

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 20549**

FORM 8-K

**CURRENT REPORT
Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934**

Date of report (Date of earliest event reported): November 4, 2022

APOLLO MEDICAL HOLDINGS, INC.
(Exact Name of Registrant as Specified in Charter)

Delaware
(State or Other Jurisdiction
of Incorporation)

001-37392
(Commission
File Number)

95-4472349
(I.R.S. Employer
Identification No.)

1668 S. Garfield Avenue, 2nd Floor, Alhambra, California 91801
(Address of Principal Executive Offices) (Zip Code)

(626) 282-0288
Registrant's Telephone Number, Including Area Code

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communication pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communication pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock	AMEH	Nasdaq Capital Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 2.02 Results of Operations and Financial Condition.

On November 4, 2022, Apollo Medical Holdings, Inc. (the "Company") is scheduled to host a conference call at 8:30 a.m. ET for management to discuss the Company's financial results for the third quarter ended September 30, 2022. A copy of the presentation materials the Company has prepared and intends to use during the call is furnished as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated herein by reference.

In accordance with General Instruction B.2 of Form 8-K, the information furnished pursuant to this Item 2.02, including Exhibit 99.1 furnished herewith, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

Item 9.01 Financial Statements and Exhibits

(d) Exhibits.

Exhibit No.	Description
<u>99.1</u>	<u>Supplemental Data of Apollo Medical Holdings, Inc., dated November 4, 2022.</u>
104	Cover Page Interactive Data File (the cover page XBRL tags are embedded within the inline XBRL document)

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

APOLLO MEDICAL HOLDINGS, INC.

Date: November 4, 2022

By: /s/ Thomas S. Lam
Name: Thomas S. Lam, M.D., M.P.H.
Title: Co-Chief Executive Officer and President



Apollo Medical Holdings

(NASDAQ: AMEH)

Powered by Technology.

Built by Doctors.

For Patients.

Third Quarter 2022 Earnings Call Supplement
November 4, 2022



Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act and Section 21E of the Exchange Act. Forward-looking statements include any statements about the Company's business, financial condition, operating results, plans, objectives, expectations and intentions, expansion plans, integration of acquired companies and any projections of earnings, revenue, EBITDA, Adjusted EBITDA or other financial items, such as the Company's projected capitation and future liquidity, and may be identified by the use of forward-looking terms such as "anticipate," "could," "can," "may," "might," "potential," "predict," "should," "estimate," "expect," "project," "believe," "plan," "envision," "intend," "continue," "target," "seek," "will," "would," and the negative of such terms, other variations on such terms or other similar or comparable words, phrases or terminology. Forward-looking statements reflect current views with respect to future events and financial performance and therefore cannot be guaranteed. Such statements are based on the current expectations and certain assumptions of the Company's management, and some or all of such expectations and assumptions may not materialize or may vary significantly from actual results. Actual results may also vary materially from forward-looking statements due to risks, uncertainties and other factors, known and unknown, including the risk factors described from time to time in the Company's reports to the U.S. Securities and Exchange Commission (the "SEC"), including without limitation the risk factors discussed in the Company's Annual Report on Form 10-K for the year ended December 31, 2021, and subsequent Quarterly Reports on Form 10-Q.

Because the factors referred to above could cause actual results or outcomes to differ materially from those expressed or implied in any forward-looking statements, you should not place undue reliance on any such forward-looking statements. Any forward-looking statements speak only as of the date of this presentation and, unless legally required, the Company does not undertake any obligation to update any forward-looking statement, as a result of new information, future events or otherwise.

Company Overview

ApolloMed is a tech-powered, value-based healthcare network that serves all Americans.

- We provide quality care to underserved communities and ethnic minorities.
- We enable best in class clinical outcomes within our value-based care provider organizations.
- Our value-based enablement suite positions us to scale rapidly nationwide.

