



INVESTOR PRESENTATION

December 1, 2021

Press Ganey Survey Results

CAN's Patient Experience

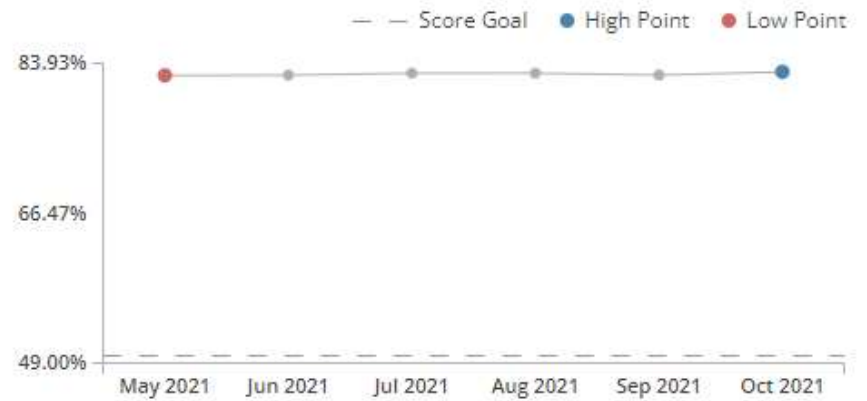
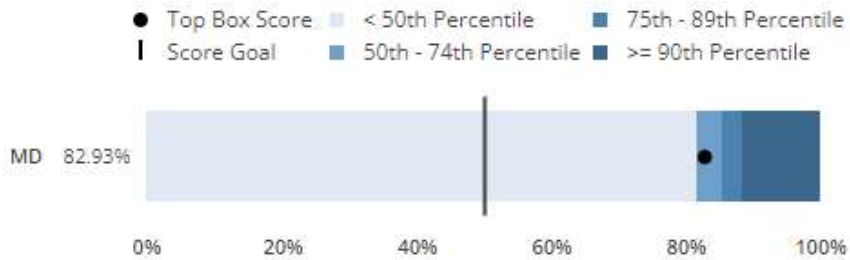
Press Ganey Overview

- Standardized survey to obtain patient feedback.
- Evaluation of key performance indicators
- Facilitates benchmarking across providers and specialties
 - Deployed in all owned and operated locations.
- Assigned to every CAN provider with a patient panel >100.
 - 25 providers currently assigned

National Performance

Service Line Performance ⓘ

PG Overall



Key Performance Indicators

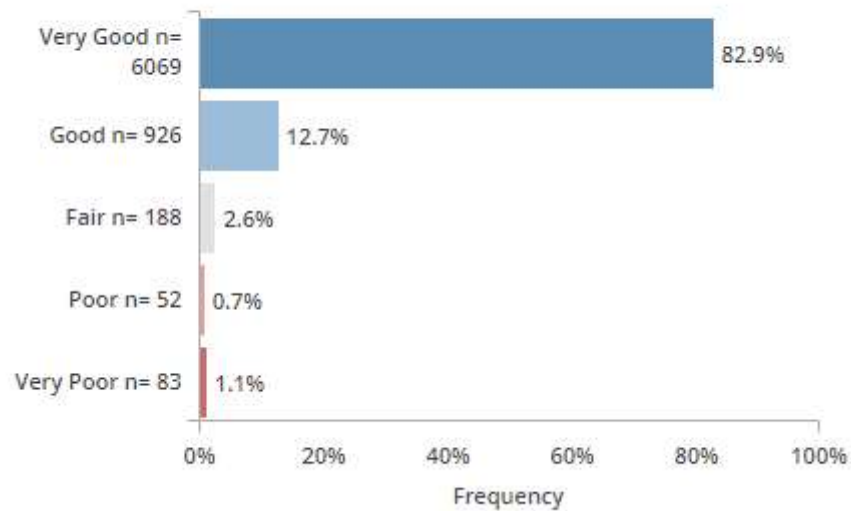
Section	Current n	Current Period (May 2021-Oct 2021)	Previous Period (Apr 2021-Sep 2021)	Change	
Access	503	75.81%	75.08%	0.73%	▲
Overall Assessment	505	83.99%	83.30%	0.69%	▲
Moving Through Your Visit	494	74.76%	74.12%	0.64%	▲
Office Staff Quality	502	93.90%	93.28%	0.62%	▲
Access to Care 3 month	510	79.30%	78.75%	0.56%	▲
Physician Comm Quality	511	93.82%	93.38%	0.44%	▲
Personal Issues	499	86.17%	85.86%	0.31%	▲
Care Provider	505	86.01%	85.82%	0.19%	▲
Nurse/Assistant	480	85.92%	86.00%	-0.07%	▼
Care Coordination	511	74.53%	75.44%	-0.91%	▼

