

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 30, 2023

APOLLO MEDICAL HOLDINGS, INC.

(Exact Name of Registrant as Specified in its 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 communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications 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	The Nasdaq Stock Market LLC

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 7.01 Regulation FD Disclosure.

Attached as [Exhibit 99.1](#) to this Current Report on Form 8-K is a series of slides reflecting financial information about Apollo Medical Holdings, Inc. (the “Company”) for use by the Company in connection with potential meetings with investors and/or analysts. The Company does not undertake to update the information contained in the attached presentation materials.

The information contained in this Current Report on Form 8-K, including the exhibit referenced herein, is being furnished and shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of that section. Such information shall not be incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Exchange Act, whether made before or after the date hereof, regardless of any general incorporation language in such filing. The furnishing of this information will not be deemed an admission as to the materiality of any information contained herein.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

Exhibit No.	Description
99.1	Investor Presentation (November 2023).
104	Cover Page Interactive Data File (the cover page XBRL tags are embedded within the inline XBRL document).

Forward-Looking Statements

This Current Report on Form 8-K contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Exchange Act. These statements include words such as “forecast,” “guidance,” “projects,” “estimates,” “anticipates,” “believes,” “expects,” “intends,” “may,” “plans,” “seeks,” “should,” or “will,” or the negative of these words or similar words. Forward-looking statements involve certain risks and uncertainties, and actual results may differ materially from those discussed in each such statement. A number of important factors could cause actual results to differ materially from those included within or contemplated by the forward-looking statements, including, but not limited to, the factors described in the Company’s filings with the Securities and Exchange Commission, including the Company’s Annual Report on Form 10-K/A for the year ended December 31, 2022 and subsequent quarterly reports on Form 10-Q. The Company does not undertake any responsibility to update any of these factors or to announce publicly any revisions to any of the forward-looking statements contained in this or any other document, whether as a result of new information, future events, or otherwise.

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 30, 2023

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



Apollo Medical Holdings

November 2023

Powered by Technology.
Built by Doctors.
For Patients.



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, estimates of our total addressable market, 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/A for the year ended December 31, 2022, 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.

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 calculated differently 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. Other companies may calculate both EBITDA and Adjusted EBITDA differently, limiting the usefulness of these measures for comparative purposes. To the extent this Presentation 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 in the Appendix.

The Company has not provided a quantitative reconciliation of applicable non-GAAP measure, such as adjusted EBITDA margin targets to the most comparable GAAP measure, such as net income on a forward-looking basis within this presentation because the Company is unable, without unreasonable efforts, to provide reconciling information with respect to line items that cannot be calculated. These items, which could materially affect the computation of forward-looking GAAP net income, are inherently uncertain and depend on various factors, some of which are outside of the Company's control.



ApolloMed at-a-glance

ApolloMed is a healthcare platform that organizes and enables providers to drive **accessible, high-quality, and high-value** care for all patients through a provider-centric, technology-empowered approach

The three segments of our proven business model are:



Care Partners:

Affiliated and employed provider network, empowered to take risk across all health plan lines of business to deliver integrated care



Care Delivery:

Flexible footprint of owned primary care and multi-specialty clinics with employed providers who deliver personalized care



Care Enablement:

Comprehensive technology and solutions platform, powering all providers to deliver the best possible care to all patients in their communities

A PLATFORM WITH...

SCALE

~900k

Total value-based lives

10k+

Providers in ApolloMed network¹

20+

Payer partners

30+

Markets

DEMONSTRABLE CLINICAL OUTCOMES

↓ 49%

Lower hospital admissions per k vs. benchmark²

↓ 46%

Lower ER visits per k vs. benchmark²

FINANCIAL STRENGTH

\$1.3B

TTM revenue

\$141M

TTM Adj. EBITDA



Note: TTM ended September 30, 2023. For more information, see "Reconciliation of Net Income to EBITDA and Adjusted EBITDA" and "Use of Non-GAAP Financial Measures" slides for more information

¹ Includes contracted and employed providers in our provider network, across all specialties, and including both Consolidated and Managed providers

² ApolloMed figures based on analysis of Jan-Sept 2023 internal data from all consolidated IPAs (Medicare Advantage)

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The ApolloMed model



In the communities we serve, our expansive network of providers delivers high-quality and high-value coordinated care to patients, with seamless and flexible access



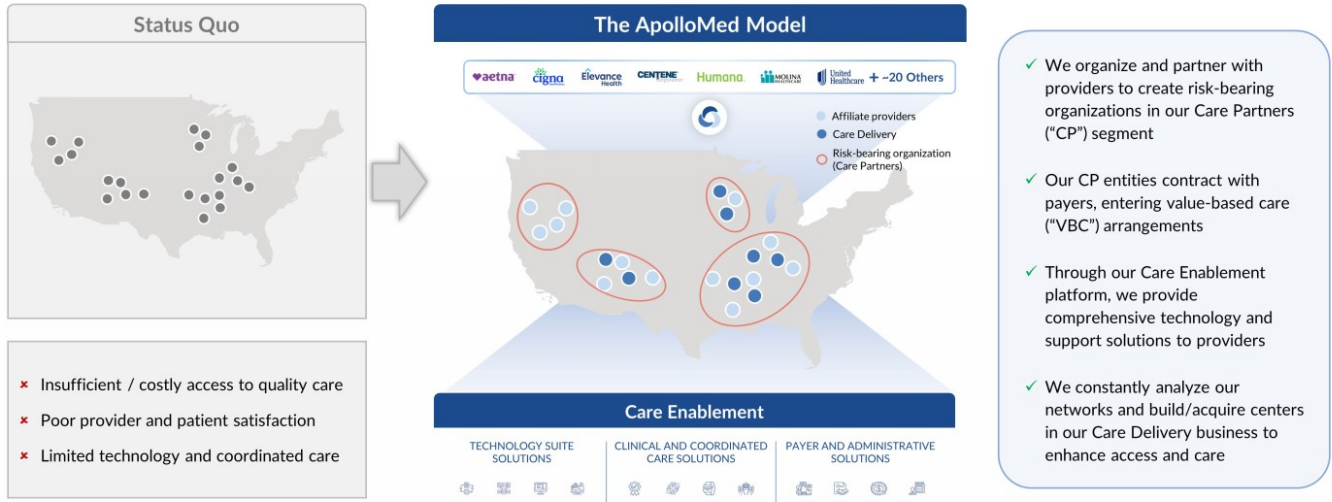
¹ Includes contracted and employed providers in our provider network, across all specialties, and including both Consolidated and Managed providers

² ApolloMed figures based on analysis of Jan-Sept 2023 internal data from all consolidated IPAs (Medicare Advantage)

³ MCR, or Medical Cost Ratio, calculated as Cost of services, excluding depreciation and amortization, divided by Total Revenue; based on ApolloMed's Core SoCal market, comprised of ~236k members in 2019 and ~319k members as of 09/30/2023