25+
years of operation

10,600+
contracted physicians

14*
managed IPAs and medical groups

1.2M
managed lives

IPA: independent physician association
*As of 9/30/2022



ApolloMed At-A-Glance

Ticker	NASDAQ: AMEH
Headquarters	Alhambra, California
Recent Stock Price <i>(as of 11/1/2022)</i>	\$35.23
Market Cap <i>(as of 11/1/2022)</i>	\$2.0 billion
Common Shares Outstanding <i>(as of 10/28/2022)</i>	56.7 million
Book Value Per Common Share	\$9.05
TTM Revenues	\$1.05 billion

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Q3 and Recent Highlights

The Company is raising annual guidance for revenue, net income and EBITDA, and reiterating guidance for Adjusted EBITDA.



Strong Q3 2022 financial results

Revenue \$317.0M ↑40% from \$227.1M

Net income attr. to AMEH \$26.0M vs. \$34.3M

EPS - diluted \$0.56 vs. \$0.74

Adj. EBITDA* \$57.1M vs. \$62.9M



Stellar ACO performance in 2021

- \$48.8M shared savings settlement recognized as shared savings and incentives revenue, a \$27.0M increase from the prior-year period



Strategic transactions

Closed the following transactions in October 2022:

- Acquisition of All American Medical Group ("AAMG"), a physician group in the SF Bay Area
- Acquisition of nine primary care clinics in Nevada and Texas operating as Valley Oaks Medical Group ("VOMG")

Entered into a definitive agreement to acquire 100% of For Your Benefit ("FYB"), as well as certain managed care assets

*See "Reconciliation of Net Income to EBITDA and Adjusted EBITDA" and "Use of Non-GAAP Financial Measures" slides for more information. Please note that beginning the third quarter ended September 30, 2022, the Company has revised the calculation for Adjusted EBITDA to exclude addbacks related to provider bonus payments and losses from recently acquired IPAs, which it believes to be more reflective of its business.

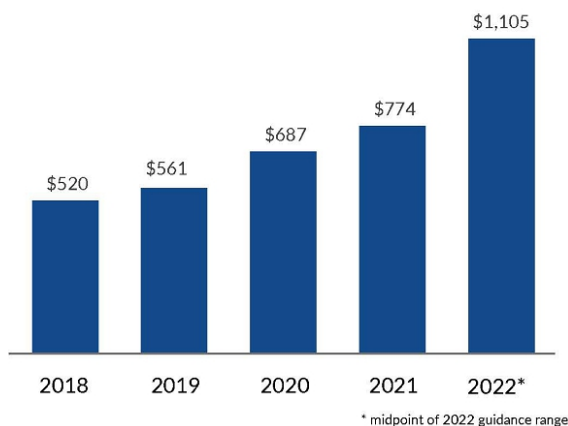


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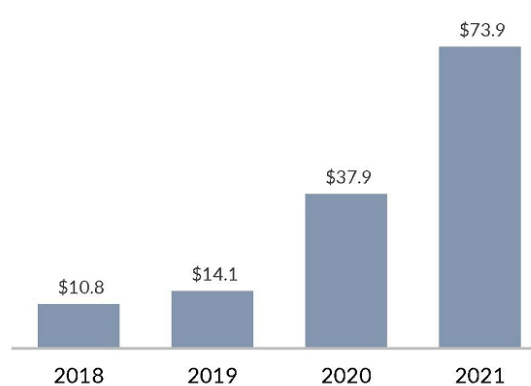
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Historical Financial Profile

Historical revenue growth
(\$ in millions)



