



Financial Supplement

Q4 2022

Disclaimer

This presentation contains "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. These statements, which express management's current views concerning future business, events, trends, contingencies, financial performance, or financial condition, appear at various places in this communication and may use words like "aim," "anticipate," "assume," "believe," "continue," "could," "estimate," "expect," "forecast," "future," "goal," "intend," "likely," "may," "might," "plan," "potential," "predict," "project," "see," "seek," "should," "strategy," "strive," "target," "will," and "would" and similar expressions, and variations or negatives of these words. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on management's current beliefs, expectations, and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy, and other future conditions. Because forward-looking statements relate to the future, they are difficult to predict and many of which are outside of our control. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include those factors discussed under the caption "Risk Factors" in our 2022 Annual Report on Form 10-K, along with our other filings with the U.S. Securities and Exchange Commission ("SEC"). However, those factors should not be considered to be a complete statement of all potential risks and uncertainties. Additional risks and uncertainties not known to us or that we currently deem immaterial may also impair our business operations. Forward-looking statements are based only on information currently available to our management and speak only as of the date of this communication. We do not assume any obligation to publicly provide revisions or updates to any forward-looking statements, whether as a result of new information, future developments or otherwise, should circumstances change, except as otherwise required by securities and other applicable laws. Please consult our public filings with the SEC or on our website at www.adapthealth.com.

Non-GAAP Financial Measures

This presentation includes references to financial measures that are calculated and presented on the basis of methodologies other than in accordance with generally accepted accounting principles in the United States of America ("GAAP"), including the measures EBITDA and Adjusted EBITDA. A reconciliation of these non-GAAP financial measures to the nearest GAAP measure can be found in the Appendix to this presentation. Any non-GAAP financial measures used in this presentation are in addition to, and not meant to be considered superior to, or a substitute for, the Company's financial statements prepared in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expense and income items that are required by GAAP to be recorded in the Company's financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgments by management about which expense and income items are excluded or included in determining these non-GAAP financial measures. The non-GAAP measures presented herein may not be comparable to similar non-GAAP measures presented by other companies.

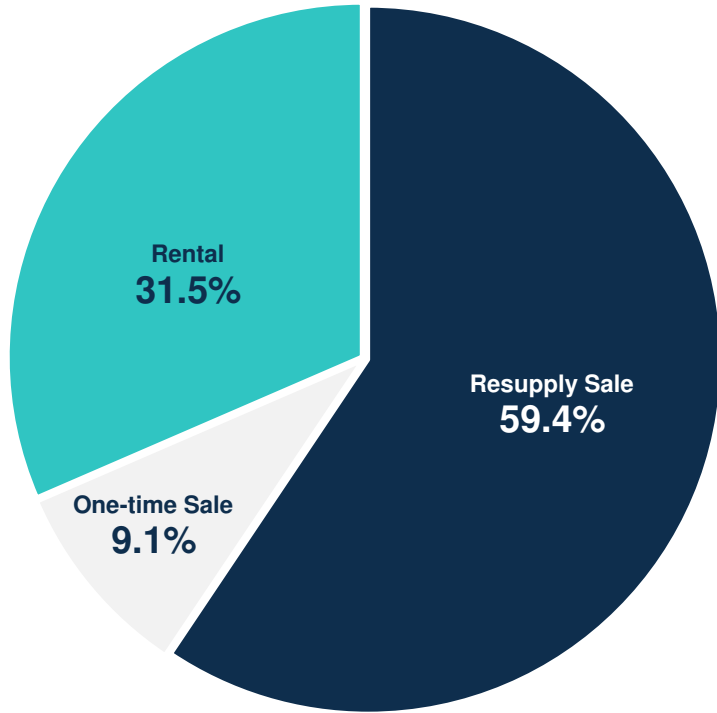
Summary Financial Results

(in thousands)	Three Months Ended				
	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022	December 31, 2021
Sales revenue	\$ 534,548	\$ 512,523	\$ 492,654	\$ 475,955	\$ 489,373
Rental revenue	\$ 245,735	\$ 243,972	\$ 234,960	\$ 230,248	\$ 212,733
Total net revenue	\$ 780,283	\$ 756,495	\$ 727,614	\$ 706,203	\$ 702,106
Operating income ⁽¹⁾	\$ 26,732	\$ 52,949	\$ 59,178	\$ 51,552	\$ 69,079
Net (loss) income attributable to AdaptHealth Corp. ⁽²⁾	\$ (2,588)	\$ 16,122	\$ 14,032	\$ 41,750	\$ 22,942
Adjusted EBITDA	\$ 145,956	\$ 160,163	\$ 150,007	\$ 137,644	\$ 158,078
Adjusted EBITDA as a percentage of net revenue	18.7%	21.2%	20.6%	19.5%	22.5%

(1) The three months ended December 31, 2021 includes \$10.6 million of grant income recognized related to the CARES Act provider relief funds.

