

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): May 14, 2024

ASTRANA HEALTH, 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 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	ASTH	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 Astrana Health, 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 (May 2024)
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 for the year ended December 31, 2023 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.

ASTRANA HEALTH, INC.

Date: May 14, 2024

By: /s/ Brandon Sim
Name: Brandon Sim
Title: Chief Executive Officer and President



Astrana Health

Powered by Technology.
Built by Doctors.
For Patients.

May 2024

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 similar 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 measures, such as 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 certain 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.

Astrana Health at-a-glance

Astrana Health is a healthcare platform that organizes and empowers providers to drive **accessible, high-quality, and high-value care for all patients** through a provider-centric, technology-driven approach via its three business segments:



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

Full-stack technology and solutions platform, empowering providers to deliver the best possible care to all patients in their communities

A platform with...

Scale

~1M Members in value-based care	10k+ Astrana Health providers ¹
20+ Payer partners	32+ Markets

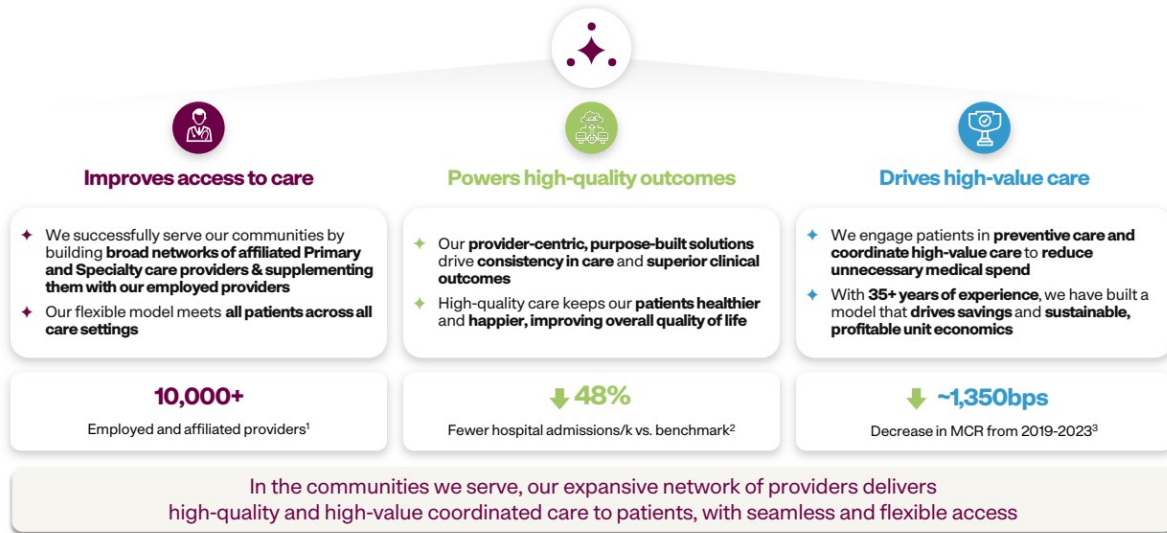
Demonstrable Clinical Outcomes

▼48% Fewer hospital admissions ²	▼40% Fewer ER visits ²
---	---

Financial Strength

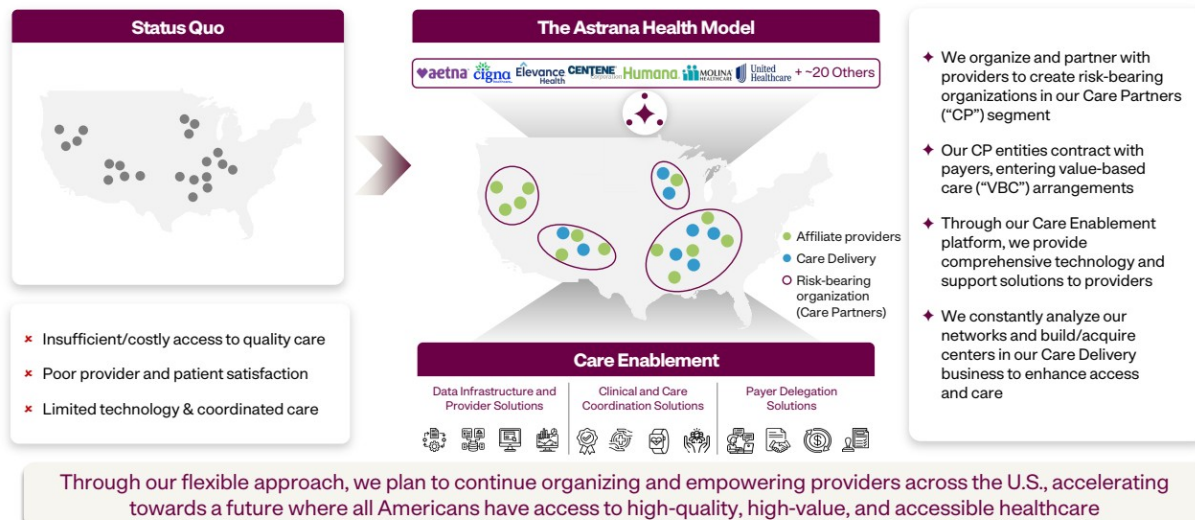
\$1.45B TTM Revenue	\$159.0M TTM Adj. EBITDA
-------------------------------	------------------------------------