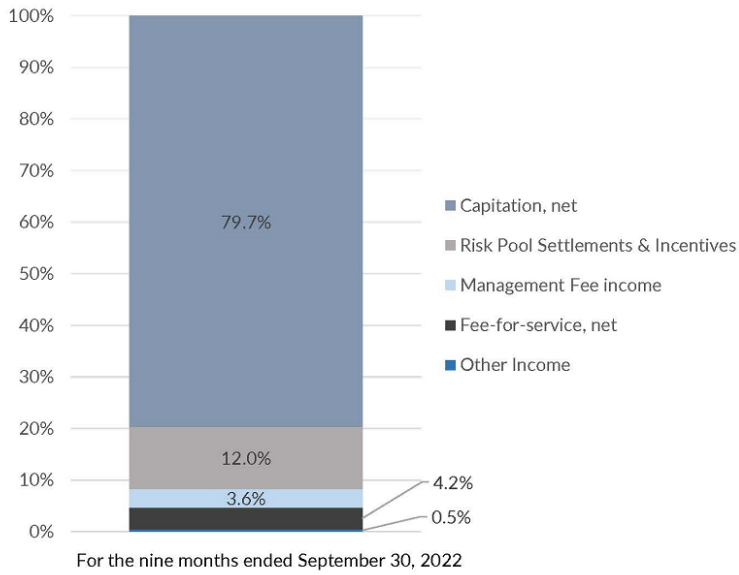
Historical net income attributable to ApolloMed growth
(\$ in millions)



Summary of Selected Financial Results

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
<i>\$ in 000s except per share data</i>				
Revenue				
Capitation, net	\$ 227,571	\$ 149,059	\$ 677,253	\$ 438,350
Risk pool settlements and incentives	64,849	59,923	101,717	94,146
Management fee income	10,030	9,652	30,487	26,345
Fee-for-service, net	12,859	7,260	35,694	14,968
Other income	1,692	1,223	4,804	5,006
Total revenue	317,001	227,117	849,955	578,815
Total expenses	266,910	173,957	758,270	482,884
Income from operations	50,091	53,160	91,685	95,931
Net income (loss)	27,396	(5,385)	50,060	68,603
Net income (loss) attributable to noncontrolling interests	1,410	(39,664)	(1,589)	8,515
Net income attributable to ApolloMed	\$ 25,986	\$ 34,279	\$ 51,649	\$ 60,088
Earnings per share - diluted	\$ 0.56	\$ 0.74	\$ 1.12	\$ 1.33

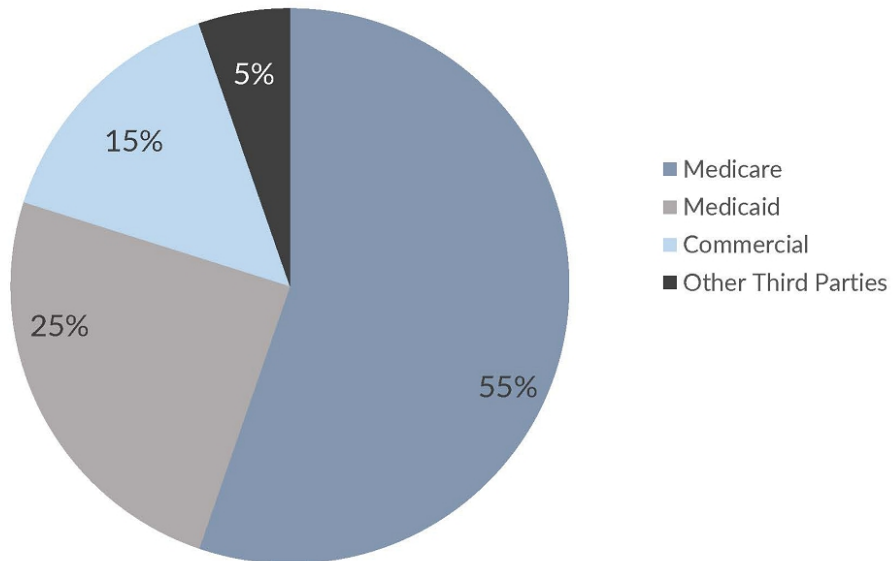
Revenue Breakdown



- A Capitation, net** –Capitation from payers (including government payers) for medical services, typically pre-paid monthly based on number of enrollees
- B Risk Pool Settlements & Incentives** - Full and shared risk capitation arrangements with specific payers and hospitals
- C Management Fee Income** - Fees earned from providing value-based enablement services (including but not limited to management, advisory, healthcare staffing, administrative and other non-medical services)
- D Fee-for-service** - Professional charges for medical services

