



# Financial Supplement

Q4 2024

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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 2023 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](http://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, Adjusted EBITDA, Adjusted EBITDA Margin and Free Cash Flow. 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 measure used in this presentation are in addition to, and not meant to be considered superior to, or a substitute for, the Company's consolidated 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 consolidated 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

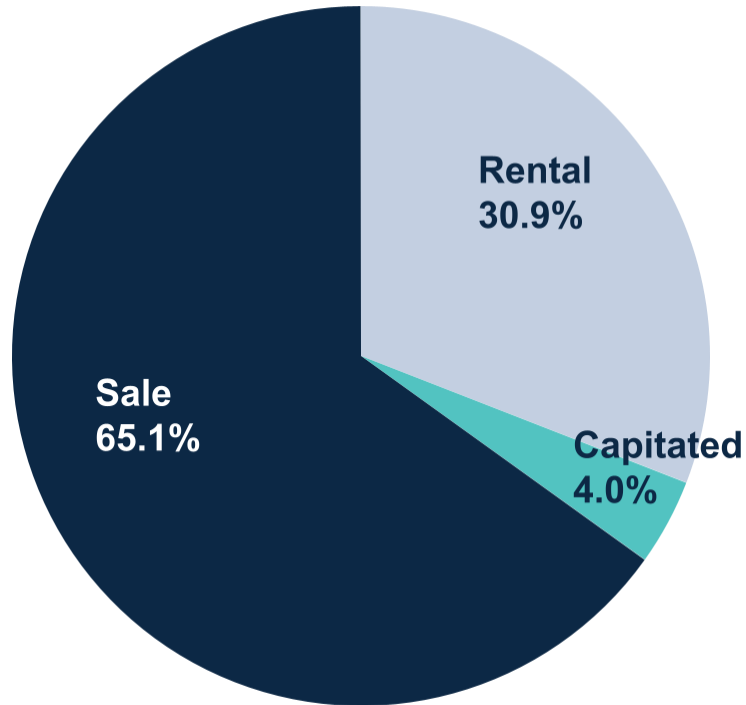
(in thousands, except percentages)

	Three Months Ended				
	December 31, 2024	September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023
Sales revenue	\$ 557,533	\$ 510,693	\$ 516,405	\$ 506,140	\$ 585,289
Rental revenue	265,078	262,315	258,326	254,338	272,945
Capitated revenue	34,034	32,850	31,244	32,019	—
Total net revenue	<u>\$ 856,645</u>	<u>\$ 805,858</u>	<u>\$ 805,975</u>	<u>\$ 792,497</u>	<u>\$ 858,234</u>
Operating income (loss) <sup>(1)</sup>	\$ 97,667	\$ 63,487	\$ 52,047	\$ 50,531	\$ (217,804)
Net income (loss) attributable to AdaptHealth Corp. <sup>(2)</sup>	\$ 50,262	\$ 22,859	\$ 19,435	\$ (2,134)	\$ (254,503)
Adjusted EBITDA	\$ 200,600	\$ 164,257	\$ 165,315	\$ 158,485	\$ 204,619
Adjusted EBITDA Margin	23.4%	20.4%	20.5%	20.0%	23.8%