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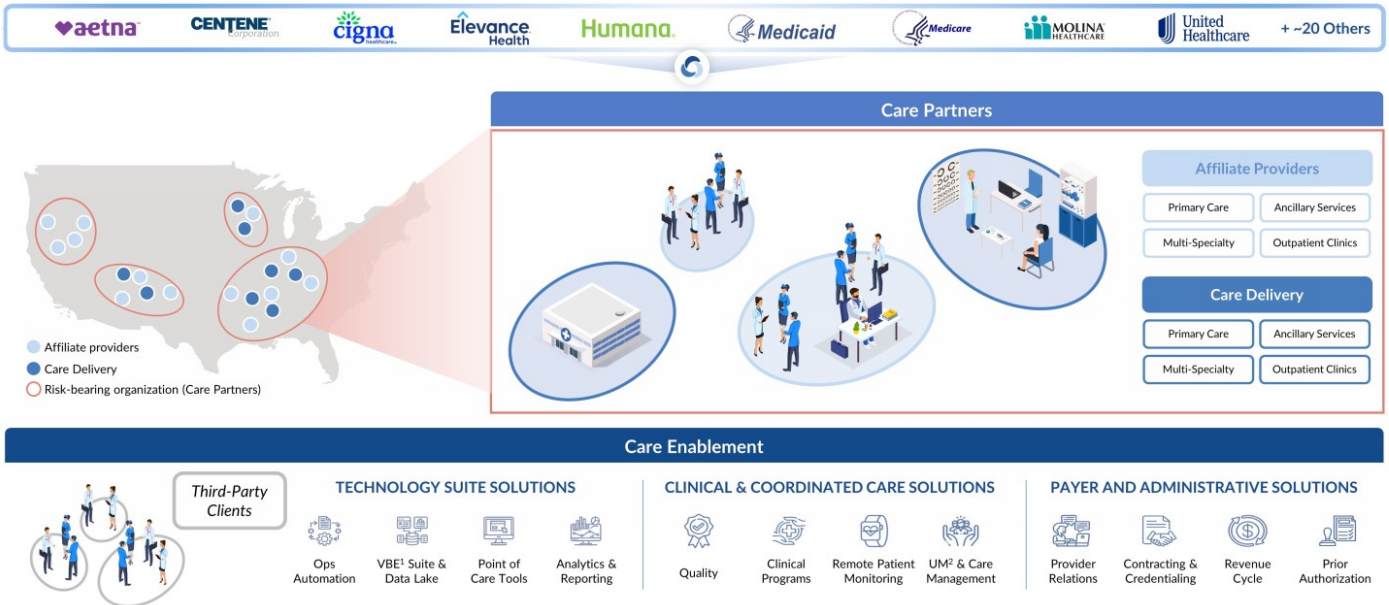
The ApolloMed model transforms the status quo into a highly coordinated, high-value, accessible healthcare ecosystem



Through our flexible approach, we plan to continue organizing and empowering providers across the U.S., accelerating towards a future where all Americans have access to high-quality, high-value, and accessible healthcare

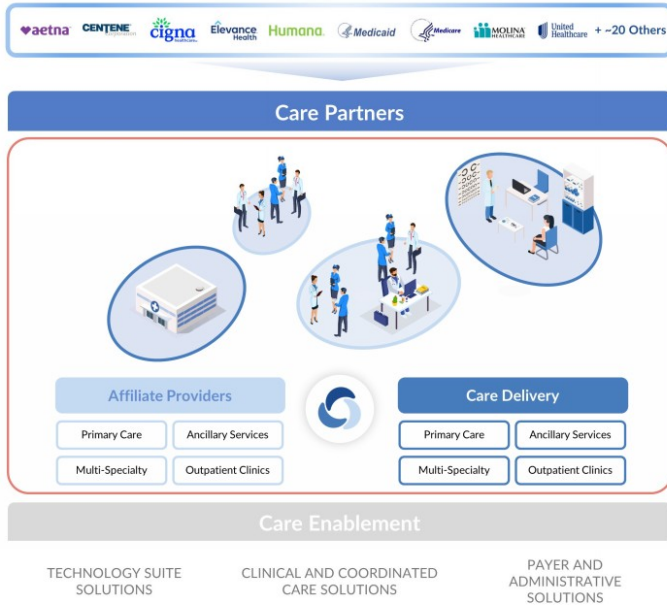


Our flexible model optimizes delivery of accessible, high-quality, high-value care



¹ Value-Based Enablement
² Utilization Management

Care Partners: High-performing network of aligned provider partners



- Acts as a "single payer" for our network of providers, enabling VBC arrangements (i.e., full-risk contracts)
- Serves all patients, including Medicare FFS, Medicare Advantage, Medicaid, Commercial and Exchange
- Enables continuity of care in ApolloMed's ecosystem across age, stage of life, or life circumstance
- Empowers providers, with support from our ApolloMed Care Teams, Care Enablement technology, and operations platform
- Meets providers where they are; enables independent providers to remain independent while succeeding in value-based care

6,200+
Affiliated
Providers¹

575k+
Members in VBC
Contracts

~90%
ApolloMed's
Revenue Mix²

10-20%
Long-term EBITDA
Margin Target



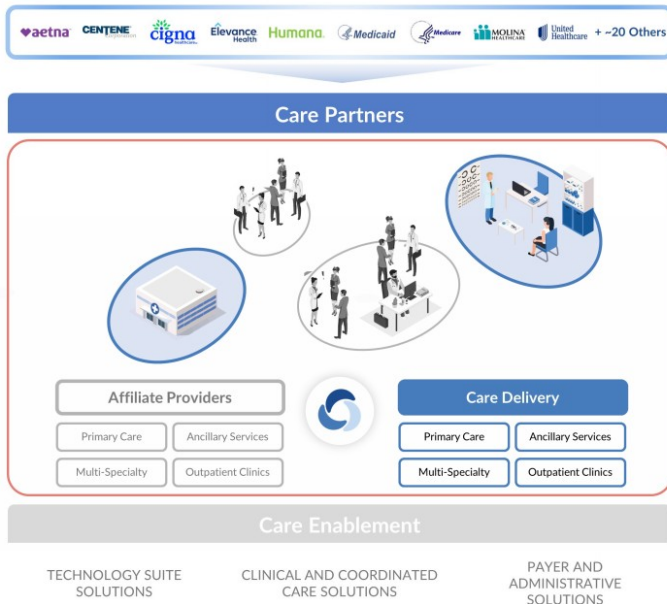
Note: See "Use of Non-GAAP Financial Measures" slide for more information

¹ Includes contracted and employed providers in our provider network, across all specialties, and including only Consolidated providers

² As of the TTM period ending September 30, 2023; ApolloMed standalone data (does not pro forma for CFC acquisition)

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Care Delivery: Extensive, high-quality network of employed providers



- Primary care, multispecialty care, imaging, and laboratory clinics with 61 locations across 3 states to enhance access to care for patients
- We analyze our Care Partners networks by specialty and geography, and build / acquire practices and provider groups to fulfill network gaps in access, and ensure patients have high-quality access to care
- Ability to build out clinics tailor-made for specific markets help us scale as we enter de novo into new markets
- Provides ApolloMed with a de-risked growth avenue, as we can acquire high-performing Care Partners or Care Enablement clients

61
Locations

>700k
Unique Patients
Seen Annually

~5%
ApolloMed's
Revenue Mix¹

10-20%
Long-term EBITDA
Margin Target

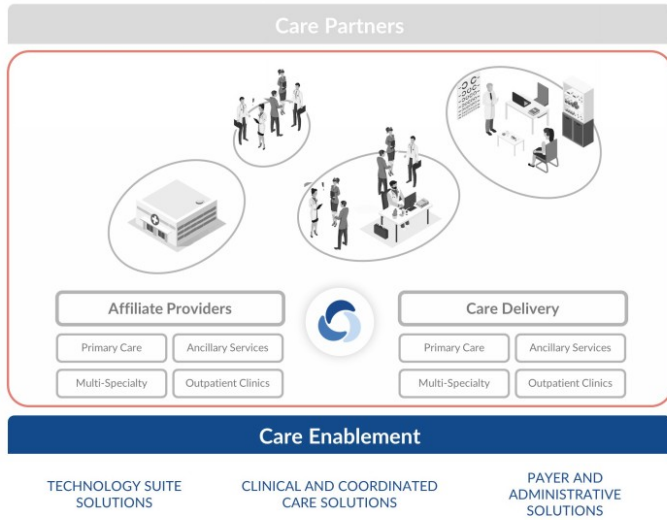


Note: See "Use of Non-GAAP Financial Measures" slide for more information

¹ As of the TTM period ending September 30, 2023; ApolloMed standalone data (does not pro forma for CFC acquisition)