The Astrana Health Model



1. Includes contracted and employed providers in our provider network, across all specialties, and including both Consolidated and Managed providers
 2. Astrana Health figures based on analysis of Jan-Dec 2023 internal data from all consolidated IPAs (Medicare Advantage) and compared against relevant risk adjusted benchmark
 3. MCR, or Medical Cost Ratio, calculated as Cost of services, excluding depreciation and amortization, divided by Total Revenue, based on Astrana Health's Core SoCal market, comprised of ~236k members in 2019 and ~319k members as of 12/31/2023

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



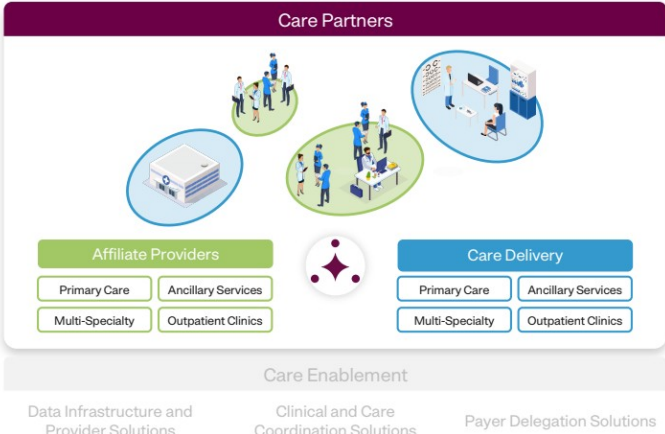
Our flexible model optimizes delivery of accessible, high-quality, high-value care



⚡ Astrana Health

1. Value-Based Enablement
 2. Remote Patient Monitoring
 3. Utilization Management

Care Partners: High-performing network of aligned provider partners

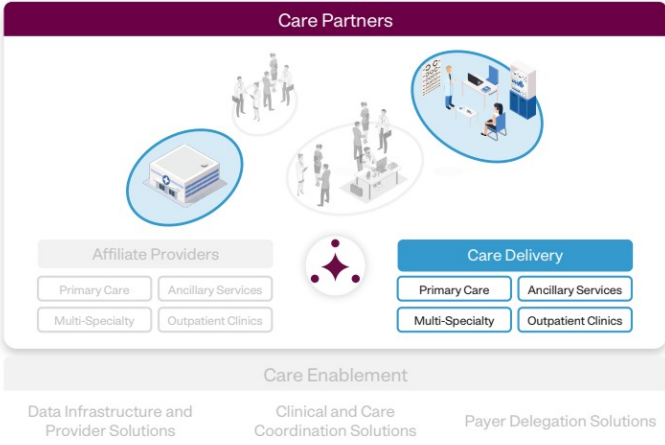


- ◆ Acts as a "single payer" for our network of providers, enabling VBC arrangements (i.e., full-risk contracts)
- ◆ Serves all patients, including Medicare FFS, Medicare Advantage, Medicaid, Commercial and Exchange
- ◆ Enables continuity of care in Astrana Health's ecosystem across age, stage of life, or life circumstance
- ◆ Empowers providers, with support from our Astrana Health's 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

7,200+ Affiliated Astrana Providers ¹	~880K Members in VBC Contracts	~84% Astrana Health's Revenue Mix ²	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. For the trailing twelve months ended March 31, 2024

