,015
Medicare recert rate	33.9%	33.9%
Total cost per visit	\$110.99	\$116.20

Home Health Highlights

- Revenue per Episode up 0.8% due to patient mix (wage index and functional score are primary drivers). Reimbursement is flat year over year.
- Y/Y Total CPV up \$5.21 (+4.7%) primarily due to raises, wage inflation, an increase in new hire pay, higher contractor costs (COVID-related rate increases are no longer classified as an adjusting item) and visit mix.
- Excluding the reversal of incentive compensation accruals in the prior year, EBITDA margin increased 30 basis points.

\$ in Millions 30233022Medicare \$ 187.8 \$ 188.9 Non-Medicare 10.9 11.3**Hospice Revenue** \$198.7 \$200.2 Gross Margin % 45.9% 48.2% **Pre-Corporate EBITDA**⁽²⁾ \$43.2 \$48.7 21.7% 24.4%

Operating Statistics		
Admit growth - same store ⁽³⁾⁽⁴⁾	-3%	-6%
ADC growth - same store ⁽³⁾⁽⁴⁾	1%	-2%
ADC	13,314	12,943
Avg. discharge length of stay	92	94
Revenue per day (net) ⁽⁵⁾	\$162.24	\$168.11
Cost per day	\$87.72	\$87.09



Hospice Highlights

- Net revenue per day +3.6%; +3.8% Hospice rate update effective 10/1/2022.
- Total ADC decline is due to lower admissions and 2022 care center closures (63 ADC impact).
- Cost per day down \$0.63 (-0.7%) primarily due to clinical optimization and reorganization initiatives and a new pharmacy contract partially offset by raises and wage inflation.
- Excluding the reversal of incentive compensation accruals in the prior year, EBITDA margin increased 340 basis points.

2. Pre-Corporate EBITDA does not include any corporate G&A expenses.

- 4. Same Store is defined as care centers that we have operated for at least the last 12 months and startups that are an expansion of a same store care center.
- 5. Prior year amounts have been recast to conform to the current year presentation.

^{1.} The financial results for the three-month periods ended September 30, 2022 and September 30, 2023 are adjusted for certain items and should be considered a non-GAAP financial measure. A reconciliation of these non-GAAP financial measures is included in the corresponding 8-K detailing quarterly results for each respective reporting period.

^{3.} Same Store information represents the percent change in volume, admissions or ADC for the period as a percent of the volume, admissions or ADC of the prior period.



GENERAL & ADMINISTRATIVE EXPENSES – ADJUSTED (1,2,3)

Impacted by raises and incentive compensation costs

\$ in Millions	3Q22	4Q22	1Q23	2Q23	3Q23		3022	4022	1023	2023	3Q23
Home Health Segment - Total	87.7	89.9	89.0	90.1	91.3	- Salary and Benefits	23.8	25.5	26.3	26.5	27.7
% of HH Revenue	25.9%	26.2%	25.9%	25.8%	26.0%	Other	13.2	12.5	15.5	15.1	14.9
						Corp. G&A Subtotal	37.0	38.0	41.8	41.6	42.6
Hospice Segment - Total	48.6	50.8	47.9	47.9	48.4	Non-cash comp	1.3	2.4	2.4	3.6	3.6
% of HSP Revenue	24.4%	25.7%	24.8%	24.0%	24.2%	Adjusted Corporate G&A	38.3	40.4	44.2	45. 2	46.2
Personal Care Segment - Total	2.3	2.4	2.2	-	-	Total G&A as	s a Perce	ent of I	Revenue)	
% of PC Revenue	14.0%	14.9%	14.9%	-	-	35.0%				0.4	0/
						33.6	% 3:	3.7%	34.1%	34.4	1 70
High Acuity Care Segment - Total	5.2	5.1	4.4	5.2	5.2	00.69/		0 /			
% of HAC Revenue	95.0%	87.8%	94.6%	131.1%	119.2%	33.0% 32.0%					
- <u></u>		_	_								
Total Corporate Expenses	38.3	40.4	44.2	45.2	46.2	31.0%					
% of Total Revenue	6.9%	7.2%	7.9%	8.2%	8.3%	3Q22 4Q22	1Q2	3	2Q23	3Q2	3
					_		D				
Total	182.1	188.6	187.7	188.4	191.1	G&A	as a Perce	int of Re	venue		
% of Total Revenue	32.6%	33.6%	33.7%	34.1%	34.4%						