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Care Enablement: End-to-end integrated clinical, operational, financial, and administrative platform



- Our technology and support platform enhances delivery of high-quality and high-value care to our patients
- Our Care Enablement tools are leveraged across our Care Partners and Care Delivery lines of business
- Our Care Enablement solutions are also used by 3rd party providers outside of our ecosystem
- Our platform is underpinned by 35+ years of real-world data, driving superior clinical and financial outcomes

10,000+ Providers in ApolloMed Network¹

~900k Members in VBC Contracts

~5% ApolloMed's Revenue Mix²

20-30% Long-term EBITDA Margin Target



Note: See "Use of Non-GAAP Financial Measures" slide for more information
¹ Includes contracted and employed providers in our provider network, across all specialties, and including both Consolidated and Managed providers
² As of the TTM period ending September 30, 2023; ApolloMed standalone data (does not pro forma for CFC acquisition)

Our proprietary & purpose-built technology platform leverages 35+ years of real-world clinical data to drive scalable and repeatable results

Provider Empowerment and Engagement

- All-in-one point-of-care tool for both providers and practices
- ✓ Check member eligibility
- ✓ Submit & receive auto-approval for prior authorizations
- ✓ View & act on quality and risk adjustment gaps
- ✓ Collaborate with Care Teams¹
- ✓ View longitudinal patient records, SDOH², and population health data

90%+
Members with active PCP³

Care Management & Patient Outcomes

- Intelligent patient population risk stratification
- Focused and purposeful member Care Management Plans to ensure evidence-based solutions and responses
- 250 full-time employees on our Care Team², improving delivery of care and patient outcomes

~100%
Member satisfaction rate⁴

Population Health and Analytics

- NCQA-certified HEDIS[®] engine drives actionable insights for providers, closing gaps in care
- Composable "Command Center" dashboard highlights trends⁵ and opportunities to improve access and quality for patients
- Care access analytics highlights provider network opportunities

~60%
Gaps in care closed through portal⁶

Operating Leverage

- Scalable platform yields meaningful operating leverage
- 65% prior authorizations are automatically approved, driving increased access for patients
- Ability to demonstrably improve operating leverage for third-party Care Enablement clients

94%
Claims adjudicated automatically

Note: All images presented are for illustrative purposes only
¹ ApolloMed's Care Team includes MDs, NPs, PAs, RNs, LVNs, etc.
² SDOH = Social Determinants of Health
³ Indicates percentage of members attributed to a Primary Care providers that actively uses Provider Empowerment and Engagement tools.
⁴ Member satisfaction rate, based on members engaged by ApolloMed's Outpatient Care Management Team in 2023
⁵ Trends are customizable by specialty, by region, with trends in prior authorization counts, utilization, costs, among other trends
⁶ ~60% of total possible gaps in care identified YTD as of 9/30/2023 were closed through our portal



Our dedicated provider network, technology and solutions platform combine to drive superior clinical outcomes

We keep patients healthier and out of the hospital unnecessarily...

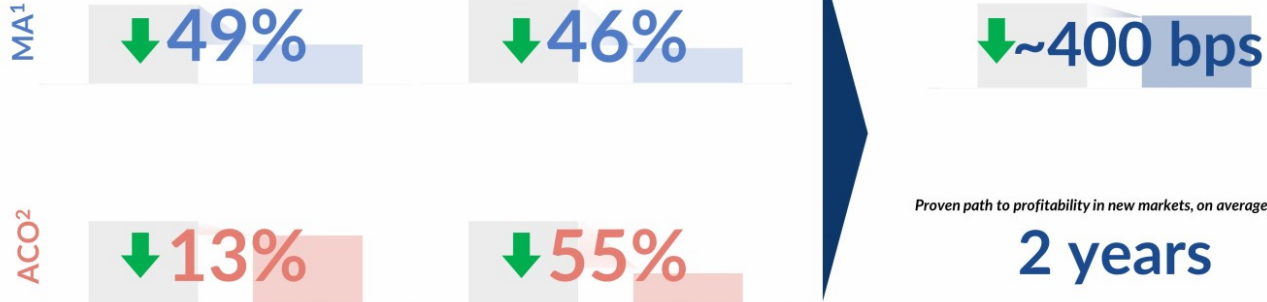
(Hospital admissions per k, % change vs. benchmark)

... as well as minimize unnecessary visits to the Emergency Room

(ER visits per k, % change vs. benchmark)

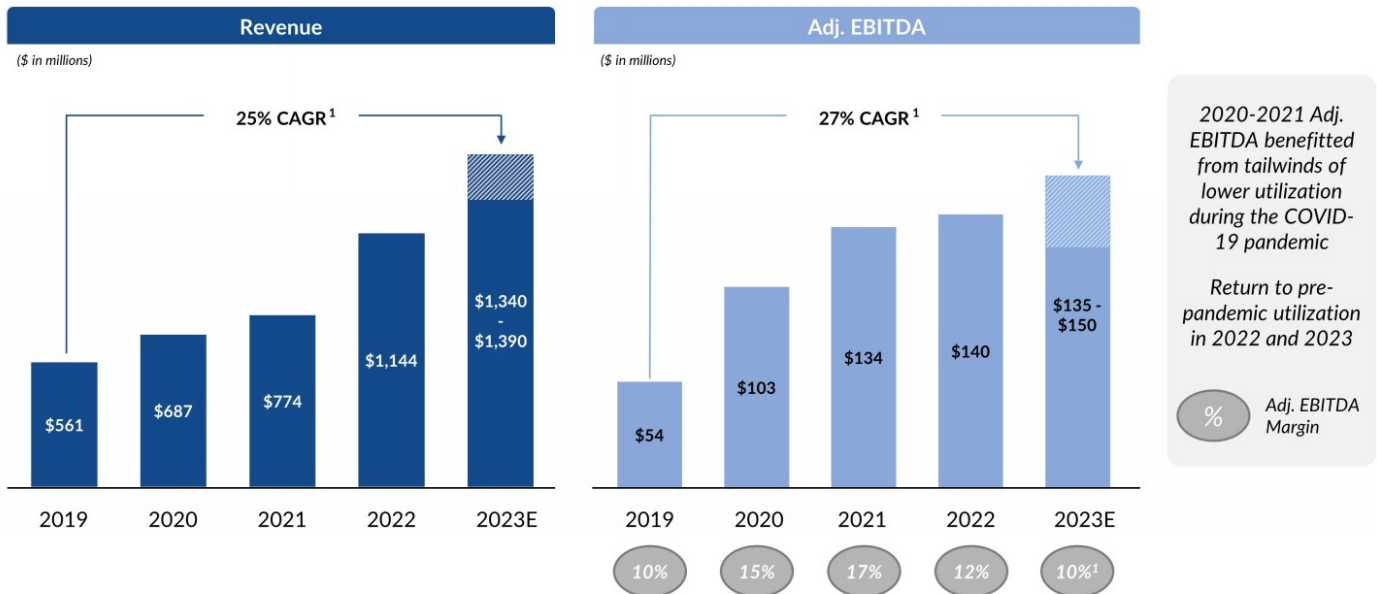
Proven ability to reduce MCRs while controlling costs

(Improvement in MCR³ per year, since 2019)




Source: Centers for Medicare and Medicaid Services
¹ ApolloMed figures based on analysis of Jan-Sept 2023 internal data from all consolidated IPAs in Medicare Advantage
² 2023 ACO REACH Model, figures based on analysis of internal data from Jan-Sept 2023
³ Based on ApolloMed's Core SoCal market, comprised of ~236k members in 2019 and ~319k members as of 09/30/2023