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

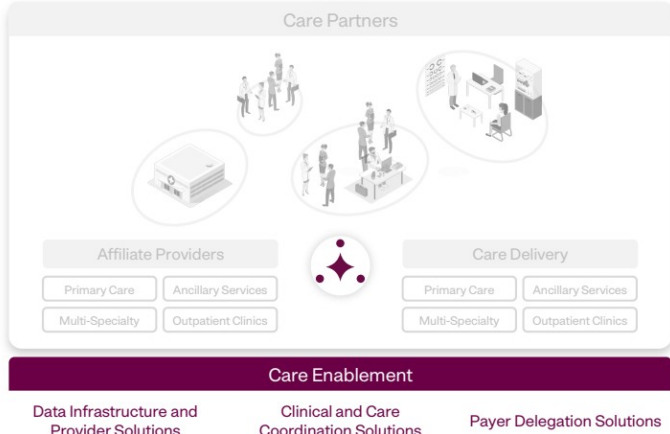


- ◆ Primary care, multispecialty care, imaging, and laboratory clinics with 61 locations across 3 states to enhance access to care for patients
- ◆ We analyze our Care Partners networks by specialty and geography, and build / acquire practices and provider groups to fulfill network gaps in access, and 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 Astrana Health with a de-risked growth avenue, as we can acquire high-performing Care Partners or Care Enablement clients

>61 Locations	>800k Unique Patients Seen Annually	~8% Astrana Health's Revenue Mix ¹	10-20% Long-term EBITDA Margin Target
----------------------------	--	---	---

Note: See "Use of Non-GAAP Financial Measures" slide for more information
 1. For the trailing twelve months ended March 31, 2024; Astrana Health standalone data (does not pro forma for CFC acquisition)

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

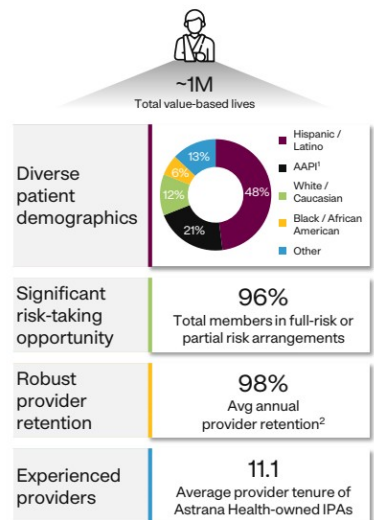
- ◆ Our platform is underpinned by 35+ years of real-world data, driving superior clinical and financial outcomes

10,000+ Providers in Astrana Health Network ¹	~1M Members in VBC Contracts	~8% Astrana Health's Revenue Mix ²	20-30% Long-term EBITDA Margin Target
--	--	---	---

↕ Astrana Health

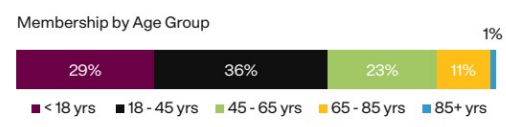
Note: See "Use of Non-GAAP Financial Measures" slide for more information
 1. Includes contracted and employed providers in our provider network, across all specialties, and including both Consolidated and Managed providers
 2. For the trailing twelve months ended March 31, 2024

Astrana Health's diverse member base is served by its experienced and loyal provider network through all stages of life



Benefits of the Astrana Health platform

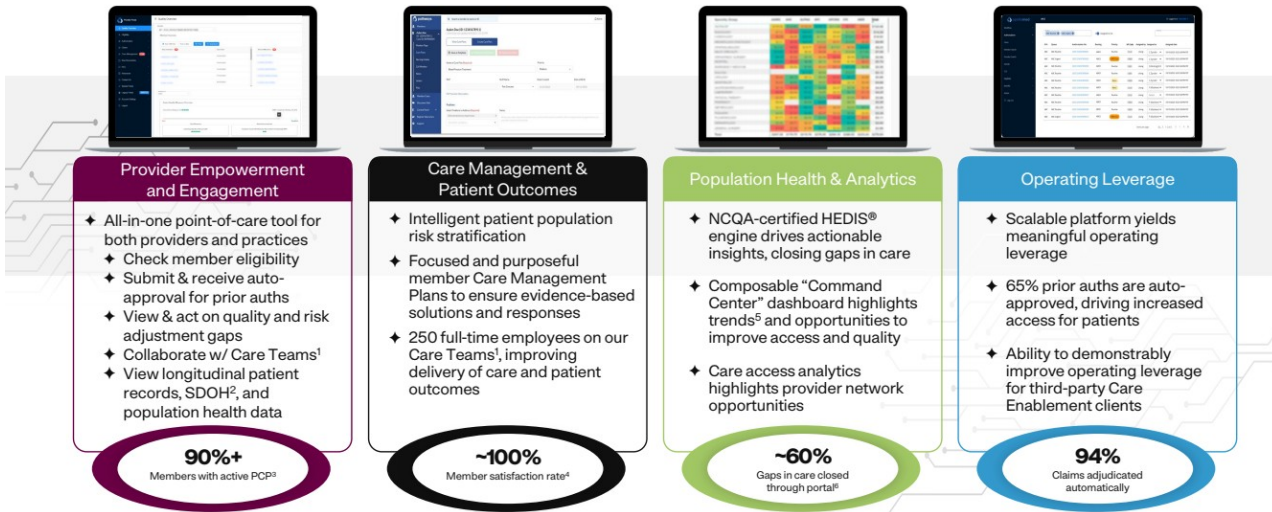
Astrana Health serves members across their lifetimes