Notes:

- Year over year total G&A as a percentage of revenue increased 180 basis points (\$9 million)
 - Increase in total G&A is primarily due to higher incentive compensation costs (prior year benefited from \$7 million accrual reversal due to performance), planned wage increases, higher IT fees and a change in the presentation of gains on the sale of fleet vehicles partially offset by clinical optimization and reorganization initiatives, lower staffing levels, lower travel/training spend and the divestiture of our personal care line of business
- Total G&A increased ~\$3 million sequentially primarily due to planned wage increases and a seasonality driven increase in health insurance costs

- 2. Adjusted G&A expenses do not include depreciation and amortization.
- 3. Prior periods have been recast to conform to the current year presentation.

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OPERATIONAL EXCELLENCE: HOME HEALTH COST PER VISIT (CPV)-ADJUSTED YOY Total CPV impacted by labor cost.



Components	3Q'22 ⁽¹⁾	2Q'23	3Q'23	YoY Variance	Detail	Initiatives
Salaries	\$72.35	\$73.35	\$76.16	\$3.81	YoY increase due to planned wage increases (+3.3%), wage inflation, an increase in new hire pay (+2.3%) and visit mix	Staffing mix optimization, productivity and scheduling improvement initiatives in place to help overcome salary increases
					Sequential increase due to one additional holiday, planned wage increases and new hire pay	Increases
Contractors	\$5.20	\$5.71	\$5.59	\$0.39	YoY variance due to higher rates. Prior year benefited from COVID rate-related add-backs totaling \$0.72	Focused efforts on filling positions with full-time clinicians
					Sequential variance due to lower rates	
Benefits	\$14.26	\$13.10	\$14.91	\$0.65	YoY and Sequential variances due to higher payroll taxes on the salary increases described above	Focus on cost containment and spend optimization with specific focus on high- cost claims
					Sequential increase also due to an increase in health insurance costs due to the seasonality of claims	
Transportation & Supplies	\$7.75	\$7.05	\$7.57	(\$0.18)	YoY variance due to the capitalization of fleet vehicle leases effective 1Q'23 partially offset by higher supply costs due to increases in wound care patients and rate increases for freight	
*Visiting Clinician CPV	\$99.56	\$99.21	\$104.23	\$4.67**		
Clinical Managers	\$11.43	\$11.14	\$11.97	\$0.54	Fixed cost associated with non-visiting clinicians	Unit cost reduced as volume increases
					YoY and Sequential variances due to planned wage increases and impact of fixed costs on lower visit volumes	
Total CPV	\$110.99	\$110.35	\$116.20	\$5.21		

*Note: Direct comparison with industry competitors CPV calculation ** Note: In 3Q'22, the addback of COVID costs reduced Visiting Clinician CPV by **\$0.81**. Accordingly, our YOY increase is \$3.86 or 3.8%

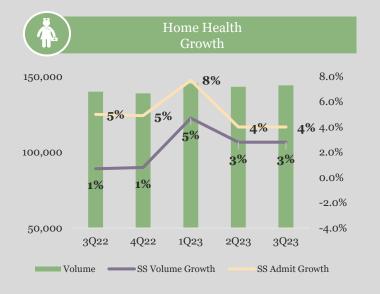


Salaries Contractors Benefits Transportation

1. Prior year amounts have been recast to conform to the current year presentation.

DRIVING TOP LINE GROWTH







**2022 Hospice care center closures impacted Q3-2023 ADC by 63 and Admits by 78 $\,$

INDUSTRY LEADING QUALITY SCORES





Quality of Patient Care (QPC)

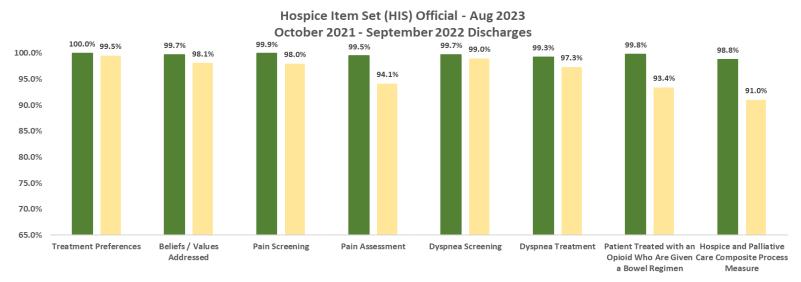
Patient Satisfaction (PS)

- Amedisys maintains a 4-Star average in the Jan 2024 HHC Preview with 96% of our providers (representing 96% of care centers) at 4+ Stars and 73% of our providers (representing 73% of care centers) at 4.5+ Stars.
- •24 Amedisys providers (representing 36 care centers) rated at 5 Stars.