We have a strong track record of revenue growth and a robust EBITDA profile



Note: For more information, see "Reconciliation of Net Income to EBITDA and Adjusted EBITDA" and "Use of Non-GAAP Financial Measures" slides for more information
¹ Based on the mid-point of guidance provided


Our multi-pronged growth strategy positions ApolloMed to capture significant embedded upside

- 

1 Grow Within Existing Markets

 - Continue to enhance core Southern California market, build out newly established Northern and Central CA markets, and build out recently entered TX/NV markets
- 


2 Expand Into New Markets

 - Transform healthcare for local communities across the country by leveraging our adaptable and customizable provider engagement model for the best local fit
- 

3 Advance Contracts Across Risk Spectrum

 - Migrate member lives under partial-risk contracts into full-risk and total cost of care arrangements
- 

4 Leverage All Our Business Models To Meet Providers Where They Are And Drive De-risked Growth

 - Drive success in our Care Enablement model before vertically integrating into our Care Partners and Care Delivery segments, enhancing our economics and path to taking full-risk
- 

Identify and Execute Opportunistic M&A

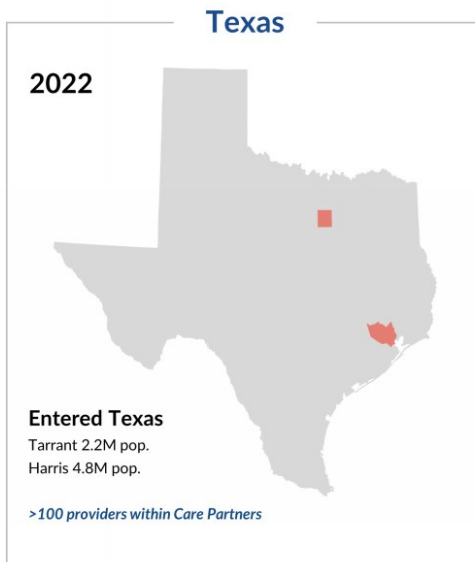
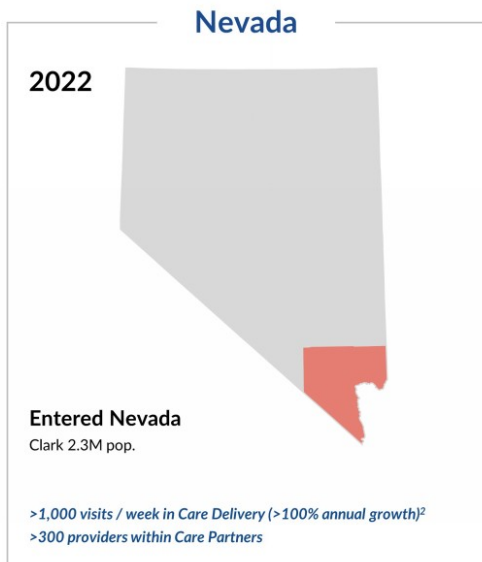
 - Continue to execute on M&A strategy across all segments and lines of business

1 We have significant whitespace to continue expanding our footprint in our core market...



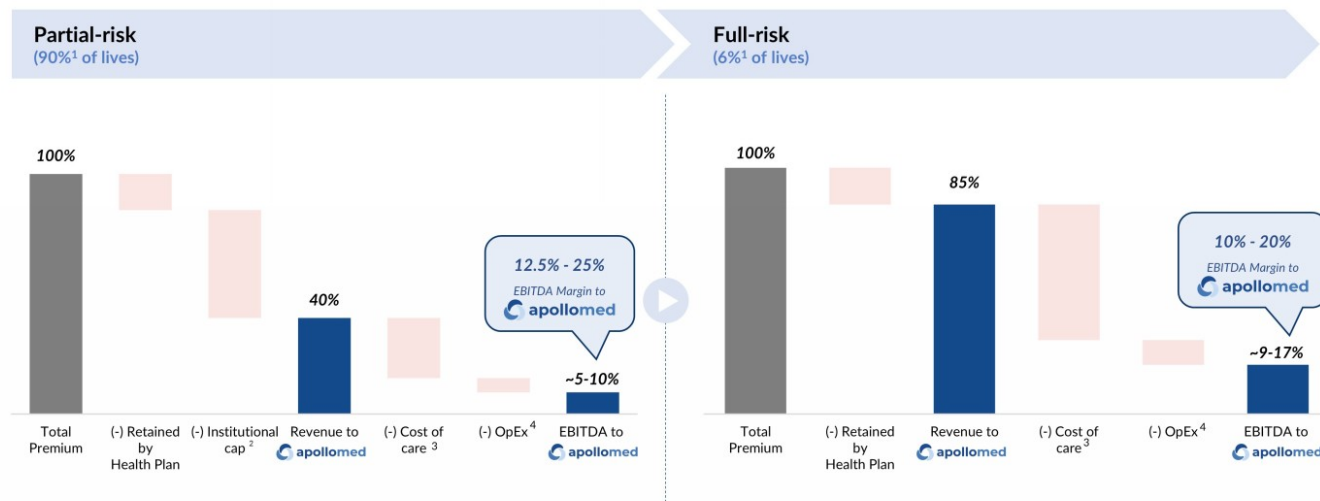
Source: U.S. Census Bureau, population data as of 2022; CMS
¹ County population data as of 2022
² Reflects the MCR improvement from 2019 to Q3 YTD 2023
³ Reflects MCR improvement from 2021 to Q3 YTD 2023
⁴ Ethnicities of members across all IPAs, based on analysis of internal data from Dec 2022
⁵ Asian American and Pacific Islander
⁶ Represents the reduction of MCR over a 4-year period throughout Southern and Northern CA markets

2 ... and will continue to look for opportunities to build out recently entered markets to further diversify outside of California



Source: U.S. Census Bureau; population data as of each respective year; Centers for Medicare and Medicaid Services, Office of the Actuary, National Health Statistics Group
¹ Figures represent 2022 TAM; current TAM includes total healthcare expenditure within California, Texas, and Nevada; U.S. TAM based on NHE Projections Tables
² As of Nov 2023

3 As we move across the risk spectrum, our unit economics improve demonstrably



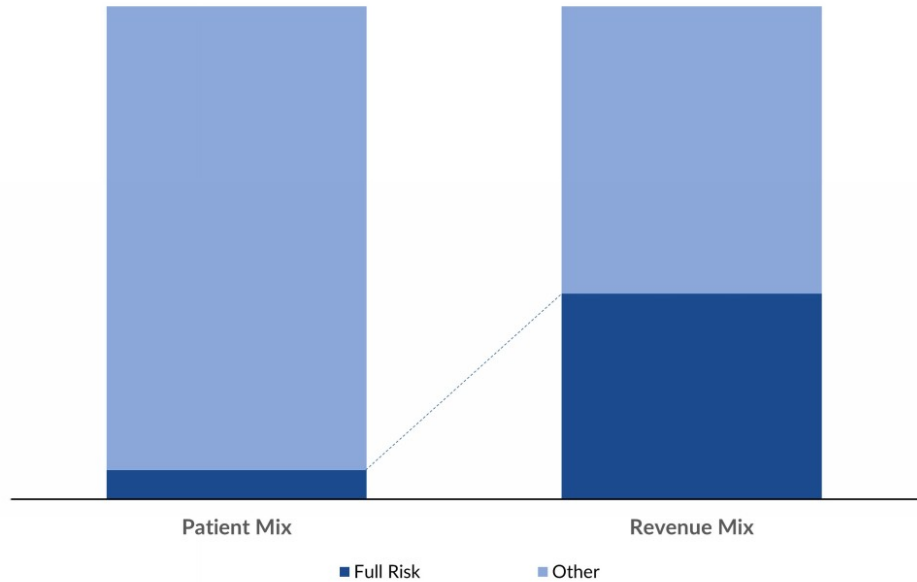
As we shift lives into full-risk arrangements, we capture a higher portion of the premium dollar, deliver high-quality and high-value care, leading to superior outcomes and improved unit economics