Business Mix by Payer Type

Q1-Q3 2022
(% OF TOTAL REVENUE)



Balance Sheet Highlights

<i>\$ in millions</i>	9/30/2022	12/31/2021	\$ Change	% Change
Cash and cash equivalents and investments in marketable securities	\$217.3	\$286.5	(\$69.2)	↓ 24%
Working capital	\$287.4	\$283.4	\$4.0	↑ 1%
Total stockholders' equity	\$513.5	\$460.5	\$53.0	↑ 12%

Current Capitalization

<i>(figures in millions, except per share price)</i>	
Recent Share Price (as of 11/1/2022)	\$ 35.23
Common Shares Outstanding	56.7
Market Capitalization	\$ 1,997.5
Plus: Total Bank Debt	205.9
Less: Cash and Cash Equivalents ⁽¹⁾	(108.5)
Implied Enterprise Value	\$ 2,094.9
Notes:	
Letters of Credit Availability on Revolving Credit Facility	\$ 3.9

Note: Data is as of 9/30/2022 unless otherwise stated.
 (1) Excludes restricted cash of \$75.5M.

Updated 2022 Guidance

\$ in millions	2022 Guidance Range (as of May 5, 2022)	2022 Guidance Range (as of November 3, 2022)
Total Revenue	\$1,055.0-\$1,085.0	\$1,095.0-\$1,115.0
Net Income ⁽¹⁾	\$38.0-\$57.0	\$50.5-\$67.0
EBITDA ^(1,2)	\$81.0-\$111.0	\$107.5-\$133.5
Adjusted EBITDA ⁽²⁾	\$136.0-\$166.0	\$136.0-\$166.0

(1) Net income and EBITDA forecast includes the impact of APC's investment in a payer partner that completed an initial public offering and became publicly traded on June 24, 2021. The revised net income and EBITDA guidance ranges assume the payer partner's stock price of \$1.05.

(2) See "Guidance Reconciliation of Net Income to EBITDA and Adjusted EBITDA" and "Use of Non-GAAP Financial Measures" slides for more information. There can be no assurance that actual amounts will not be materially higher or lower than these expectations. See "Forward-Looking Statements" on slide 2.



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Reconciliation of Net Income to EBITDA and Adjusted EBITDA

(\$ in millions)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Net income	\$ 27.4	\$ (5.4)	\$ 50.1	\$ 68.6
Interest expense	2.4	1.0	5.3	4.3
Interest income	(0.2)	(0.4)	(0.7)	(1.3)
Provision for income taxes	13.9	(0.1)	26.1	31.6
Depreciation and amortization	4.8	4.7	13.5	13.1
EBITDA ⁽¹⁾	\$ 48.2	\$ (0.3)	\$ 94.3	\$ 116.3
(Income) loss from equity method investments	\$ (0.2)	\$ (0.1)	\$ (0.5)	\$ (0.2)
Gain on sale of equity method investment	-	(2.2)	-	(2.2)
Other, net	1.4 ⁽²⁾	-	1.4 ⁽²⁾	(0.9) ⁽³⁾
Stock-based compensation	3.5	1.4	10.5	4.3
APC excluded assets costs	4.2	64.0	10.7	0.9
Adjusted EBITDA ^(1,4)	\$ 57.1	\$ 62.9	\$ 116.4	\$ 118.2

(1) See "Use of Non-GAAP Financial Measures" slide for more information.

(2) Other, net for the three and nine months ended September 30, 2022 relates to transaction costs incurred, net of the write-off related to APCMG contingent consideration to reflect the fair value as of September 30, 2022.

(3) Other, net for the nine months ended September 30, 2021, relates to stimulus checks received in 2021.

(4) Adjusted EBITDA under the historical method for the three and nine months ended September 30, 2022 is \$68.5 million and \$137.8 million, respectively.