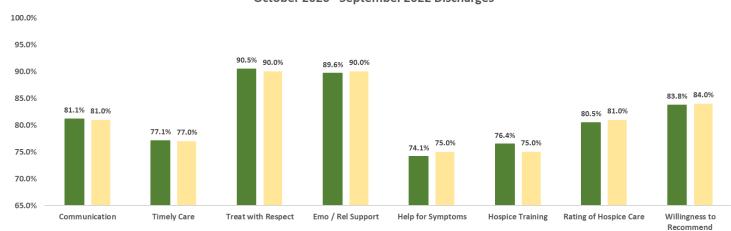
Notes:

- (1) CMS did not provide QPC Star and PS performance releases in 2021 due to COVID-19 PHE.
- (2) Jan 2024 QPC Star Preview performance period = Apr 2022 Mar 2023 (ACH = CY 2022).
- (3) Jul 2023 PS Release performance period = CY 2022.
- (4) QPC Star and PS Results for Amedisys Legacy providers only.
- (5) Only currently active care centers included in care center results.

HOSPICE QUALITY: AMEDISYS HOSPICE CONTINUES TO MOVE TOWARDS BEST-IN-CLASS



AMED CMS Nat



Hospice CAHPS Official - Aug 2023 October 2020 - September 2022 Discharges

AMED CMS Nat

DEBT AND LIQUIDITY METRICS

Net leverage ~1.2x

	As of:
Outstanding Debt	9/30/23
Outstanding Revolver	-
Outstanding Term Loan	377.5
Promissory Notes	-
Finance Leases	27.5
Total Debt Outstanding	405.0
Less: Deferred Debt Issuance Costs	(2.8)
Total Debt - Balance Sheet	402.2
Total Debt Outstanding	405.0
Less Cash	(94.0)
Net Debt ⁽¹⁾	311.0
Leverage Ratio (net) ⁽²⁾	1.2
	As of:
Credit Facility	9/30/23
Term Loan	
Revolver Size	450.0
Borrowing Capacity	<u> </u>
borrowing Capacity	1,000.0
Revolver Size	550.0
Outstanding Revolver	-
Letters of Credit	(32.6)
Available Revolver	517.4
	3 / 1
Plus Cash	94.0
Total Liquidity ⁽³⁾	611.4

1. Net debt defined as total debt outstanding (\$405.0M) less cash (\$94.0M).

Leverage ratio (net) is defined as net debt divided by last twelve months adjusted EBITDA (\$250.2M).
Liquidity defined as the sum of cash balance and available revolving line of credit.

CASH FLOW STATEMENT HIGHLIGHTS ⁽¹⁾

Total cash flow from operations for Q3-23 impacted by delays in billing resulting from payor rate changes.

\$ in Millions	3Q22	4Q22	1Q23	2Q23	3Q23
GAAP net income (loss)	25.4	31.5	24.9	(80.5)	25.6
Changes in working capital	(67.3)	6.9	(14.3)	23.9	(56.4)
Depreciation and amortization	5.5	5.2	5.7	6.2	6.1
Non-cash compensation	3.5	0.6	3.3	9.1	7.2
Deferred income taxes	13.0	4.3	2.8	5.3	7.3
Merger termination fee	-	-	-	106.0	-
Other	6.3	(7.6)	3.6	(9.3)	0.4
Cash flow from operations	(13.6)	40.9	26.0	60.7	(9.8)
Capital expenditures - routine	(1.5)	(1.5)	(1.0)	(0.9)	(0.5)
Required debt repayments	(3.2)	(3.2)	(5.3)	(5.7)	(6.1)
Free cash flow	(18.3)	36.2	19.7	54.1	(16.4)
Capital Deployment					
Acquisitions	1.4	-	(0.4)	-	-
Share Repurchases	-	-	-	-	-
Total	1.4	-	(0.4)	-	-

INCOME STATEMENT ADJUSTMENTS (1)

Q3 adjustments primarily related to costs associated with pending merger.