Note: See "Use of Non-GAAP Financial Measures" slide for more information
¹ Membership by risk contract type is not pro forma for the acquisition of CFC
² Includes ~45% Institutional Capitation payments, covering downstream medical spend for Hospitals / Facilities
³ *Cost of care* includes payments for Primary Care services and Secondary Provider services, such as radiology, diagnostic imaging, physical therapy, and other services that are not provided by a PCP; Also includes shared savings payments to ApolloMed's Partners (Primary Care, Secondary Providers under partial-risk contracts, as well as hospital partners under full-risk contracts; under full-risk contracts), *cost of care* also includes all other medical costs, including hospital inpatient services
⁴ Includes operating expense and corporate overhead, as well as intercompany Care Enablement fees, excluding interest, tax, depreciation and amortization

3 Advancing our contracts across the risk spectrum allows us to better deliver whole-person care and drives outsized economics

- Massive opportunity exists to drive embedded platform value through advancing contracts across the risk spectrum
- ApolloMed has a proven track record of managing risk and contains significant upside potential delivering whole person care



4 Care Enablement clients provide a pipeline of potential acquisition targets, like Community Family Care



Community Family Care ("CFC") Overview	Strategic Rationale	Transaction Highlights						
<p>Breadth of CFC Provider Network and Membership Concentration</p> <ul style="list-style-type: none"> • Scaled Medicaid-focused group with over 200k patients across Medicare, Medicaid and Commercial payors in LA • CFC already bears full-risk on Medicaid members via RKK health plan license 	<ul style="list-style-type: none"> ✓ Unique network of providers focused on Medicaid strengthens our ability to reach underserved populations ✓ Highly attractive synergy opportunities: <ul style="list-style-type: none"> ○ Ability to capture full unit economics ○ Transition Medicare members to full-risk ○ Transition ApolloMed CA Medicaid members to full-risk 	<p>Financial Highlights</p> <table border="1"> <tr> <td>\$190M</td> <td>\$25M</td> <td>8.1x</td> </tr> <tr> <td>2023E Revenue</td> <td>2023E EBITDA</td> <td>FV / 2023E EBITDA</td> </tr> </table> <p>Consideration</p> <p>\$202M Total consideration</p> <ul style="list-style-type: none"> • \$152M cash • \$20M equity • \$30M performance-based milestone payments <p>Expected Closing</p> <ul style="list-style-type: none"> • Two-part close to occur, anticipated in Q1 2024 	\$190M	\$25M	8.1x	2023E Revenue	2023E EBITDA	FV / 2023E EBITDA
\$190M	\$25M	8.1x						
2023E Revenue	2023E EBITDA	FV / 2023E EBITDA						

Experienced, mission-driven management team with deep clinical knowledge and a proven ability to execute



Kenneth Sim, MD

Executive
Chairman



Thomas Lam, MD, MPH

Co-Chief Executive
Officer & President



Brandon Sim, MS

Co-Chief Executive
Officer



Chan Basha, MBA

Chief Strategy &
Financial Officer



Jeremy Jackson, MD

Chief Quality
Officer



Key takeaways



Flexible, capital-efficient and pure-play value-based care model with predictable unit economics

Ability to serve providers and patients through our care partners, care delivery and care enablement platforms



Our tech-powered, integrated care delivery model results in robust clinical outcomes

Hospital admissions per thousand 49% below benchmark; ER visits per thousand 46% below benchmark¹



Clear levers and a repeatable growth playbook to drive further nationwide expansion

25%² 4-year revenue CAGR with clear visibility into continued 25%+ growth²



Proven track record of consistent profitability

27% EBITDA CAGR and, 10%-17% adj. EBITDA margins over the last 4 years²



Positioned to create a future where all can get access to high-quality, high-value, and accessible healthcare

0.9M members in VBC arrangements across Medicare, Medicaid, and Commercial populations³



Note: For more information, see "Reconciliation of Net Income to EBITDA and Adjusted EBITDA" and "Use of Non-GAAP Financial Measures" slides for more information

¹ Across all consolidated ApolloMed IPAs for Medicare Advantage as of 09/30/2023, benchmarks derived from CMS data

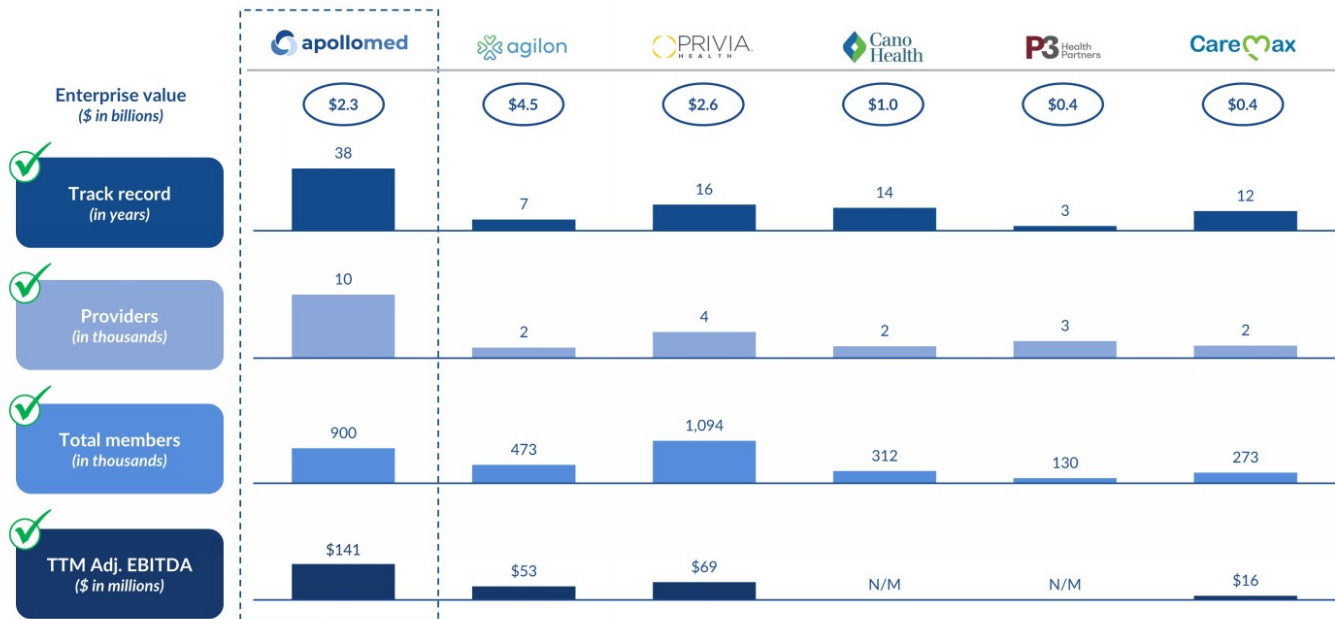
² Growth figures are based on historical revenue and mid-point of guidance for 2023E

³ As of 09/30/2023

Appendix



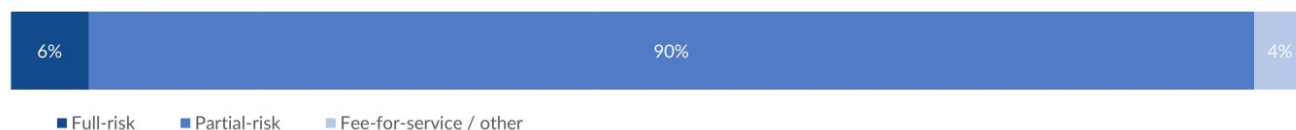
35+ years of profitably delivering high-quality, high-value care to all patients



Source: Company filings; FactSet as of 11/24/2023
 Note: For more information, see "Reconciliation of Net Income to EBITDA and Adjusted EBITDA" and "Use of Non-GAAP Financial Measures" slides for more information

We serve a highly diversified mix of businesses and payer types

Membership by Risk Arrangement¹



Revenue by Line of Business



Business Mix By Payer Type



Note: For the nine months ended September 30, 2023.
¹ Membership by risk contract type is not pro forma for the acquisition of CFC.