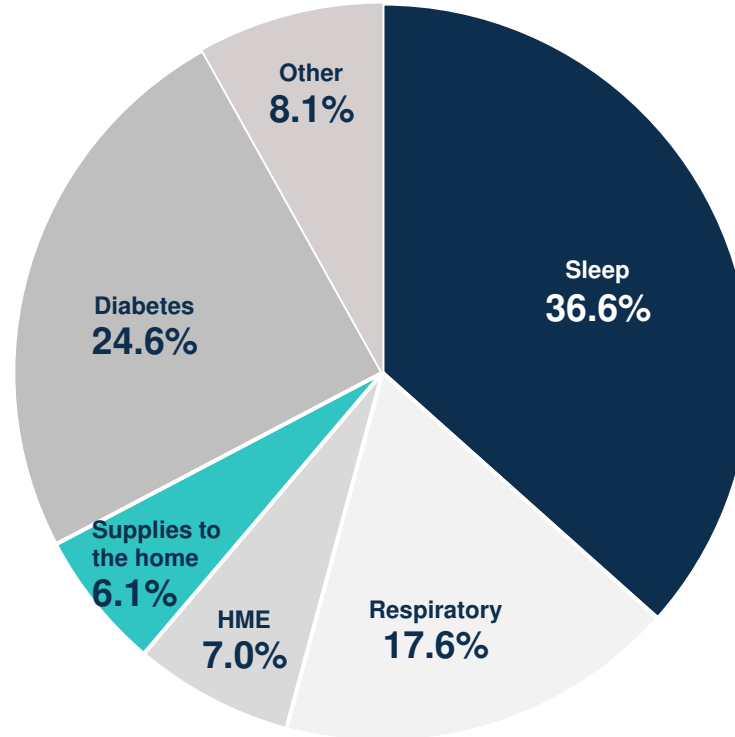
(2) Net income attributable to AdaptHealth Corp. includes non-cash charges or gains resulting from the changes in the estimated fair value of the Company's warrant liability and the Company's contingent consideration common shares liability. Changes in such liabilities are marked to market and recorded in earnings.