\$000s	Income Statement Line Item	3022		4	4022		1Q23		2023		3Q23
\$0003	mome statement fane item		39222	4	42==		14-0				აჯ≃ა
Revenue											
Contingency accrual	Net Service Revenue	\$	931	\$	-	\$	-	\$	-	\$	-
Cost of Service											
Clinical optimization and reorganization costs	Cost of Service, Inclusive of Depreciation		1,154	_	33		114		-		282
COVID-19 costs	Cost of Service, Inclusive of Depreciation		1,701		1,510		-		-		-
Integration costs	Cost of Service, Inclusive of Depreciation		311		-		-		-		-
Fuel supplement	Cost of Service, Inclusive of Depreciation		1,962		261		-		-		-
<u>G&A</u>											
Acquisition and integration costs	General and Administrative Expenses		3,154		1,443		1,667		1,101		338
Clinical optimization and reorganization costs	General and Administrative Expenses		2,676		2,247		3,170		567		466
Merger-related expenses	General and Administrative Expenses		-		-		720		19,451		4,980
Personal Care divestiture	General and Administrative Expenses		-		-		514		11		-
COVID-19 costs	General and Administrative Expenses		159		107		-		-		-
CEO transition	General and Administrative Expenses		-		-		750		3,435		1,094
Severance	General and Administrative Expenses		-		993		-		-		-
Fuel supplement	General and Administrative Expenses		218		33		-		-		-
Investment impairment	Investment Impairment		3,009		-		-		-		-
•	•										
Other Items											
Interest component of certain items	Interest Expense		(207)		-		-		-		-
Other (income) expense, net (2)	Total Other (Expense) Income, Net		793		814		3,052		99,139		(353)
Total		\$	15,861	\$	7,441	\$	9,987	\$	123,704	\$	6,807
EPS Impact		\$	0.36	\$	0.19	\$	0.22	\$	3.83	\$	0.19
EBITDA Impact		\$	16,068	\$	7,441	\$	9,98 7	\$	123,704	\$	6,807

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2. Other (income) expense, net includes a \$2.2 million loss related to our Personal Care divestiture in 1Q23 and the \$106.0 million Option Care termination fee in 2Q23.

Environmental, Social, Governance (E.S.G.) Considerations

ENVIRONMENTAL, SOCIAL, GOVERNANCE (E.S.G.) CONSIDERATIONS

Sustainable, high-quality, patient focused, home-based care model



Environmental

- Amedisys is dedicated to the sustainability of our business and the communities in which we serve
- Environmental health has a strong correlation with physical health
- A greener fleet newer vehicles, in circulation for a shorter time, optimize fuel usage. Sophisticated scheduling practices reduce our clinicians' driving time and fuel usage helping to minimize our carbon footprint
- Virtual care centers, along with flexible working schedules and locations, have created fewer emissions

Social

- Amedisys strives to create an organizational culture and climate in which every individual is valued, all team members have a sense of belonging with one another and to the organization and feel empowered to do their best work
- Provider of Home Health and Hospice services to frail, elderly patients in their most preferred care location – their homes
- Highest quality Home Health company as measured by Quality of Patient Care Star scores (4.41 Stars)
- The Amedisys Foundation was formed to provide support to our patients and employees. The Amedisys Foundation has two funds: the Patients' Special Needs Fund and the Amedisys Employees 1st Fund. The Patients' Special Needs Fund provides financial assistance to our home health, hospice and high acuity care patients during a difficult time

Governance

- Amedisys has a culture of compliance starting with oversight from the Board of Directors and cascading down to the care center level
- Our Board of Directors operates several sub-committees including:
 - Quality of Care Committee
 - Compliance & Ethics Committee
 - Audit Committee
 - Compensation Committee
 - Nominating & Corporate Governance Committee
- Nominating and Corporate Governance Committee oversees our strategy on corporate social responsibility, including evaluating the impact of Company practices on communities and individuals, and develops and recommends to our Board of Directors for approval matters relating to the Company's corporate social responsibility and ESG considerations