Q3 2023 performance highlights; Updated 2023E Guidance

Q3 2023 financial results		Actual YE 2022 Results		2023 Guidance Range	
		(\$ in millions, except for per share information)			
Revenue	\$348.2M	Total Revenue	\$1,144.2	\$1,340.0 - \$1,390.0	
Net income attr. to AMEH	\$22.1M	Net Income ¹	\$45.7	\$59.5 - \$71.5	
EPS - diluted	\$0.47	EBITDA ^{1,2}	\$110.1	\$114.5 - \$129.5	
Adj. EBITDA*	\$52.0M	Adjusted EBITDA ²	\$140.0	\$135.0 - \$150.0	
		EPS - Diluted	\$0.99	\$1.10 - \$1.20	



¹ Net income and EBITDA forecast includes the impact of APC excluded assets, which assume no change in value.
² See "Reconciliation of Net Income to EBITDA and Adjusted EBITDA," "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.

Q3 2023 operational highlights



Care Partners

- Acquisition of Community Family Care and integration into Care Partner segment while continuing to leverage our Care Enablement platform
- Advantage Health Network joins Care Partners business while continuing to be on Care Enablement platform



Care Delivery

- Acquisition of Ardmore Medical Clinic into our Care Delivery segment



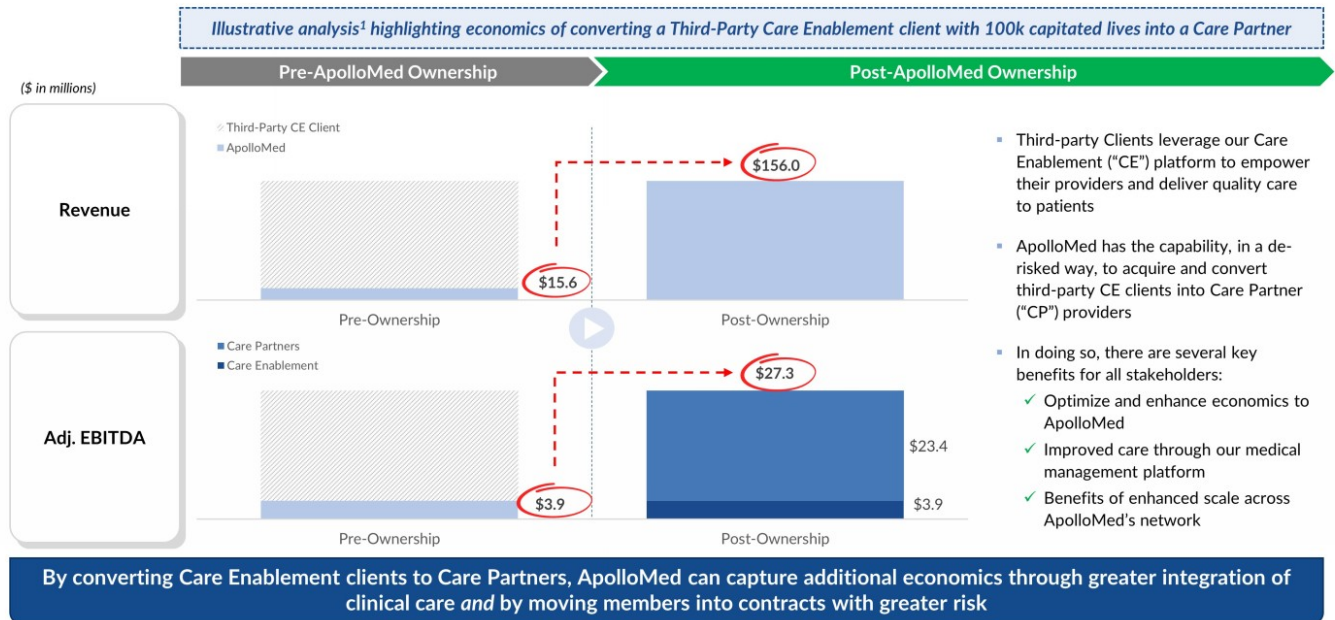
Care Enablement

- Associated Hispanic Partners will be onboarded onto Care Enablement platform by Q1 2024
- Wider Circle – Enhanced Care Management joint venture provides comprehensive patient-centered care for Medicaid members with complex needs

Updated 2023 Guidance

(\$ in thousands, except EPS)	2023 Guidance (Original)		2023 Guidance (Updated)	
	Low	High	Low	High
Total Revenue	1,300,000	1,500,000	1,340,000	1,390,000
Net Income	49,500	71,500	59,500	71,500
EBITDA	89,500	129,500	114,500	129,500
Adj. EBITDA	120,000	160,000	135,000	150,000
EPS - Diluted	\$0.95	\$1.20	\$1.10	\$1.20

Illustrative conversion of a Third-Party Care Enablement client to a Care Partner



- Third-party Clients leverage our Care Enablement ("CE") platform to empower their providers and deliver quality care to patients
- ApolloMed has the capability, in a de-risked way, to acquire and convert third-party CE clients into Care Partner ("CP") providers
- In doing so, there are several key benefits for all stakeholders:
 - Optimize and enhance economics to ApolloMed
 - Improved care through our medical management platform
 - Benefits of enhanced scale across ApolloMed's network



Note: See "Use of Non-GAAP Financial Measures" slide for more information
¹ Illustrative analysis assumes a Care Enablement management fee of 10% of revenue for Care Enablement clients, and uses the mid-point of long-term target EBITDA margin for ApolloMed's Care Enablement segment, and the mid-point of long-term target margin for ApolloMed's Care Partners segment

Summary of Selected Financial Results

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023	2022 (restated)	2023	2022 (restated)
<i>\$ in 000s except per share data</i>				
Revenue				
Capitation, net	\$ 305,678	\$ 227,571	\$ 906,430	\$ 677,253
Risk pool settlements and incentives	15,022	64,849	48,605	101,717
Management fee income	9,898	10,030	32,287	30,487
Fee-for-service, net	15,892	12,859	41,216	35,694
Other income	1,683	1,692	5,087	4,804
Total revenue	348,173	317,001	1,033,625	849,955
Total expenses	309,090	266,910	945,142	758,270
Income from operations	39,083	50,091	88,483	91,685
Net income	27,973	23,897	57,943	46,624
Net income (loss) attributable to noncontrolling interests	5,914	712	9,582	(2,275)
Net income attributable to ApolloMed	\$ 22,059	\$ 23,185	\$ 48,361	\$ 48,899
Earnings per share - diluted	\$ 0.47	\$ 0.50	\$ 1.03	\$ 1.06
EBITDA	\$ 42,818	\$ 48,216	\$ 102,823	\$ 94,299
Adjusted EBITDA	\$ 51,974	\$ 57,136	\$ 117,573	\$ 116,374



Segment Results

For the three months ended September 30, 2023

<i>\$ in 000s</i>	Care Partners	Care Delivery	Care Enablement	Other	Intersegment Elimination	Corporate Costs	Consolidated Total
Total revenues	\$ 326,499	29,261	36,910	294	(44,791)	-	348,173
<i>% change vs prior year quarter</i>	11%	18%	22%				10%
Cost of services	279,769	25,647	13,658	76	(43,775)	-	275,375
General and administrative expenses ¹	6,390	4,649	16,804	875	(2,086)	7,083	33,715
Total expenses	286,159	30,296	30,462	951	(45,861)	7,083	309,090
Income (loss) from operations	\$ 40,340	(1,035)	6,448	(657)	1,070 ²	(7,083)	39,083
<i>% change vs prior year quarter</i>	(13%)	(133%)	27%				(22%)



¹ Balance includes general and administrative expenses and depreciation and amortization; ² Income from operations for the intersegment elimination represents rental income from segments renting from other segments. Rental income is presented within other income, which is not presented in the table.