Responses and Comments

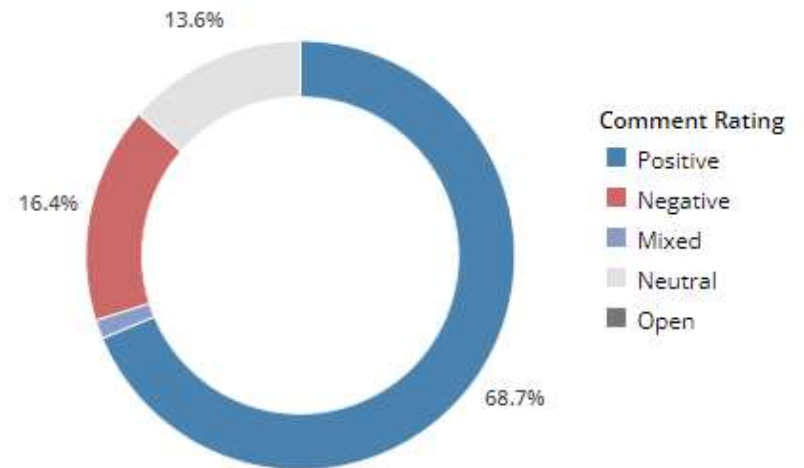
*Current period: May 2021-October 2021

Distribution of Responses

PG Overall



Comment Sentiment Distribution



Slide 6

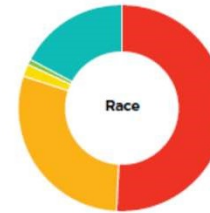
KW1

Katy Wendel, 11/24/2021

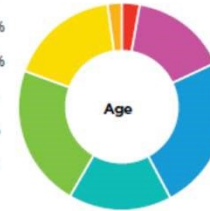
FISCAL YEAR 2020 2021 FINANCIAL & DEMOGRAPHIC INFORMATION

Whom We Are Serving

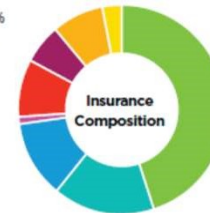
- White 51%
- Black 29%
- Asian 2%
- Haitian 1%
- Other 17%



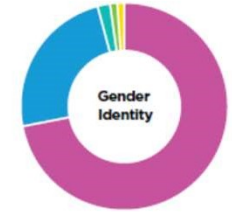
- 71-80 yrs 3%
- 61-70 yrs 15%
- 51-60 yrs 24%
- 41-50 yrs 16%
- 31-40 yrs 22%
- 21-30 yrs 17%
- 0-20 yrs 2%



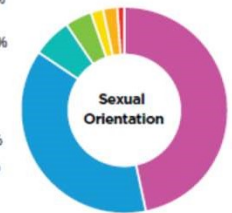
- Commercial 45%
- Ryan White 16%
- Medicaid 12%
- Medicaid direct 1%
- Medicare 9%
- Medicare managed 6%
- Charity 8%
- Flat-Fee 3%



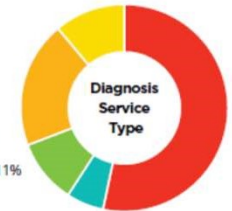
- Male 72%
- Female 24%
- Transgender Female 2%
- Transgender Male 1%
- Choose not to disclose 1%



- Lesbian, gay or homosexual 46%
- Straight or heterosexual 37%
- Bisexual 6%
- Choose not to disclose 4%
- Not Provided 2%
- Do not know 2%
- Other 1%