- ◆ Seamless access to high-quality primary care and broad specialty care networks
- ◆ All stakeholders benefit from earlier, high-value, preventive and coordinated care, keeping members healthier as they age into Medicare
- ◆ Improved clinical outcomes for all patient types and ages, decreasing medical costs in the long-run
- ◆ Care from engaged providers, enabled by actionable technology

1. Asian American and Pacific Islander
2. Based on owned IPA provider network

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



Note: All images presented are for illustrative purposes only

1. Astrana Health'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. Based on members engaged by Astrana Health'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. benchmark¹



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

ER visits per k, % change vs. benchmark¹



Proven ability to reduce MCRs while controlling costs

Improvement in MCR² per year, since 2019



Proven path to profitability in new markets, on average, within

2 years

Our multi-pronged growth strategy positions Astrana Health 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

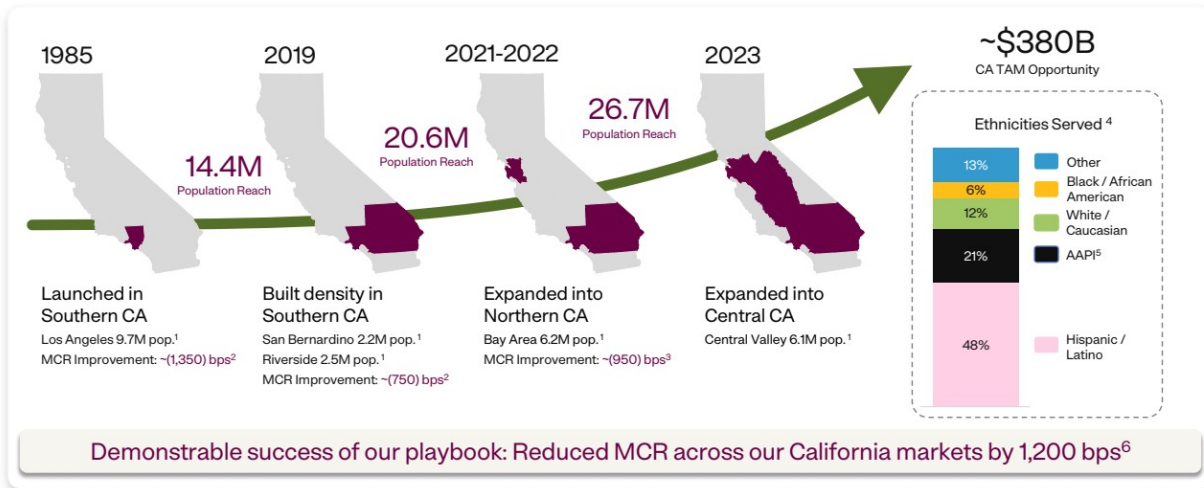


5

Identify and Execute Opportunistic M&A

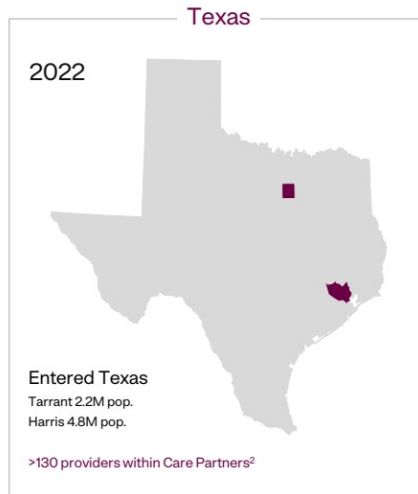
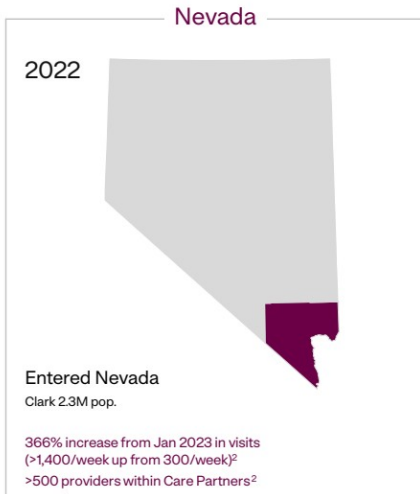
- ◆ Continue to execute on M&A strategy across all segments and lines of business