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Balance Sheet Highlights

<i>\$ in millions</i>	09/30/2023	12/31/2022	\$ Change
Cash and cash equivalents and investments in marketable securities ¹	\$277.0	\$293.6	(\$16.6)
Working capital	\$273.3	\$279.5	(\$6.2)
Total stockholders' equity	\$593.7	\$542.6	\$51.1



¹ Excluding restricted cash

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Reconciliation of Net Income to EBITDA and Adjusted EBITDA

\$ in 000s	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023	2022 (restated)	2023	2022 (restated)
Net income	\$ 27,973	\$ 23,897	\$ 57,943	\$ 46,624
Interest expense	3,779	2,422	10,680	5,348
Interest income	(3,281)	(223)	(9,617)	(690)
Provision for income taxes	10,042	17,366	30,971	29,537
Depreciation and amortization	4,305	4,754	12,846	13,480
EBITDA	42,818	48,216	102,823	94,299
Income from equity method investments	2,016	(1,469)	(3,160)	4,358
Other, net	1,723 ¹	1,382 ²	1,507 ¹	1,382 ²
Stock-based compensation	5,706	3,502	13,364	10,477
APC excluded assets costs ³	(289)	5,505	3,039	14,574
Adjusted EBITDA	\$ 51,974	\$ 57,136	\$ 117,573	\$ 116,374
Adjusted EBITDA margin	15%	18%	11%	14%

¹ Other, net for the three and nine months ended September 30, 2023 relates to transaction costs incurred for our investments and tax restructuring fees and non-cash changes related to change in the fair value of our financing obligation to purchase the remaining equity interests, changes in the fair value of our contingent liabilities, and changes in the fair value of the Company's Collar Agreement. Other, net for the three and nine months ended September 30, 2022, relates to non-cash changes in the fair value of the Company's financing obligations to purchase the remaining equity interest, changes in the fair value of its contingent liabilities, and changes in the fair value of the Company's Collar Agreement.

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 Certain APC minority interests where APC owns the asset but not the right to the dividends is reclassified from APC excluded asset costs to income from equity method investments



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Reconciliation of Net Income to EBITDA and Adjusted EBITDA (cont'd)

\$ in millions	Trailing Twelve Months Ended				
	09/30/2023	2022	2021	2020	2019
Net Income	\$ 57.1	\$ 45.7	\$ 46.1	\$ 122.1	\$ 15.8
Interest expense	13.3	7.9	5.4	9.5	4.7
Interest income	(10.9)	(2.0)	(1.6)	(2.8)	(2.0)
Provision for income taxes	42.3	40.9	31.7	56.3	10.0
Depreciation and amortization	16.9	17.5	17.5	18.4	18.3
EBITDA¹	118.6	110.1	99.1	203.5	46.8
Goodwill impairment	0.0	0.0	0.0	0.0	2.0
Income from equity method investments	(4.5)	(5.7) ⁶	5.3 ⁶	(0.3) ⁶	2.9
Gain on sale of equity method investment	0.0	0.0	(2.2)	0.0	0.0
Other, net	3.4 ²	3.3 ³	(1.7) ⁴	(0.5) ⁴	0.0
Stock-based compensation	19.0	16.1	6.7	3.4	0.9
APC excluded assets costs	4.7	16.2 ⁶	26.4 ⁶	(103.3) ⁶	1.5
Adjusted EBITDA¹	\$ 141.2	\$ 140.0	\$ 133.5	\$ 102.8	\$ 54.2
Net Revenue	\$ 1,327.8	\$ 1,144.2	\$ 773.9	\$ 687.2	\$ 560.6
EBITDA Margin⁵	9%	10%	13%	30%	8%
Adjusted EBITDA Margin⁵	11%	12%	17%	15%	10%

¹ See "Use of Non-GAAP Financial Measures" slide for more information; ² Other, net for TTM ended September 30, 2023, relates to transaction costs incurred for our investments and tax restructuring fees and non-cash changes related to change in the fair value of our financing obligation to purchase the remaining equity interests, changes in the fair value of our contingent liabilities, and changes in the fair value of the Company's Collar Agreement; ³ Other, net for the year ended December 31, 2022, relates to transaction costs incurred and changes in the fair value of our mandatory purchase of investments and contingent considerations; ⁴ Other, net for the years ended December 31, 2021 and 2020 relate to COVID-19 relief payments recognized in 2021 and 2020; ⁵ EBITDA margin is defined as EBITDA divided by net revenues. Adjusted EBITDA margin is defined as adjusted EBITDA divided by net revenues; ⁶ Certain APC minority interests where APC owns the asset but not the right to the dividends is reclassified from APC excluded asset costs to income from equity method investments



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Guidance Reconciliation of Net Income to EBITDA and Adjusted EBITDA

\$ in 000s	2023 Guidance range (as of November 7, 2023)		2023 Guidance range (as of February 23, 2023)	
	Low	High	Low	High
Net income	\$ 59,500	\$ 71,500	\$ 49,500	\$ 71,500
Interest expense	1,500	1,500	1,000	1,000
Provision for income taxes	36,500	39,500	23,000	38,000
Depreciation and amortization	17,000	17,000	16,000	19,000
EBITDA	114,500	129,500	89,500	129,500
Loss (income) from equity method investments	(4,500)	(4,500)	(750)	(750)
Other, net	1,000	1,000	3,250	3,250
Stock-based compensation	20,000	20,000	16,000	16,000
APC excluded assets costs	4,000	4,000	12,000	12,000
Adjusted EBITDA	\$ 135,000	\$ 150,000	\$ 120,000	\$ 160,000



Note: 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, 2023			Nine Months Ended September 30, 2022		
	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets
Revenue						
Capitation, net	\$ 906.4	-	906.4	\$ 677.3	-	677.3
Risk pool settlements and incentives	48.6	-	48.6	101.7	-	101.7
Management fee income	32.3	-	32.3	30.5	-	30.5
Fee-for-services, net	41.2	-	41.2	35.7	-	35.7
Other income	5.1	-	5.1	4.8	-	4.8
Total revenue	1,033.6	-	1,033.6	850.0	-	850.0
Total operating expenses	945.1	3.3	941.8	758.3	2.9	755.4
Income (losses) per operations	88.5	(3.3)	91.8	91.7	(2.9)	94.6
Total Other income (expense)	0.4	(1.7)	2.1	(15.5)	(13.1)	(2.4)
Net income (loss)	\$ 57.9	(5)	62.9	\$ 46.6	(16.0)	62.6



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Summary Balance Sheet – Breaking Out Excluded Assets