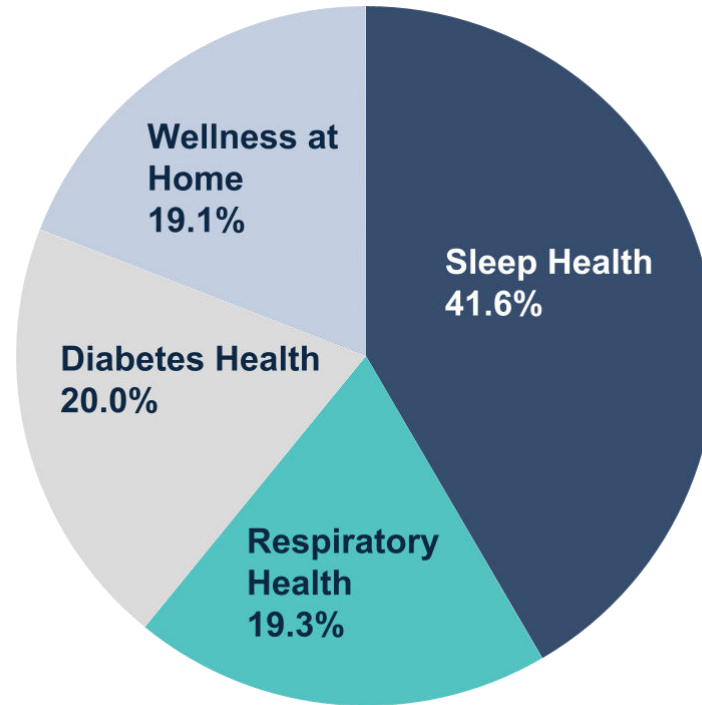
(1) Operating income (loss) for the three months ended June 30, 2024, March 31, 2024 and December 31, 2023 includes non-cash goodwill impairment charges of \$6,548, \$6,530, and \$318,921, respectively.

(2) Net income (loss) attributable to AdaptHealth Corp. includes non-cash charges or gains resulting from the change in the estimated fair value of the Company's warrant liability. Changes in such liability were marked to market and recorded in earnings.

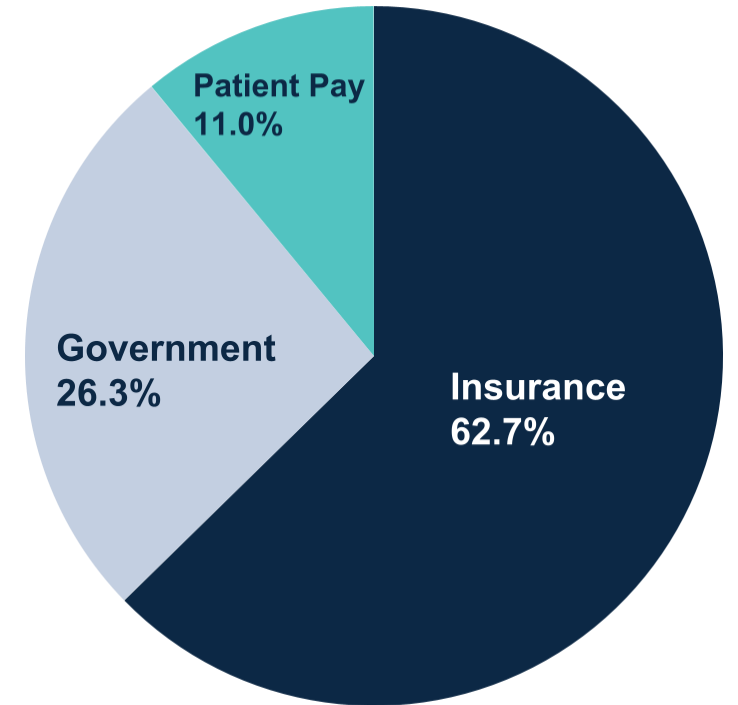
# Q4 2024 Business Mix Summary



**Sale Type**



**Segment**



**Payor**

# Revenue by Segment (1 of 2)

(in thousands, except percentages)