Q4 2022 Business Mix Summary

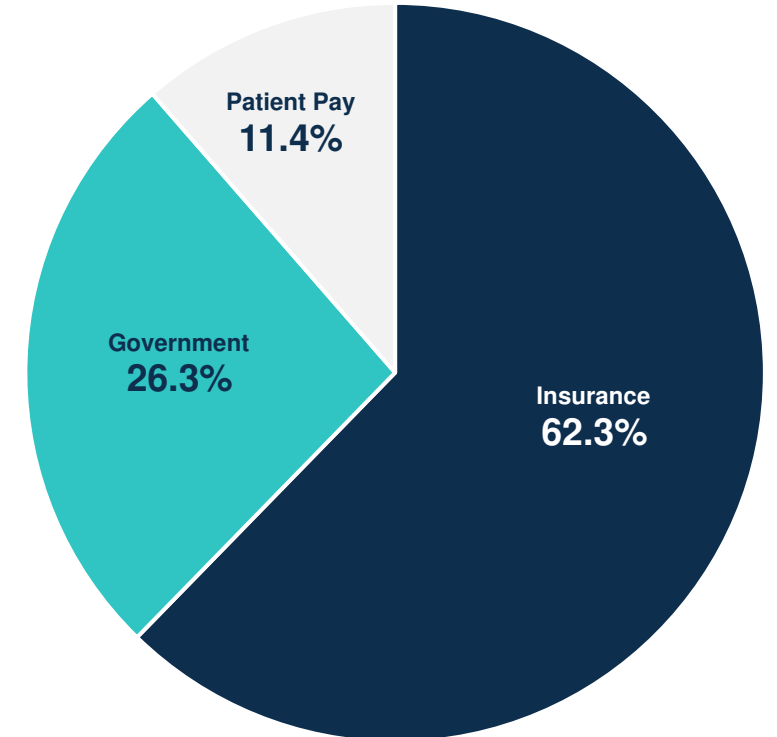


~91% of revenue comes from recurring sales or rentals

Sale Type



Product



Payor

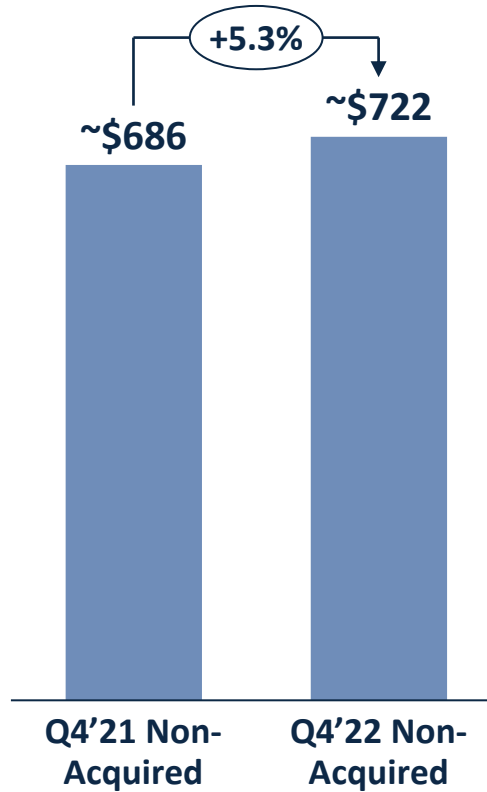
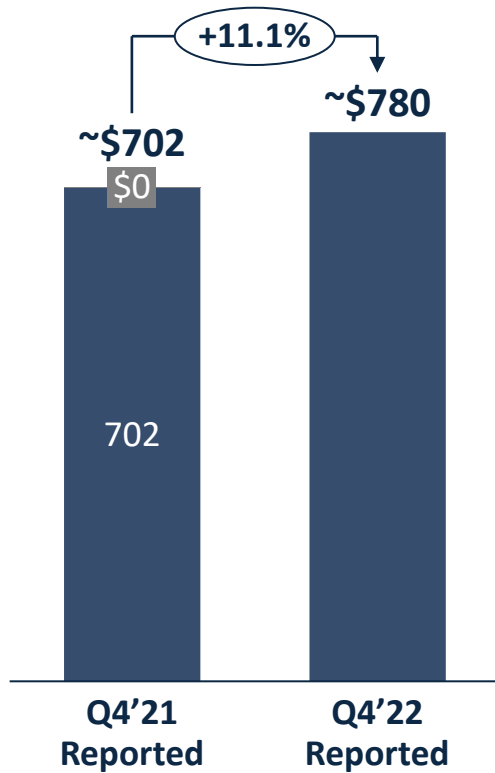
Revenue by Product

(in thousands)	Three Months Ended				
	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022	December 31, 2021
Net sales revenue					
Sleep	\$ 208,787	\$ 198,206	\$ 194,693	\$ 192,335	\$ 188,758
Diabetes	188,295	169,075	162,259	151,359	175,523
Supplies to the home	47,787	47,793	43,881	39,865	41,351
Respiratory	8,572	9,734	7,891	8,145	6,013
HME	28,714	29,463	30,313	30,052	31,217
Other	52,393	58,252	53,617	54,199	46,511
Total net sales revenue	<u>\$ 534,548</u>	<u>\$ 512,523</u>	<u>\$ 492,654</u>	<u>\$ 475,955</u>	<u>\$ 489,373</u>
% of total net revenue	68.5%	67.7%	67.7%	67.4%	69.7%
Net revenue from fixed monthly equipment reimbursements					
Sleep	\$ 76,683	\$ 72,423	\$ 65,661	\$ 57,938	\$ 60,053
Diabetes	3,912	4,211	4,034	3,946	3,332
Respiratory	128,634	130,618	128,865	132,580	114,370
HME	25,502	25,482	25,547	25,725	25,082
Other	11,004	11,238	10,853	10,059	9,896
Total net revenue from fixed monthly equipment reimbursements	<u>\$ 245,735</u>	<u>\$ 243,972</u>	<u>\$ 234,960</u>	<u>\$ 230,248</u>	<u>\$ 212,733</u>
% of total net revenue	31.5%	32.3%	32.3%	32.6%	30.3%
Total net revenue					
Sleep	\$ 285,470	\$ 270,629	\$ 260,354	\$ 250,273	\$ 248,811
Diabetes	192,207	173,286	166,293	155,305	178,855
Supplies to the home	47,787	47,793	43,881	39,865	41,351
Respiratory	137,206	140,352	136,756	140,725	120,383
HME	54,216	54,945	55,860	55,777	56,299
Other	63,397	69,490	64,470	64,258	56,407
Total net revenue	<u>\$ 780,283</u>	<u>\$ 756,495</u>	<u>\$ 727,614</u>	<u>\$ 706,203</u>	<u>\$ 702,106</u>