\$ in millions	September 30, 2023			December 31, 2022		
	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets	ApolloMed Consolidated	Excluded Assets ¹	ApolloMed Assets
Current assets						
Cash and cash equivalents	\$ 273.9	11.6	262.3	\$ 288.0	30.2	257.8
Investments in marketable securities	3.0	0.5	2.5	5.6	4.5	1.1
Receivables, net	95.9	0	95.9	49.6	-	49.6
Receivables - related parties and loan receivable - related party	86.9	0	86.9	67.2	-	67.2
Other receivables, prepaid expenses and other current assets	16.5	1.5	15	17.6	0.8	16.8
Income taxes receivable	-	-	-	-	(1.1)	1.1
Total current assets	476.2	13.6	462.6	428.0	34.4	393.6
Non-current assets						
Land, property, and equipment, net	128.6	120.4	8.2	108.5	101.3	7.2
Goodwill and intangibles	349.7	-	349.7	346.0	-	346.0
Loan receivable and loan receivable - related parties, net of current portion	25.0	-	25.0	-	-	-
Income taxes receivable, non-current	15.9	-	15.9	15.9	-	15.9
Investments in other entities and privately held entities	47.3	20.6	26.7	41.2	27.6	13.6
Other assets and right-of-use assets	30.4	5.2	25.2	26.5	3.2	23.3
Total non-current assets	596.9	146.2	450.7	538.1	132.1	406.0
Total assets	\$ 1,073.1	159.8	913.3	\$ 966.1	166.5	799.6

¹ Includes AP Excluded Assets and certain other assets such as APC's minority interests in LSMA and PMIOC where APC owns the asset but not the right to the dividends associated with those assets.



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Summary Balance Sheet – Breaking Out Excluded Assets (continued)

\$ in millions	September 30, 2023			December 31, 2022		
	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets	ApolloMed Consolidated	Excluded Assets ¹	ApolloMed Assets
Current liabilities						
Fiduciary payable, accounts payable and accrued liabilities	\$ 59.4	2.3	57.1	\$ 57.7	2.8	54.9
Medical liabilities	97.5	-	97.5	81.3	-	81.3
Income taxes payable	30.1	1.1	29	4.3	-	4.3
Dividend payable	0.6	-	0.6	0.7	-	0.7
Finance and operating lease liabilities	4.2	0.1	4.1	4.2	-	4.2
Current portion of long-term debt	3.0	1.0	2.0	0.6	-	-
Other liabilities	-	-	-	-	-	-
Total current liabilities	194.8	4.5	190.3	148.8	3.4	145.4
Non-current liabilities						
Deferred tax liability	\$ 12.1	0.9	11.2	14.2	0.9	13.3
Finance and operating lease liabilities, net of current portion	22.2	0.9	21.3	21.2	-	21.2
Long-term debt, net of current portion and deferred financing costs	206.2	28.8	177.4	20.3	-	20.3
Other long-term liabilities	14.1	-	14.1	203.4	26.6	176.8
Total non-current liabilities	254.6	30.6	224.0	259.1	27.5	231.6
Total liabilities	449.4	35.1	414.3	407.9	30.9	377.0
Total mezzanine equity and stockholder's equity	\$ 623.7	124.7	499.0	\$ 558.2	135.6	422.6

¹ Includes AP Excluded Assets and certain other assets such as APC's minority interests in LSMA and PMIOC where APC owns the asset but not the right to the dividends associated with those assets.



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Summary Cash Flow Statement – Breaking Out Excluded Assets

\$ in millions	September 30, 2023			September 30, 2022		
	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets
Cash flows from operating activities						
Net income	\$ 57.9	(5.0)	63	\$ 46.6	(16.0)	62.6
Adjustments to reconcile net income to net cash provided by operating activities:						
Depreciation and amortization	\$ 12.8	1.3	11.5	\$ 13.5	0.9	12.6
Amortization of debt issuance cost	0.7	-	0.7	0.7	-	0.7
Share-based compensation	13.4	-	13.4	10.5	-	10.5
Unrealized loss on investments	6.9	4.0	2.9	21.9	-	5.2
Gain on sales of equity securities	-	-	-	(2.3)	-	(2.3)
Loss (income) from equity method investments, net	(3.1)	0.1	(3.2)	(4.4)	-	(4.4)
Unrealized gain in interest rate swaps	(1.0)	(1.0)	-	(4.3)	(4.3)	-
Deferred tax	(3.9)	-	(3.9)	(3.1)	-	(3.1)
Other	-	-	-	0.9	0.9	-
Changes in operating assets and liabilities, net of acquisition amounts:						
Receivables, net, receivable, net - related parties, other receivable, prepaid expenses and other current assets, right of use assets, other assets, fiduciary accounts payable, medical liabilities, operating lease liabilities, other long-term liabilities	(58.8)	(0.8)	(58.2)	(73.3)	0.6	(73.9)
Accounts payable and accrued liabilities	(1.1)	(1.8)	0.6	0.8	0.4	0.4
Income taxes payable	25.2	-	25.2	(10.4)	-	(10.4)
Net cash provided by operating activities	\$ 49.0	(3.2)	52	\$ (2.9)	(0.8)	(2.1)



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Summary Cash Flow Statement – Breaking Out Excluded Assets (continued)

\$ in millions	September 30, 2023			September 30, 2022		
	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets	ApolloMed Consolidated	Excluded Assets	ApolloMed Assets
Cash flows from investing activities						
Payments for business and asset acquisitions, net of cash acquired	\$ (4.7)	-	(4.7)	\$ (5.6)	(4.8)	(0.8)
Proceeds from repayment of loans receivable - related parties	2.2	-	2.2	4.1	4	0.1
Purchase of marketable securities	(2.1)	-	(2.1)	(1.8)	-	(1.8)
Purchase of investments - privately held	(2.0)	-	(2.0)	-	-	-
Purchase of investments - equity method	(0.3)	-	(0.3)	-	-	-
Purchases of property and equipment	(21.5)	(19.1)	(2.4)	(22.1)	(20.7)	(1.4)
Proceeds of marketable securities	-	-	-	-	(0.1)	0.1
Purchase of loan receivable	(25)	-	(25)	-	-	-
Proceeds from sale of marketable securities	-	-	-	6.4	-	6.4
Distribution from investments - equity method	-	-	-	0.4	0.4	-
Contribution to investment - equity method	(0.7)	(0.7)	-	(1.8)	(1.8)	-
Net cash provided by (used in) investing activities	(54.1)	(19.8)	(34.3)	(20.4)	(23.0)	2.6
Cash flows from financing activities						
Dividends paid	\$ (2.3)	-	(2.3)	\$ (12.7)	(10.0)	(2.7)
Repayments on long-term debt	(0.5)	(0.5)	-	(3.7)	(3.7)	-
Payment of finance lease obligations	(0.5)	-	(0.5)	(0.4)	-	(0.4)
Proceeds from exercise of stock options and warrants	1.3	-	1.3	2.8	-	2.8
Repurchase of treasury shares	-	-	-	(9.6)	-	(9.6)
Purchase of Non-Controlling Interest	(9.7)	-	(9.7)	(4.3)	(4.1)	(0.2)
Proceeds from sale of non-controlling interest	(0.1)	-	(0.1)	0.1	-	0.1
Borrowings on loan	3.1	2.9	0.2	2.0	2.0	-
Amounts due from affiliate	-	0.7	-	-	(15.5)	15.5
Net cash provided by (used in) financing activities	(8.7)	3.1	(11.1)	(25.8)	(31.3)	5.5
Net change in cash and cash equivalents	(13.7)	(19.7)	6.0	(49.1)	(55.1)	6.0
Cash and cash equivalents at beginning of year	\$ 288	30.2	257.9	\$ 233.1	62.5	170.6
Cash and cash equivalents at end of year	\$ 274.3	10.5	263.9	\$ 184.0	7.4	176.6



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