	Three Months Ended				
	December 31, 2024	September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023
<b>Net sales revenue:</b>					
Sleep Health	\$ 265,319	\$ 246,895	\$ 242,526	\$ 237,592	\$ 256,619
Respiratory Health	8,443	8,307	8,033	7,905	18,672
Diabetes Health	167,108	137,099	147,260	146,979	182,538
Wellness at Home	116,663	118,392	118,586	113,664	127,460
Total net sales revenue	\$ 557,533	\$ 510,693	\$ 516,405	\$ 506,140	\$ 585,289
% of total net revenue	65.1%	63.4%	64.1%	63.9%	68.2%
<b>Net revenue from fixed monthly equipment reimbursements:</b>					
Sleep Health	\$ 83,456	\$ 81,530	\$ 82,053	\$ 80,690	\$ 88,310
Respiratory Health	141,469	140,930	138,898	137,232	144,980
Diabetes Health	2,605	2,437	2,383	2,279	2,282
Wellness at Home	37,548	37,418	34,992	34,137	37,373
Total net revenue from fixed monthly equipment reimbursements	\$ 265,078	\$ 262,315	\$ 258,326	\$ 254,338	\$ 272,945
% of total net revenue	30.9%	32.6%	32.0%	32.1%	31.8%

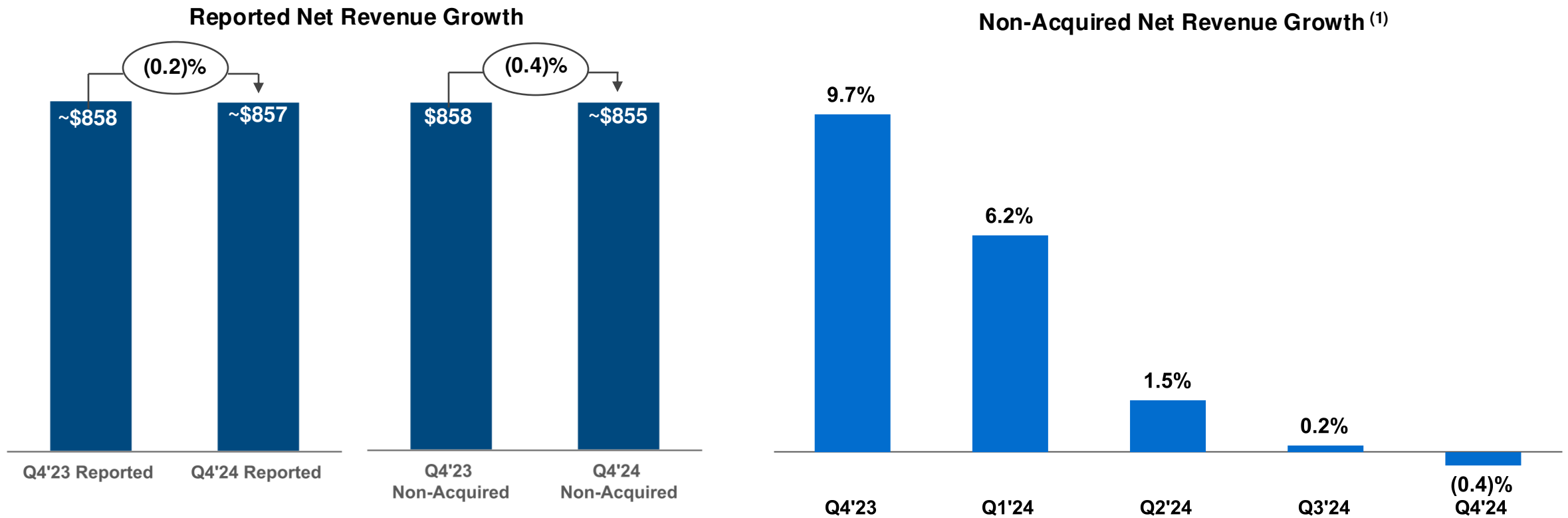
# Revenue by Segment (2 of 2)

(in thousands, except percentages)