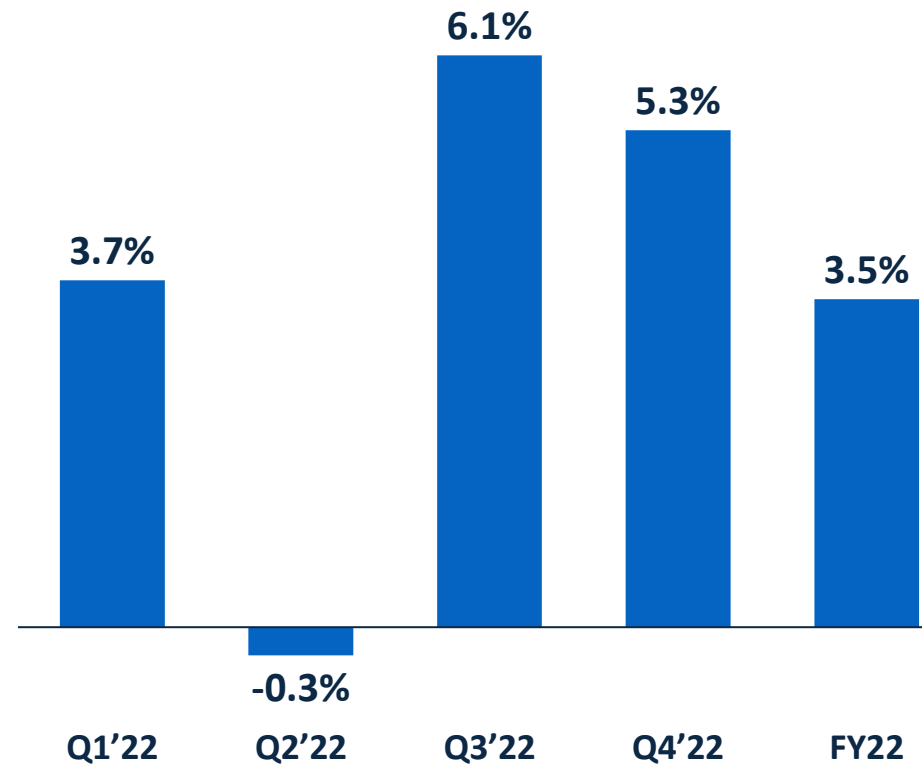
Net Revenue Growth

In millions

Reported Net Revenue Growth



Non-Acquired Net Revenue Growth ⁽¹⁾



(1) Non-Acquired net revenue compares the revenue of companies we have owned for a year or more based on the quarter of acquisition and excludes B2B revenue

Appendix

Non-GAAP Reconciliation

(in thousands)

	Three Months Ended		Twelve Months Ended	
	December 31, 2022	December 31, 2021	December 31, 2022	December 31, 2021
Net (loss) income attributable to AdaptHealth Corp.	\$ (2,588)	\$ 22,942	\$ 69,316	\$ 156,175
Income attributable to noncontrolling interests	1,017	529	3,817	1,978
Interest expense, net	30,509	25,611	109,414	95,195
Income tax expense	4,733	10,024	24,769	32,806
Depreciation and amortization, including patient equipment depreciation	102,343	77,226	351,178	258,053
EBITDA	136,014	136,332	558,494	544,207
Loss on extinguishment of debt (a)	—	—	—	20,189
Equity-based compensation expense (b)	5,613	3,929	22,397	25,323
Transaction costs (c)	171	4,511	6,003	49,081
Change in fair value of warrant liability (d)	(13)	4,178	(17,158)	(53,181)
Change in fair value of contingent consideration common shares liability (e)	—	4,661	—	(29,389)
Other non-recurring expense, net (f)	4,171	4,467	24,034	9,688
Adjusted EBITDA	\$ 145,956	\$ 158,078	\$ 593,770	\$ 565,918

- (a) Represents the write-off of unamortized deferred financing costs and other expenses related to refinancing of debt and prepayment penalties for early debt payoff.
- (b) Represents equity-based compensation expense for awards granted to employees and non-employee directors. The higher expense in 2021 is primarily due to expense resulting from accelerated vesting of certain awards, including accelerated vesting of certain awards in connection with the separation of the Company's former Co-CEO.
- (c) Represents transaction costs and expenses related to integration efforts related to acquisitions.
- (d) Represents a non-cash gain or charge for the change in the estimated fair value of the warrant liability.
- (e) Represents a non-cash gain or charge for the change in the estimated fair value of the contingent consideration common shares liability.
- (f) The 2022 period consists of \$11.7 million of consulting expenses associated with systems implementation activities and post-implementation support services, \$10.5 million of expenses associated with litigation, a \$0.8 million loss related to the write-off of an investment, and \$3.9 million of net other non-recurring expenses, offset by income of \$2.9 million related to changes in AdaptHealth's estimated TRA liability. The 2021 period includes \$2.1 million of expenses related to legal and other costs associated with the separation of the Company's former Co-CEO, \$3.9 million of expenses associated with litigation, claims and settlements, \$1.9 million of expenses associated with lease terminations, and \$4.6 million of net other non-recurring expenses, offset by a \$1.9 million gain in connection with the consolidation of an equity method investment, and \$0.9 million of net reductions in the fair value of contingent consideration liabilities related to acquisitions.