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

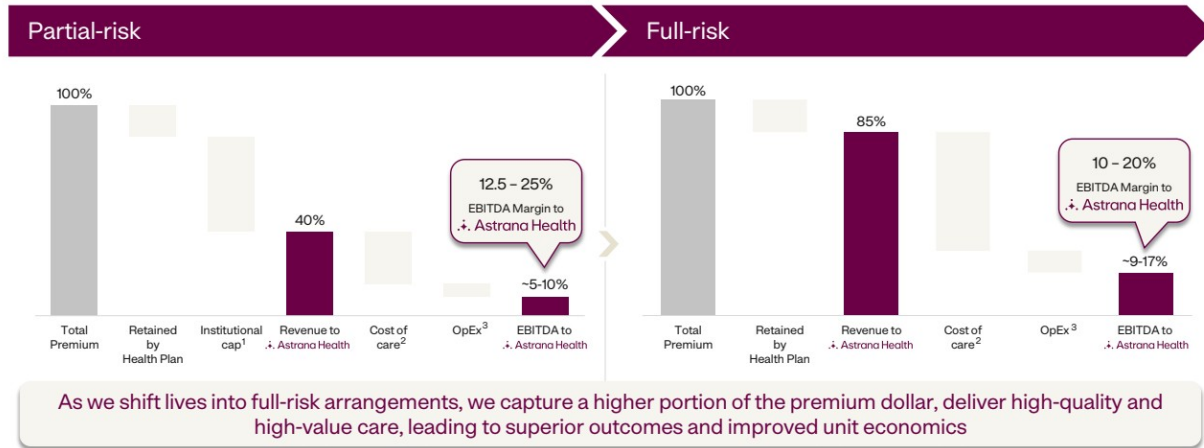


Source: U.S. Census Bureau, population data as of 2022; CMS
 1. County population data as of 2022
 2. Reflects the MCR improvement from 2019 to 2023
 3. Reflects MCR improvement from 2021 to 2023
 4. Ethnicities of members across all IPAs, based on analysis of internal data from Dec 2022
 5. Asian American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



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



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

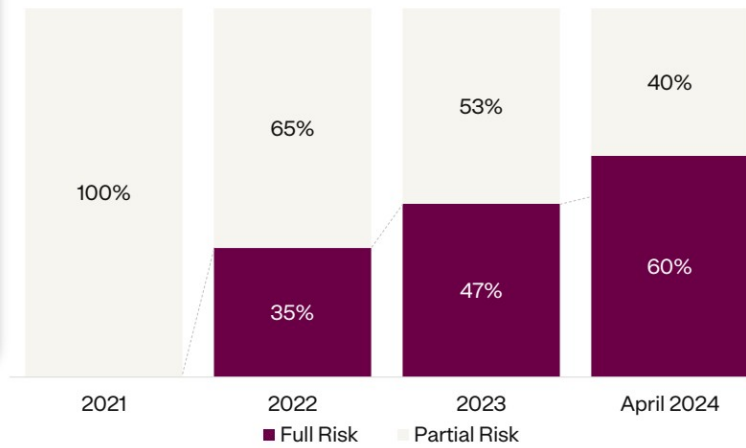
- Includes ~45% Institutional Capitation payments, covering downstream medical spend for Hospitals / Facilities
- "Cost of care" includes payments for Primary Care services and Secondary Provider services, such as radiology, diagnostic imaging, physical therapy, and other services that are not provided by a PCP. Also includes shared savings payments to Astra Health's Partners (Primary Care, Secondary Providers under partial-risk contracts, as well as hospital partners under full-risk contracts). "cost of care" also includes all other medical costs, including hospital inpatient services
- 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

◆ Substantial opportunity to drive **embedded platform value** through advancing contracts across the **risk spectrum**


◆ **Proven track record of managing risk profitably** with significant upside potential while delivering whole-person care