	Three Months Ended				
	December 31, 2024	September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023
<b>Net revenue from capitated revenue arrangements:</b>					
Sleep Health	\$ 7,745	\$ 7,379	\$ 6,976	\$ 7,052	\$ —
Respiratory Health	15,410	14,942	14,455	15,126	—
Diabetes Health	1,580	1,536	1,546	1,598	—
Wellness at Home	9,299	8,993	8,267	8,243	—
Total net revenue from capitated revenue arrangements	\$ 34,034	\$ 32,850	\$ 31,244	\$ 32,019	\$ —
% of total net revenue	4.0%	4.0%	3.9%	4.0%	—%
<b>Total net revenue:</b>					
Sleep Health	\$ 356,520	\$ 335,804	\$ 331,555	\$ 325,334	\$ 344,929
Respiratory Health	165,322	164,179	161,386	160,263	163,652
Diabetes Health	171,293	141,072	151,189	150,856	184,820
Wellness at Home	163,510	164,803	161,845	156,044	164,833
Total net revenue	\$ 856,645	\$ 805,858	\$ 805,975	\$ 792,497	\$ 858,234

# Net Revenue Growth

In millions



1. Non-Acquired net revenue compares the revenue of companies we have owned for a year or more based on the month of acquisition

# Appendix



# Consolidated Non-GAAP Reconciliation

	Three Months Ended December 31,				Twelve Months Ended December 31,			
	2024		2023		2024		2023	
(in thousands, except percentages)	Dollars	Revenue Percentage	Dollars	Revenue Percentage	Dollars	Revenue Percentage	Dollars	Revenue Percentage
Net income (loss) attributable to AdaptHealth Corp.	\$ 50,262	5.9%	\$ (254,503)	(29.7)%	\$ 90,422	2.8%	\$ (678,895)	(21.2)%
Income attributable to noncontrolling interest	1,141	0.1%	928	0.1%	4,358	0.1%	4,115	0.1%
Interest expense, net	29,729	3.5%	33,486	3.9%	126,668	3.9%	130,299	4.1%
Income tax expense (benefit)	19,308	2.3%	(18,111)	(2.1)%	41,239	1.3%	(49,004)	(1.5)%
Depreciation and amortization, including patient equipment depreciation	90,537	10.6%	92,364	10.8%	365,334	11.1%	382,783	12.0%
<b>EBITDA</b>	<b>190,977</b>	<b>22.4%</b>	<b>(145,836)</b>	<b>(17.0)%</b>	<b>628,021</b>	<b>19.2%</b>	<b>(210,702)</b>	<b>(6.5)%</b>
Equity-based compensation expense (a)	4,266	0.5%	5,184	0.6%	14,880	0.5%	22,468	0.7%
Change in fair value of warrant liability (b)	(2,221)	(0.3)%	(2,596)	(0.3)%	(4,021)	(0.1)%	(34,482)	(1.1)%
Goodwill impairment (c)	—	—%	318,921	37.2%	13,078	0.4%	830,787	26.0%
Loss on extinguishment of debt (d)	—	—%	—	—%	2,273	0.1%	—	—%
Litigation settlement expense (e)	—	—%	25,140	2.9%	3,338	0.1%	25,140	0.8%
Other non-recurring expenses, net (f)	7,578	0.8%	3,806	0.4%	31,088	0.9%	37,584	1.1%
<b>Adjusted EBITDA</b>	<b>\$ 200,600</b>	<b>23.4%</b>	<b>\$ 204,619</b>	<b>23.8%</b>	<b>\$ 688,657</b>	<b>21.1%</b>	<b>\$ 670,795</b>	<b>21.0%</b>
<b>Adjusted EBITDA Margin</b>		<b>23.4%</b>		<b>23.8%</b>		<b>21.1%</b>		<b>21.0%</b>

(a) Represents equity-based compensation expense for awards granted to employees and non-employee directors.

(b) Represents a non-cash gain for the changes in the estimated fair value of the warrant liability. The warrants expired on November 8, 2024.

(c) The 2024 period includes non-cash goodwill impairment charges relating to the disposition of certain immaterial custom rehab technology assets. The 2023 period includes non-cash goodwill impairment charges as a result of the fair value of the Company's reporting unit at that time being less than its carrying value.

(d) Represents lender fees and the write-off of unamortized deferred financing costs in connection with the refinancing of the Company's credit agreement.