Share Count Information

(in thousands)	Common Stock	Preferred Stock ⁽¹⁾	Total Common and Preferred Stock if Converted
Number of shares outstanding, September 30, 2022	134,723	124	147,129
Equity-based compensation activity	168	-	168
Exercise of stock options and warrants	295	-	295
Shares purchased under share repurchase program ⁽²⁾	(751)	-	(751)
Number of shares outstanding, December 31, 2022	134,435	124	146,841

(in thousands)	Warrants ⁽³⁾	Stock Options ⁽⁴⁾	Unvested Restricted Stock	Unearned Contingent Consideration Common Shares
Number of securities outstanding, September 30, 2022	3,871	5,257	2,567	1,000
Exercise of stock options	-	(295)	-	-
Grants of restricted stock	-	-	32	-
Vesting of restricted stock	-	-	(238)	-
Forfeitures of restricted stock	-	-	(100)	-
Unearned contingent consideration common shares	-	-	-	(1,000)
Number of securities outstanding, December 31, 2022	3,871	4,962	2,261	-

(1) Shares of Series B-1 Preferred Stock convert to shares of Common Stock at a ratio of 100:1

(2) These shares were repurchased in the second and third quarters of 2022.

(3) Warrants have an exercise price of \$11.50 per share

(4) Stock options outstanding at December 31, 2022 have a weighted-average exercise price of \$12.19 per share

Note: The above tables represent the outstanding securities as of December 31, 2022. The shares included in the Earnings Per Share computations on the following slide represent the weighted-average shares outstanding for the corresponding periods as calculated under U.S. GAAP.

Earnings Per Share

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2022	2021	2022	2021
Numerator				
Net (loss) income attributable to AdaptHealth Corp.	\$ (2,588)	\$ 22,942	\$ 69,316	\$ 156,175
Less: Earnings allocated to participating securities ⁽¹⁾	—	1,965	5,867	14,379
Net (loss) income for basic EPS	\$ (2,588)	\$ 20,977	\$ 63,449	\$ 141,796
Change in fair value of warrant liability ⁽²⁾	—	—	(17,158)	(53,181)
Net (loss) income for diluted EPS	\$ (2,588)	\$ 20,977	\$ 46,291	\$ 88,615
Denominator ^{(1) (2)}				
Basic weighted-average common shares outstanding	134,139	132,470	134,175	126,306
Add: Warrants ⁽²⁾	—	—	1,528	2,377
Add: Stock options	—	3,504	2,512	3,782
Add: Unvested restricted stock	—	402	773	569
Diluted weighted-average common shares outstanding	134,139	136,376	138,988	133,034
Basic net (loss) income per share	\$ (0.02)	\$ 0.16	\$ 0.47	\$ 1.12
Diluted net (loss) income per share	\$ (0.02)	\$ 0.15	\$ 0.33	\$ 0.67

(1) The Company's preferred stock are considered participating securities. Computation of EPS under the two-class method excludes from the numerator any dividends paid or owed on participating securities and any undistributed earnings considered to be attributable to participating securities. The related participating securities are similarly excluded from the denominator. There was no amount allocated to the participating securities during the three months ended December 31, 2022 due to the net loss reported in that period.

(2) For the years ended December 31, 2022 and 2021, the impact to earnings from the change in fair value of the Company's warrant liability is excluded from the numerator, and the corresponding security is included in the denominator, for purposes of computing diluted net income per share. This adjustment is included as the effect of the numerator and denominator adjustments for this derivative instrument is dilutive as a result of the non-cash gains recorded for the change in fair value of this instrument during those periods. For the three months ended December 31, 2021, this derivative instrument is excluded from the numerator and denominator adjustments as its inclusion would have been anti-dilutive. For the three months ended December 31, 2022, the numerator and denominator for the diluted net loss per share computation is the same as used in the basic net loss per share computation and therefore excludes the effect of potential dilutive securities as their inclusion would have been anti-dilutive.