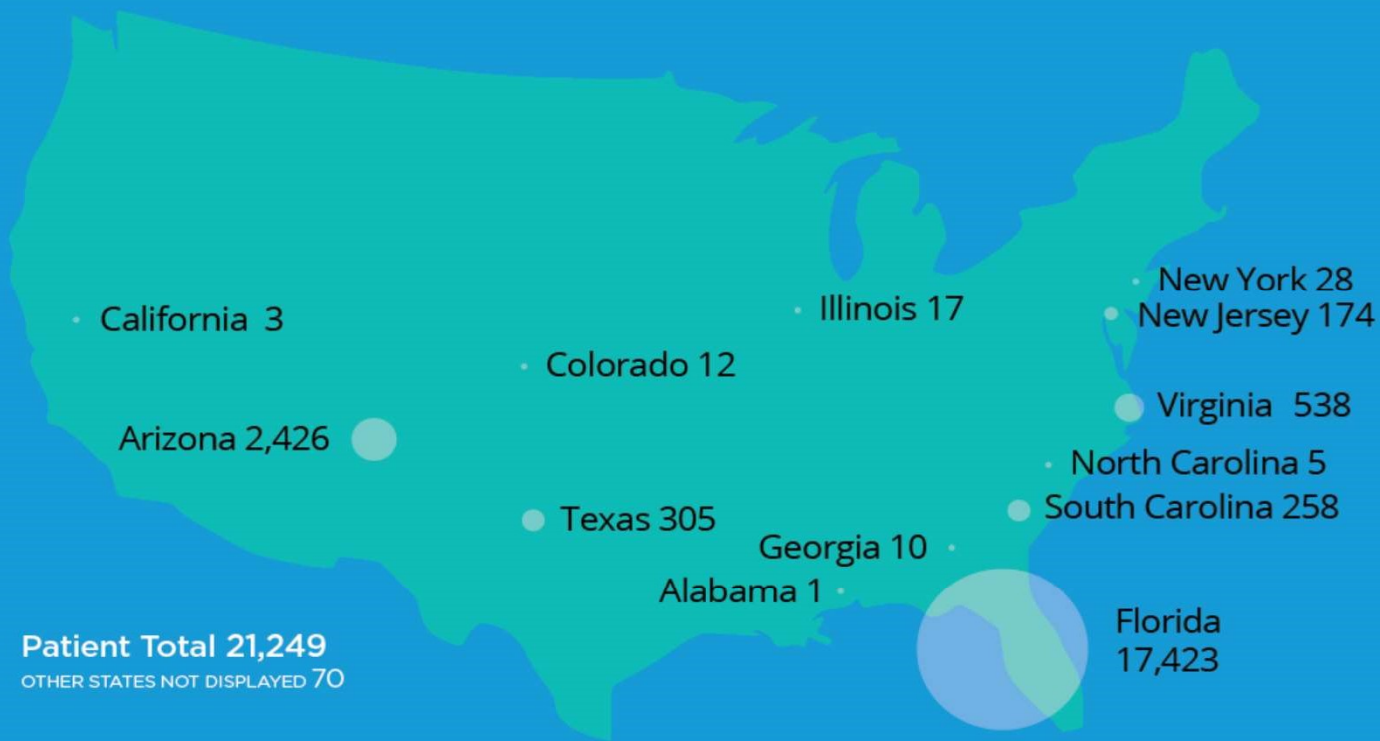


- HIV 54%
- Hep C 6%
- PrEP 10%
- Behavioral 20%
- Substance Use 11%



- CAN Pharmacy 23%
- Mail Meds 34%
- Contracted Pharmacy 37%
- Tampa Family Pharmacy 7%





Patient Total 21,249
OTHER STATES NOT DISPLAYED 70

Established Patient		New Patient	
			CAN Prescribed
TYPES OF SERVICE			VISITS
●	●	●	Behavioral 279
●	●	●	Dental 564
●	●	●	Hep C 150
●	●	●	HIV 1719
●	●	●	PrEP 556
●	●	●	STI 461
●	■	■	Education/Testing 11
●	■	■	Behavioral 1472
●	■	■	Dental 1740
●	■	■	Hep C 148
●	■	■	HIV 16504
●	■	■	PrEP 1730
●	■	■	STI 104
●	●	●	Case Management 237
●	●	●	HIV 626
●	●	●	PCC 42
●	●	●	Peer 127
●	●	●	PrEP Navigator 312
●	●	●	STI 2
■	■	■	Education/Testing 159
■	■	■	Behavioral 37
■	■	■	Case Management 1852
■	■	■	Dental 1131
■	■	■	Hep C 35
■	■	■	HIV 12
■	■	■	LGBT 257
■	■	■	Nurse 10064
■	■	■	PCC 141
■	■	■	Peer 687
■	■	■	PrEP Nav 889
■	■	■	STI 3
●	●	●	SART 2
■	■	■	Research 49
Grand Total			42,102