(e) The expense in the 2024 year-to-date period includes a \$2.4 million charge for the change in fair value of the shares of Common Stock of the Company that were issued in July 2024 following final court approval of a previously disclosed securities class action lawsuit, as well as an expense of \$0.9 million to settle a shareholder derivative complaint. The expense in the 2023 year-to-date period includes a charge relating to a previously disclosed securities class action lawsuit, net of contributions from the Company's insurers.

(f) The 2024 year-to-date period consists of \$13.9 million of consulting expenses associated with systems implementation activities, \$4.5 million of consulting expenses associated with asset dispositions, \$4.2 million of expenses associated with litigation, \$3.9 million of severance charges (primarily related to the separation of the Company's former President), \$2.7 million write-down of assets, and \$1.9 million of other non-recurring expenses. The 2023 year-to-date period consists of \$13.9 million of expenses associated with litigation, \$7.1 million of severance charges (of which \$2.9 million relates to the separation of the Company's former CEO), \$5.6 million of consulting expenses associated with systems implementation activities, \$5.2 million of consulting expenses as associated with cost savings initiatives, \$4.8 million of lease termination costs associated with a cost management program, \$1.0 million of transaction costs and expenses related to integration efforts related to acquisitions, \$0.9 million of net impairments of operating lease right-of-use assets as a result of vacating the leased facilities, and \$1.6 million of other non-recurring expenses, offset by income of \$2.5 million related to changes in AdaptHealth's estimated liability related to its Tax Receivable Agreement.

# Segment Information

(in thousands, except percentages)	Three Months Ended December 31, 2024					Three Months Ended December 31, 2023				
	Sleep Health	Respiratory Health	Diabetes Health	Wellness at Home	Total	Sleep Health	Respiratory Health	Diabetes Health	Wellness at Home	Total
Net revenue	\$ 356,520	\$ 165,322	\$ 171,293	\$ 163,510	\$ 856,645	\$ 344,929	\$ 163,652	\$ 184,820	\$ 164,833	\$ 858,234
Less:										
Cost of product and supplies	108,560	30,950	122,287	76,484	338,281	97,488	32,347	134,804	75,423	340,062
Labor cost	85,115	55,182	13,110	35,642	189,049	80,105	49,590	10,674	34,988	175,357
Other operating expenses	30,738	13,364	1,868	11,484	57,454	32,974	12,594	1,891	11,685	59,144
Other segment items	30,061	14,831	12,161	14,208	71,261	30,649	15,735	16,730	15,938	79,052
<b>Adjusted EBITDA</b>	<b>\$ 102,046</b>	<b>\$ 50,995</b>	<b>\$ 21,867</b>	<b>\$ 25,692</b>	<b>\$ 200,600</b>	<b>\$ 103,713</b>	<b>\$ 53,386</b>	<b>\$ 20,721</b>	<b>\$ 26,799</b>	<b>\$ 204,619</b>
<b>Adjusted EBITDA Margin</b>	<b>28.6 %</b>	<b>30.8 %</b>	<b>12.8 %</b>	<b>15.7 %</b>	<b>23.4 %</b>	<b>30.1 %</b>	<b>32.6 %</b>	<b>11.2 %</b>	<b>16.3 %</b>	<b>23.8 %</b>