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Guidance Reconciliation of Net Income to EBITDA and Adjusted EBITDA

(\$ in millions)	2022 Guidance Range (as of May 5, 2022)		2022 Guidance Range (as of November 3, 2022)	
	Low	High	Low	High
Net income	\$ 38.0	\$ 57.0	\$ 50.5	\$ 67.0
Interest expense	4.0	4.0	8.0	8.0
Provision for income taxes	20.0	31.0	30.0	39.5
Depreciation and amortization	19.0	19.0	19.0	19.0
EBITDA⁽¹⁾	\$ 81.0	\$ 111.0	\$ 107.5	\$ 133.5
Loss (income) from equity method investments	\$ -	\$ -	\$ 1.0	\$ 1.0
Other, net	-	-	1.5	1.5
Provider bonus payments	16.0	16.0	-	-
Stock-based compensation	13.0	13.0	14.0	16.0
APC excluded assets costs	9.0	9.0	12.0	14.0
Net loss adjustment for recently acquired IPAs	17.0	17.0	-	-
Adjusted EBITDA⁽¹⁾	\$ 136.0	\$ 166.0	\$ 136.0	\$ 166.0

(1) See "Use of Non-GAAP Financial Measures" slide for more information.



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Summary of Selected Financial Results – Breaking Out Excluded Assets

\$ in millions	Nine Months Ended September 30, 2022			Year Ended December 31, 2021			Year Ended December 31, 2020		
	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets
Revenue									
Capitation, net	\$ 677.3	-	677.3	\$ 593.2	-	593.2	\$ 557.3	-	557.3
Risk pool settlements and incentives	101.7	-	101.7	111.6	-	111.6	77.4	-	77.4
Management fee income	30.5	-	30.5	36.0	-	36.0	34.9	-	34.9
Fee-for-service, net	35.7	-	35.7	26.6	-	26.6	12.7	-	12.7
Other income	4.8	-	4.8	6.5	-	6.5	5.0	-	5.0
Total revenue	850.0	-	850.0	773.9	-	773.9	687.3	-	687.3
Total operating expenses	758.3	2.9	755.4	675.7	2.6	673.1	606.7	2.1	604.6
Income (losses) from operations	91.7	(2.9)	94.6	98.2	(2.6)	100.8	80.6	(2.1)	82.7
Total other (expense) income, net	(15.5)	(9.3)	(6.2)	(20.3)	(10.8)	(9.5)	97.9	102.9	(5.0)
Net income (loss)	\$ 50.1	(12.2)	62.3	\$ 49.5	(13.4)	62.9	\$ 122.4	100.8	21.6



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Summary Balance Sheet – Breaking Out Excluded Assets

\$ in millions	September 30, 2022			December 31, 2021			December 31, 2020		
	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets
Current assets									
Cash and cash equivalents	\$ 184.0	7.4	176.6	\$ 233.1	62.5	170.6	\$ 193.5	38.8	154.7
Investments in marketable securities	33.3	32.5	0.8	53.4	49.1	4.3	67.7	66.5	1.2
Receivables, net	69.4	-	69.4	10.6	-	10.6	7.1	-	7.1
Receivables - related parties and loan receivable - related party	91.2	-	91.2	73.4	4.0	69.4	49.4	-	49.4
Other receivables, prepaid expenses and other current assets	53.5	3.7	49.8	28.2	0.9	27.3	21.0	-	21.0
Income taxes receivable	12.2	-	12.2	-	-	-	-	-	-
Total current assets	443.6	43.6	400.0	398.7	116.5	282.2	338.7	105.3	233.4
Non-current assets									
Land, property, and equipment, net	104.2	97.3	6.9	53.2	42.1	11.1	29.9	24.5	5.4
Goodwill and intangibles	330.7	-	330.7	335.8	-	335.8	326.1	-	326.1
Loan receivable and loan receivable - related parties, net of current portion	2.6	-	2.6	0.6	-	0.6	4.6	4.1	0.5
Investments in other entities and privately held entities	39.9	26.5	13.4	42.6	25.0	17.6	80.4	62.0	18.4
Other assets and right-of-use assets	22.4	-	22.4	21.3	-	21.3	37.5	15.7	21.8
Total non-current assets	499.8	123.8	376.0	453.5	67.1	386.4	478.5	106.3	372.2
Total assets	\$ 943.4	167.4	776.0	\$ 852.2	183.6	668.6	\$ 817.2	211.6	605.6