Capitated Revenue by Risk Arrangement



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 200K+ patients across Medicare, Medicaid and Commercial payors in LA ◆ CFC already bears full-risk on Medicaid members via RKK health plan license 	<p>CFC since joining Astrana Health as a Care Enablement Client in 2020</p> <p> ↑ 18% Revenue CAGR </p> <p> ↑ 35% EBITDA CAGR </p> <ul style="list-style-type: none"> ◆ Unique network of providers focused on Medicaid strengthens our ability to reach underserved populations ◆ Highly attractive synergy opportunities ◆ Ability to capture full unit economics ◆ Transition MA¹ members to full-risk ◆ Transition Astrana Health CA Medicaid members to full-risk 	<p>Financial Highlights</p> <table border="0"> <tr> <td>\$235M</td> <td>\$22M</td> <td>8.7x</td> </tr> <tr> <td>2023 Revenue</td> <td>2023 EBITDA</td> <td>FV / 2023 EBITDA</td> </tr> </table> <p>Consideration</p> <p>\$192M Total consideration</p> <ul style="list-style-type: none"> ◆ \$155M cash ◆ \$22M equity ◆ \$15M performance-based milestone payments <p>Closing</p> <ul style="list-style-type: none"> ◆ Closed CFC IPA asset purchase on Jan 31, 2024 ◆ Closed AHMS and CFC HP on March 31, 2024 	\$235M	\$22M	8.7x	2023 Revenue	2023 EBITDA	FV / 2023 EBITDA
\$235M	\$22M	8.7x						
2023 Revenue	2023 EBITDA	FV / 2023 EBITDA						

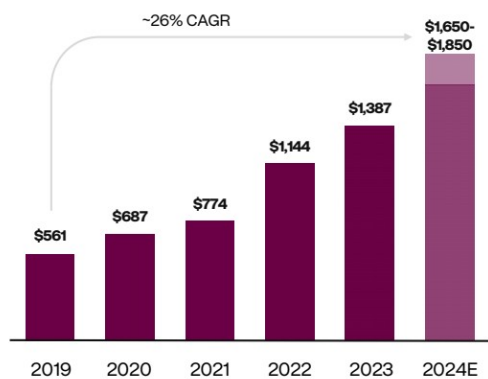
Astrana Reiterates Guidance for 2024

(\$ in millions, except for per share information)

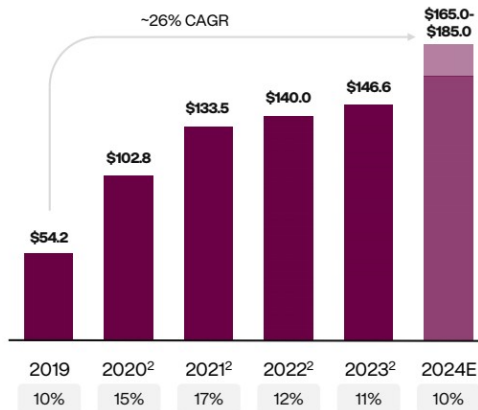
Q1 2024 financial results		Actual FY 2023 Results	2024 Guidance Range	
Revenue	\$404.4	Total Revenue	\$1,386.7	\$1,650 - \$1,850
Net Income attr. to ASTH	\$14.8	Net Income attr. to ASTH	\$60.7	\$61 - \$73
Adjusted EBITDA¹	\$42.2	Adjusted EBITDA¹	\$146.6	\$165 - \$185
EPS - Diluted	\$0.31	EPS - Diluted	\$1.29	\$1.28 - \$1.52

Financial Profile

Revenue (\$ in millions)



Adj. EBITDA (\$ in millions)



% Adjusted EBITDA Margin¹

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. The Company defines Adjusted EBITDA margin as Adjusted EBITDA over total revenue.
 2. 2020-2021 Adj. EBITDA benefitted from tailwinds of lower utilization during the COVID-19 pandemic. Return to pre-pandemic utilization in 2022 and 2023.

Astrana Health Leadership Team



Brandon Sim, MS

President & CEO



↳ Astrana Health



Chan Basho, MBA

Chief Operating & Financial Officer



Dinesh Kumar, MD

Chief Medical Officer



Jeremy Jackson, MD

Chief Quality Officer



Jaime Melkonoff, MBA

President, Texas & SVP, Corporate Development



Key Takeaways



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

26% 5-year revenue CAGR¹;
Clear visibility into continued 25%+ growth in medium term and beyond



Proven track record of consistent profitability

26% 5-year adj. EBITDA CAGR²;
Proven ability to consistently scale business at 10-15% EBITDA margins



Flexible, capital efficient model with predictable unit economics

Predictable adj. EBITDA margins, with 10%-17% adj. EBITDA margins in each of the last 5 years²



Tech-powered, integrated care delivery model results in industry-leading clinical outcomes

Admits/K 48% below benchmark; ER visits 43% below benchmark³



Strongly positioned to create a future where all can get access to high quality healthcare