(in thousands, except percentages)	Twelve Months Ended December 31, 2024					Twelve Months Ended December 31, 2023				
	Sleep Health	Respiratory Health	Diabetes Health	Wellness at Home	Total	Sleep Health	Respiratory Health	Diabetes Health	Wellness at Home	Total
Net revenue	\$ 1,349,213	\$ 651,150	\$ 614,410	\$ 646,202	\$ 3,260,975	\$ 1,291,714	\$ 614,563	\$ 660,039	\$ 633,861	\$ 3,200,177
Less:										
Cost of product and supplies	424,388	119,865	434,808	309,101	1,288,162	391,206	132,013	467,566	319,428	1,310,213
Labor cost	321,194	210,701	50,776	144,335	727,006	320,370	198,476	48,908	143,976	711,730
Other operating expenses	126,761	54,300	9,588	47,767	238,416	120,021	49,560	7,126	45,397	222,104
Other segment items	128,126	66,172	58,713	65,723	318,734	111,414	57,481	56,823	59,617	285,335
<b>Adjusted EBITDA</b>	<b>\$ 348,744</b>	<b>\$ 200,112</b>	<b>\$ 60,525</b>	<b>\$ 79,276</b>	<b>\$ 688,657</b>	<b>\$ 348,703</b>	<b>\$ 177,033</b>	<b>\$ 79,616</b>	<b>\$ 65,443</b>	<b>\$ 670,795</b>
<b>Adjusted EBITDA Margin</b>	<b>25.8 %</b>	<b>30.7 %</b>	<b>9.9 %</b>	<b>12.3 %</b>	<b>21.1 %</b>	<b>27.0 %</b>	<b>28.8 %</b>	<b>12.1 %</b>	<b>10.3 %</b>	<b>21.0 %</b>

# Segment Non-GAAP Reconciliation

(in thousands)	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
Total Segment Adjusted EBITDA	\$ 200,600	\$ 204,619	\$ 688,657	\$ 670,795
Interest expense, net	(29,729)	(33,486)	(126,668)	(130,299)
Depreciation and amortization, including patient equipment depreciation	(90,537)	(92,364)	(365,334)	(382,783)
Equity-based compensation expense	(4,266)	(5,184)	(14,880)	(22,468)
Change in fair value of warrant liability	2,221	2,596	4,021	34,482
Goodwill impairment	—	(318,921)	(13,078)	(830,787)
Loss on extinguishment of debt	—	—	(2,273)	—
Litigation settlement expense	—	(25,140)	(3,338)	(25,140)
Other non-recurring expenses, net	(7,578)	(3,806)	(31,088)	(37,584)
Income (loss) before income taxes	\$ 70,711	\$ (271,686)	\$ 136,019	\$ (723,784)

# Free Cash Flow

(in thousands)

	Three Months Ended				
	December 31, 2024	September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023
Net cash provided by operating activities	\$ 150,415	\$ 144,405	\$ 197,984	\$ 49,035	\$ 155,266
Purchases of equipment and other fixed assets	(77,336)	(59,556)	(81,272)	(87,891)	(88,647)
Free cash flow	<u>\$ 73,079</u>	<u>\$ 84,849</u>	<u>\$ 116,712</u>	<u>\$ (38,856)</u>	<u>\$ 66,619</u>

# Debt Structure

<b>(in thousands)</b>	<b>12/31/2024</b>	<b>Rate</b>	<b>Maturity</b>
Revolving credit facility	Undrawn	Base Rate or Term SOFR (1)	September 2029
Secured term loan	\$ 550,000	Base Rate or Term SOFR (1)	September 2029
6.125% Senior unsecured notes due 2028	350,000	6.125%	August 2028
4.625% Senior unsecured notes due 2029	500,000	4.625%	August 2029
5.125% Senior unsecured notes due 2030	600,000	5.125%	March 2030
Finance lease obligations	38,945		
Total long-term debt	<u>2,038,945</u>		
Less unrestricted cash	(109,747)		
Net debt	<u>\$ 1,929,198</u>	A	
TTM Pro-forma Adjusted EBITDA (2)	\$ 690,498	B	
Consolidated Total Leverage Ratio	2.79	A / B	

(1) At the option of the Company, amounts borrowed bear interest at variable rates based upon either the Base Rate, payable quarterly, or Term SOFR, payable monthly or every three months depending on the interest period selected. Interest periods for Term SOFR loans are available for one, three, or six months at the option of the Company. Base Rate loans accrue interest at a per annum rate equal to the sum of (a) the Base Rate determined on each day (subject to a zero percent floor), plus an applicable margin ranging from 0.50% to 2.25% per annum based on the Company's Consolidated Senior Secured Leverage Ratio. Term SOFR loans accrue interest at a per annum rate equal to the sum of (a) Term SOFR for the applicable interest period (subject to a zero percent floor), plus (b) an applicable margin ranging from 1.50% to 3.25% per annum based on the Company's Consolidated Senior Secured Leverage Ratio.