Grants



\$3,8000,000
Annually From
Direct Grants

Research



46 CAN patients in Trials
30 non CAN volunteers

Prevention

4,371
HIV Tests



5,375
Unique Client
STI/HIV Tests



21,290 Total
STI/HIV tests



73,417
TOTAL VISITS
OWNED AND SATELLITE



CONSOLIDATING P&L: Q1 (July 2021 – Sept 2021)



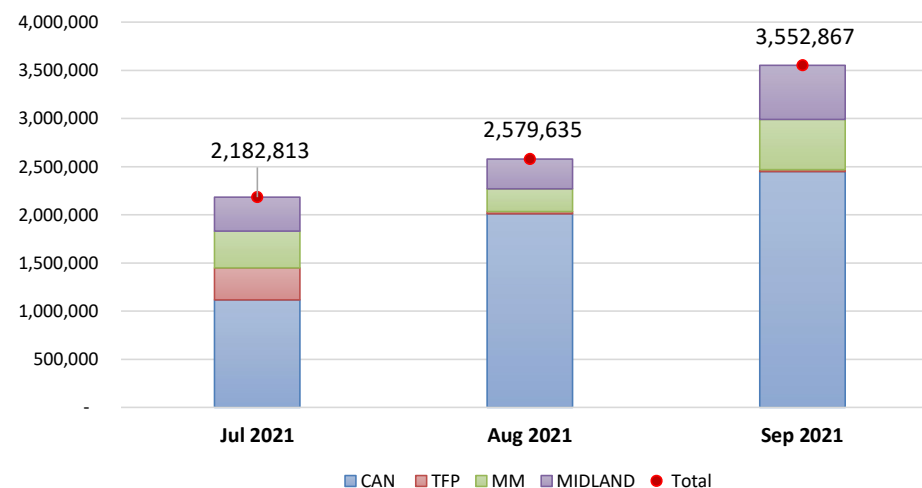
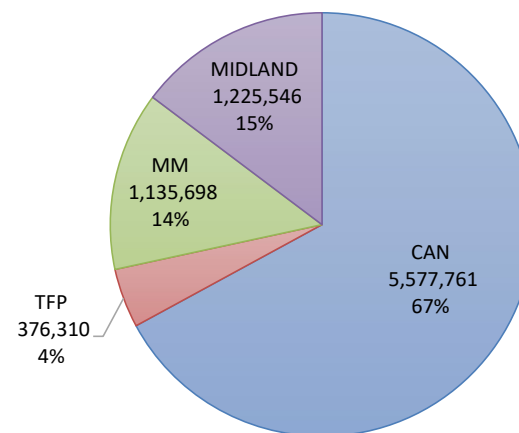
CAN COMMUNITY HEALTH, INC. & SUBSIDIARIES
 CONSOLIDATING SUMMARIZED PROFIT & LOSS
 Q1 SEP 2020 VS Q1 SEP 2021

REVENUE	Q1 2020	Q1 2021	Incr/(Decr)
340B REVENUE	46,362,834	65,274,108	18,911,274
SALES	44,696,734	56,510,982	11,814,247
SERVICE FEES	3,003,171	3,990,149	986,979
GRANTS	507,465	1,934,609	1,427,144
OTHER	(952,828)	(1,100,909)	(148,080)
TOTAL REVENUE	93,617,375	126,608,939	32,991,564