~1M members in VBC arrangements across Medicare, Medicaid, and Commercial⁴

✦. Astrana Health

Appendix

↳ Astra Health

Highly differentiated, scaled platform is a leader in value-based care

	 Astrana Health	 PRIVIA HEALTH	 agilon health	 Caremax	 P3 Health Partners
Business Model	Affiliate and owned provider model	Affiliate provider model	Affiliate provider model	Affiliate and owned provider model	Affiliate provider model
At-Risk Lives	~1M	~1.1M ²	~523K	~218K	~127K
Markets	30+	14	25	6	27
2023 Revenue	\$1,387M	\$2,839M ³	\$4,316M	\$751M	\$1,266M
2023 Adj. EBITDA	\$147M	\$72M	(\$95M)	(\$63M)	(\$86M)
2024E Revenue ¹	\$1,771M	\$2,852M ³	\$6,233M	\$862M	\$1,525M
2024E Adj. EBITDA ¹	\$177M	\$87M	(\$42M)	(\$32M)	\$5M
Serves All Patient Types	✓	✓	✗	✗	✗
Consistent Profitability ⁴	✓	✓	✗	✗	✗
Track Record of Care Delivery	39 Years	17 Years	8 Years	13 Years	4 Years

Source: Equity Research

Note: 1. Street consensus for all companies; 2. Total membership; 3. Represents total practice collections; 4. Represents positive EBITDA over last 4 quarters

We serve a highly diversified mix of businesses and payer types

Revenue by Type¹



Revenue by Risk Arrangement²



Revenue By Payer Type³



1. Revenue by type is for the trailing twelve months ended March 31, 2024
2. Revenue by risk arrangement represents expected capitation revenue as of April 1, 2024
3. Revenue by payer type is for the three months ended March 31, 2024

Recent Highlights



Care Partners

- ◆ Community Family Care Health Plan acquisition closed March 31, 2024
- ◆ Prime Community Care of Central Valley joins our Care Partners segment
- ◆ Started full risk delegated contract in Nevada
- ◆ 60% revenue in full risk arrangements¹



Care Delivery

- ◆ Opened 2 new de novo clinics in Nevada in April
- ◆ Closed acquisition of Advanced Diagnostic Surgical Center on Jan 1, 2024

Summary of Selected Financial Results

	Three Months Ended March 31,	
	2024	2023
<small>\$ in 000s except per share data</small>		
Revenue		
Capitation, net	\$ 365,910	\$ 300,204
Risk pool settlements and incentives	17,377	13,462
Management fee income	4,078	9,896
Fee-for-service, net	15,937	12,062
Other revenue	1,054	1,620
Total revenue	404,356	337,244
Total expenses	374,217	314,871
Income from operations	30,139	22,373
Net income	\$ 16,862	\$ 12,488
Net income (loss) attributable to noncontrolling interests	2,027	(644)
Net income attributable to Astrana Health	\$ 14,835	\$ 13,132
Earnings per share - diluted	\$ 0.31	\$ 0.28
EBITDA¹	\$ 32,689	\$ 23,961
Adjusted EBITDA¹	\$ 42,245	\$ 29,825

Segment Results

For the three months ended March 31, 2024

\$ in 000s	Care Partners	Care Delivery	Care Enablement	Other	Intersegment Elimination	Corporate Costs	Consolidated Total
Total revenues	\$ 397,095	30,719	33,274	-	(56,732)	-	404,356
% change vs prior year	26%	21%	9%				20%
Cost of services	314,966	24,794	17,373	-	(26,734)	-	330,399
General and administrative expenses ¹	38,933	6,163	12,397	-	(30,075)	16,400	43,818
Total expenses	353,899	30,957	29,770	-	(56,809)	16,400	374,217
Income (loss) from operations	\$ 43,196	(238)	3,504	-	77 ²	(16,400)	30,139
% change vs prior year	94%	(75%)	(39%)				35%

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.

Balance Sheet Highlights

\$ in millions	3/31/2024	12/31/2023	\$ Change
Cash and cash equivalents and investments in marketable securities ¹	\$337.29	\$296.31	\$40.98
Working capital	\$183.54	\$242.83	\$(59.29)
Total stockholders' equity	\$657.98	\$616.65	\$41.33

Reconciliation of Net Income to EBITDA & Adjusted EBITDA

\$ in 000s	Three Months Ended March 31,	
	2024	2023
Net Income	\$ 16,862	\$ 12,488
Interest Expense	7,585	3,269
Interest income	(3,996)	(3,009)
Provision for income taxes	7,142	6,921
Depreciation and amortization	5,096	4,292
EBITDA	32,689	23,961
Income from equity method investments	(632)	(249)
Other, net	4,440 ²	1,402 ³
Stock-based compensation	5,748	3,445
APC excluded assets costs	-	1,266
Adjusted EBITDA	\$ 42,245	\$ 29,825
Adjusted EBITDA margin¹	10%	9%

1. The Company defines Adjusted EBITDA margin as Adjusted EBITDA over total revenue.

2. Other, net for the three months ended March 31, 2024 relates to a financial guarantee via a letter of credit that we provided almost three years ago in support of two local provider-led ACOs, non-cash changes related to change in the fair value of our financing obligation to purchase the remaining equity interests in one of our investments, non-cash changes related to change in the fair value of the Company's Collar Agreement, and transaction costs incurred for our investments and tax restructuring fees.