(2) Calculation of Trailing Twelve Month (TTM) Pro-forma Adjusted EBITDA is defined in the Company's credit agreement.

# Share Count Information

<b>(in thousands)</b>	<b>Common Stock</b>	<b>Preferred Stock <sup>(1)</sup></b>	<b>Total Common and Preferred Stock, if Converted</b>
Number of shares outstanding, September 30, 2024	134,539	124	146,945
Equity-based compensation activity	64	—	64
Number of shares outstanding, December 31, 2024	<u>134,603</u>	<u>124</u>	<u>147,009</u>

<b>(in thousands)</b>	<b>Warrants <sup>(2)</sup></b>	<b>Stock Options <sup>(3)</sup></b>	<b>Unvested Restricted Stock</b>
Number of shares outstanding, September 30, 2024	3,871	2,429	3,395
Expired warrants	(3,871)	—	—
Expired stock options	—	(234)	—
Grants of restricted stock	—	—	115
Vesting of restricted stock	—	—	(86)
Forfeitures of restricted stock	—	—	(346)
Number of shares outstanding, December 31, 2024	<u>—</u>	<u>2,195</u>	<u>3,078</u>

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

(2) Warrants expired on November 8, 2024

(3) Stock options outstanding at December 31, 2024 have a weighted-average exercise price of \$9.67 per share

Note: The above tables represent the outstanding securities as of December 31, 2024. 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 (EPS)

(in thousands, except per share data)	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
<b>Numerator</b>				
Net income (loss) attributable to AdaptHealth Corp.	\$ 50,262	\$ (254,503)	\$ 90,422	\$ (678,895)
Less: Earnings allocated to participating securities <sup>(1)</sup>	4,242	—	7,675	—
Net income (loss) for basic EPS	\$ 46,020	\$ (254,503)	\$ 82,747	\$ (678,895)
Change in fair value of warrant liability <sup>(2)</sup>	—	—	—	(34,482)
Net income (loss) for diluted EPS	<u>\$ 46,020</u>	<u>\$ (254,503)</u>	<u>\$ 82,747</u>	<u>\$ (713,377)</u>
<b>Denominator <sup>(1)(2)</sup></b>				
Basic weighted-average common shares outstanding	134,575	132,990	133,756	134,156
Add: Warrants <sup>(2)</sup>	—	—	—	262
Add: Stock options	269	—	251	—
Add: Unvested restricted stock	1,690	—	1,524	—
Diluted weighted-average common shares outstanding	<u>136,534</u>	<u>132,990</u>	<u>135,531</u>	<u>134,418</u>
Basic net income (loss) per share	\$ 0.34	\$ (1.91)	\$ 0.62	\$ (5.06)
Diluted net income (loss) per share	\$ 0.34	\$ (1.91)	\$ 0.61	\$ (5.31)

(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 and twelve months ended December 31, 2023 due to the net losses reported in those periods.

(2) For the twelve months ended December 31, 2023, 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 loss per share. This adjustment is included as the effect of the numerator and denominator adjustment for this derivative instrument is dilutive as a result of the non-cash gain recognized for the change in fair value of this instrument during that period. For the three months ended December 31, 2023, this adjustment is excluded from the computation of diluted net loss per share under the treasury stock method since its inclusion would have been anti-dilutive. For the three and twelve months ended December 31, 2024, this adjustment is excluded from the computation of diluted net income per share since the warrants are no longer outstanding as of December 31, 2024.