EXPENSES	Q1 2020	Q1 2021	Incr/(Decr)
PHARMACY EXPENSES	70,947,632	94,012,676	23,065,044
PROGRAM EXPENSES	2,014,793	3,295,502	1,280,709
PROGRAM REVENUE SHARE	3,179,550	4,361,161	1,181,610
FACILITIES	1,276,868	1,423,040	146,171
INSURANCE	319,706	437,436	117,730
PERSONNEL	10,646,612	12,668,113	2,021,501
PROFESSIONAL	388,252	318,597	(69,655)
ADMINISTRATIVE	623,818	467,521	(156,297)
I.T.	542,558	867,845	325,287
TRAVEL	232,147	441,735	209,588
SUB TOTAL EXPENSES	90,171,937	118,293,624	28,121,687

EBIDTA	3,445,438	8,315,315	4,869,877
EBIDTA Adjustments	1,664,841	784,387	(880,454)
NET INCOME	1,780,598	7,530,928	5,750,330

Q1 2021 EARNINGS



CONSOLIDATING P&L: TTM Sep 2020 vs Sep 2021



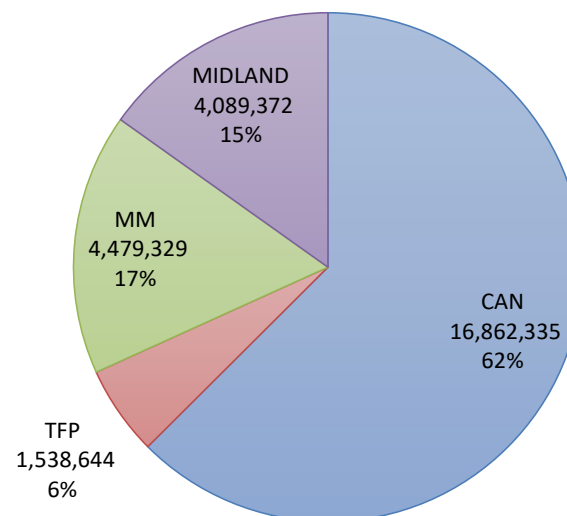
CAN COMMUNITY HEALTH, INC. & SUBSIDIARIES
CONSOLIDATING SUMMARIZED PROFIT & LOSS
TTM SEP 2020 VS TTM SEP 2021

REVENUE	TTM SEP 2020	TTM SEP 2021	Incr/(Decr)
340B REVENUE	186,656,428	221,862,743	35,206,315
SALES	193,664,983	206,689,349	13,024,366
SERVICE FEES	11,938,288	14,499,825	2,561,537
GRANTS	1,970,245	5,173,228	3,202,983
OTHER	711,396	(2,017,542)	(2,728,938)
TOTAL REVENUE	394,941,339	446,207,602	51,266,262

EXPENSES	TTM SEP 2020	TTM SEP 2021	Incr/(Decr)
PHARMACY EXPENSES	297,601,883	330,182,084	32,580,202
PROGRAM EXPENSES	7,667,720	11,604,824	3,937,104
PROGRAM REVENUE SHARE	12,727,585	16,207,800	3,480,214
FACILITIES	4,893,038	5,368,766	475,727
INSURANCE	1,642,249	1,517,547	(124,702)
PERSONNEL	41,794,760	45,998,840	4,204,080
PROFESSIONAL	2,541,334	2,012,867	(528,467)
ADMINISTRATIVE	3,062,546	2,469,083	(593,462)
I.T.	1,893,645	2,515,007	621,362
TRAVEL	1,229,477	1,361,103	131,626
SUB TOTAL EXPENSES	375,054,238	419,237,922	44,183,684

EBIDTA	19,887,101	26,969,680	7,082,579
EBIDTA Adjustments	4,660,646	6,439,181	1,778,536
NET INCOME	15,226,456	20,530,499	5,304,043

TTM EARNINGS



COMPANY	TTM SEP 2020	TTM SEP 2021	Incr/(Decr)
CAN	13,075,907	16,862,335	3,786,428
TFP	(1,928,130)	1,538,644	3,466,774
MM	6,068,491	4,479,329	(1,589,162)
MIDLAND	2,670,833	4,089,372	1,418,539
EBIDA	19,887,101	26,969,680	7,082,579