Summary Balance Sheet – Breaking Out Excluded Assets (continued)

\$ in millions	September 30, 2022			December 31, 2021			December 31, 2020		
	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets
Current liabilities									
Fiduciary payable, accounts payable and accrued liabilities	\$ 53.8	1.7	52.1	\$ 54.5	0.3	54.2	\$ 45.7	-	45.7
Medical liabilities	94.9	-	94.9	55.8	-	55.8	50.3	-	50.3
Income taxes payable	-	-	-	0.7	-	0.7	4.2	-	4.2
Dividend payable	0.6	-	0.6	0.6	-	0.6	0.5	-	0.5
Finance and operating lease liabilities	3.7	-	3.7	3.1	-	3.1	3.3	-	3.3
Current portion of long-term debt	3.2	3.2	-	0.8	0.5	0.3	10.9	0.2	10.7
Total current liabilities	156.2	4.9	151.3	115.5	0.8	114.7	114.9	0.2	114.7
Non-current liabilities									
Deferred tax liability	4.7	-	4.7	9.1	-	9.1	11.0	-	11.0
Finance and operating lease liabilities, net of current portion	17.1	-	17.1	14.2	-	14.2	16.2	-	16.2
Other long-term liabilities	13.0	-	13.0	14.8	0.9	13.9	-	-	-
Long-term debt, net of current portion and deferred financing costs	199.1	22.6	176.5	182.9	7.1	175.8	230.2	7.4	222.8
Total non-current liabilities	233.9	22.6	211.3	221.0	8.0	213.0	257.4	7.4	250.0
Total liabilities	390.1	27.5	362.6	336.5	8.8	327.7	372.3	7.6	364.7
Total mezzanine equity and stockholder's equity	\$ 553.3	139.9	419.9	\$ 515.7	174.8	340.9	\$ 444.9	204.0	240.9



Use of Non-GAAP Financial Measures

This presentation contains the non-GAAP financial measures EBITDA and Adjusted EBITDA, of which the most directly comparable financial measure presented in accordance with U.S. generally accepted accounting principles ("GAAP") is net income. These measures are not in accordance with, or alternatives to GAAP, and may be different from other non-GAAP financial measures used by other companies. The Company uses Adjusted EBITDA as a supplemental performance measure of our operations, for financial and operational decision-making, and as a supplemental means of evaluating period-to-period comparisons on a consistent basis. Adjusted EBITDA is calculated as earnings before interest, taxes, depreciation, and amortization, excluding income or loss from equity method investments, non-recurring transactions, stock-based compensation, and APC excluded assets costs. Beginning in the third quarter ended September 30, 2022, the Company has revised the calculation for Adjusted EBITDA to exclude provider bonus payments and losses from recently acquired IPAs, which it believes to be more reflective of its business.

The Company believes the presentation of these non-GAAP financial measures provides investors with relevant and useful information, as it allows investors to evaluate the operating performance of the business activities without having to account for differences recognized because of non-core or non-recurring financial information. When GAAP financial measures are viewed in conjunction with non-GAAP financial measures, investors are provided with a more meaningful understanding of the Company's ongoing operating performance. In addition, these non-GAAP financial measures are among those indicators the Company uses as a basis for evaluating operational performance, allocating resources, and planning and forecasting future periods. Non-GAAP financial measures are not intended to be considered in isolation, or as a substitute for, GAAP financial measures. To the extent this release contains historical or future non-GAAP financial measures, the Company has provided corresponding GAAP financial measures for comparative purposes. The reconciliation between certain GAAP and non-GAAP measures is provided above.



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