3. Other, net for the three months ended March 31, 2023 relates to changes in the fair value of our financing obligation to purchase the remaining equity interest in one of our investments.

Reconciliation of Net Income to EBITDA & Adjusted EBITDA (continued)

For the twelve months ended	TTM Ended		Year Ended		Year Ended		Year Ended	
\$ in millions	March, 31, 2024	2023	2022	2021	2020	2019	2018	2017
Net Income	\$ 62.2	\$ 57.8	\$ 45.7	\$ 46.1	\$ 122.1	\$ 15.8		
Interest expense	20.4	16.1	7.9	5.4	9.5	4.7		
Interest income	(15.2)	(14.2)	(2.0)	(1.6)	(2.8)	(2.0)		
Provision for income taxes	32.2	32.0	40.9	31.7	56.3	10.0		
Depreciation and amortization	18.6	17.7	17.5	17.5	18.4	18.3		
EBITDA¹	118.2	109.5	110.1	99.1	203.5	46.8		
Goodwill impairment	-	-	-	-	-	2.0		
Income (loss) from equity method investments	(0.9)	(5.1)	(5.7) ⁶	5.3 ⁶	(0.3) ⁶	2.9		
Gain on sale of equity method investment	-	-	-	(2.2)	-	-		
Other, net	9.3 ⁷	6.2 ²	3.3 ³	(1.7) ⁴	(0.5) ⁴	-		
Stock-based compensation	24.3	22.0	16.1	6.7	3.4	0.9		
APC excluded assets costs	8.1	14.0	16.2 ⁵	26.4 ⁵	(103.3) ⁶	1.5		
Adjusted EBITDA¹	\$ 159.0	\$ 146.6	\$ 140.0	\$ 133.5	\$ 102.8	\$ 54.2		
Net Revenue	\$ 1,453.8	\$ 1,386.7	\$ 1,144.2	\$ 773.9	\$ 687.2	\$ 560.6		
Adjusted EBITDA Margin⁵	11%	11%	12%	17%	15%	10%		

¹ See "Use of Non-GAAP Financial Measures" slide for more information; ² Other, net for the year ended December 31, 2023 consists of nonrecurring transaction costs and tax restructuring fees incurred, non-cash gains and losses related to the changes in the fair value of our financing obligation to purchase the remaining equity interests, contingent liabilities, and the Company's Collar Agreement, and excise tax related to a nonrecurring buyback of the Company's stock from APC; ³ Other, net for the year ended December 31, 2022 consists of one-time transaction costs incurred and non-cash gains and losses related to the changes in the fair value of our financing obligation to purchase the remaining equity interests 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 The Company defines Adjusted EBITDA margin as Adjusted EBITDA over total revenue; 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; ⁷ Other, net for TTM ended March 31, 2024 consists of a financial guarantee via a letter of credit that we provided almost three years ago in support of two local provider-led ACOs, nonrecurring transaction costs and tax restructuring fees incurred, non-cash gains and losses related to the changes in the fair value of our financing obligation to purchase the remaining equity interests, contingent liabilities, and the Company's Collar Agreement, and excise tax related to a nonrecurring buyback of the Company's stock from APC

• Astra Health

Reconciliation of Net Income to EBITDA – Community Family Care

For the twelve months ended				
\$ in millions				
	2023		2019	
Net Income	\$	19.0	\$	7.8
Provision for income taxes		4.1		0.1
Depreciation and amortization		0.0		0.0
Interest expense (income)		(1.1)		(0.3)
				(0.1)
EBITDA	\$	22.0	\$	7.5

Guidance Reconciliation of Net Income to EBITDA & Adjusted EBITDA

	2024 Guidance Range	
	Low	High
(\$ in 000s except per share data)		
Net Income	71,500	85,500
Interest expense	14,500	12,500
Provision for income taxes	36,500	44,500
Depreciation and amortization	14,500	14,500
EBITDA	137,000	157,000
Loss (income) from equity method investments	(5,000)	(5,000)
Other, net	6,000	6,000
Stock-based compensation	27,000	27,000
Adj. EBITDA	165,000	185,000

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