YTD September 2021 Budget to Actual – CAN / TFP / MM / MID



Company	Type	YTD BUDGET	YTD ACTUAL	YTD VARIANCE	YTD % of Budget
CAN	Revenue	59,859,475	70,386,203	10,526,728	118%
TFP	Revenue	17,598,000	19,182,464	1,584,464	109%
MM	Revenue	28,121,120	29,523,040	1,401,920	105%
MIDLAND	Revenue	8,736,825	11,326,833	2,590,008	130%
Consolidated Revenue		114,315,420	130,418,540	16,103,120	114%
CAN	Expenses	56,699,100	64,808,442	8,109,342	114%
TFP	Expenses	17,329,488	18,806,155	1,476,667	109%
MM	Expenses	27,483,935	28,387,342	903,407	103%
MIDLAND	Expenses	8,153,475	10,101,287	1,947,812	124%
Consolidated Expenses		109,665,998	122,103,225	12,437,227	111%
CAN	EBIDA	3,160,375	5,577,761	2,417,386	176%
TFP	EBIDA	268,512	376,310	107,798	140%
MM	EBIDA	637,185	1,135,698	498,513	178%
MIDLAND	EBIDA	583,350	1,225,546	642,196	210%
Consolidated EBIDA		4,649,422	8,315,315	3,665,893	179%

Comments:

CAN – 340b Revenue is \$9.9M better than budget

TFP – Sales Revenue is \$1.5M better than budget

MM – Sales Revenue is \$1.4M better than budget

MID - Sales Revenue is \$2.5M better than budget

Overall Earnings is \$3,665,893 better than budget.

COVENANT: CASH FLOW LEVERAGE RATIO

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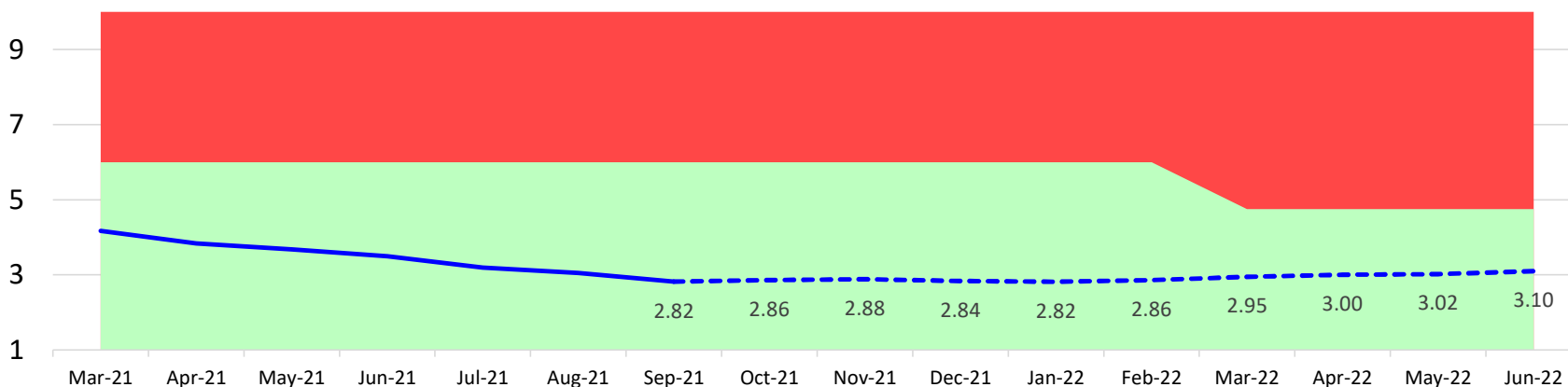
Cash Flow Ratio: Less than 6.00

September 30, 2021

	TOTAL
DIRECT DEBT	\$ 101,735,134
LESS DEBT RESERVES	\$ 10,561,342
LESS CASH ON HAND	\$ 15,191,343
SUM NET DEBT	\$ 75,982,449
<hr/>	
TTM EBITDA	\$ 26,969,680

LEVERAGE RATIO 2.82

- Debt as of Sept 30:
 - Bond: \$91,350,000
 - Sarasota Facility: \$6,225,007
 - King Air: \$1,631,203
 - SC Gregg Street: \$684,375
 - Midland: \$1,844,549
- Maximum Ratio Decreases:
 - 2022: **4.75**
 - 2023: **4.00**
 - 2024: **3.00**



COVENANT: FIXED CHARGE RATIO

COVENANT: FIXED CHARGE COVERAGE RATIO

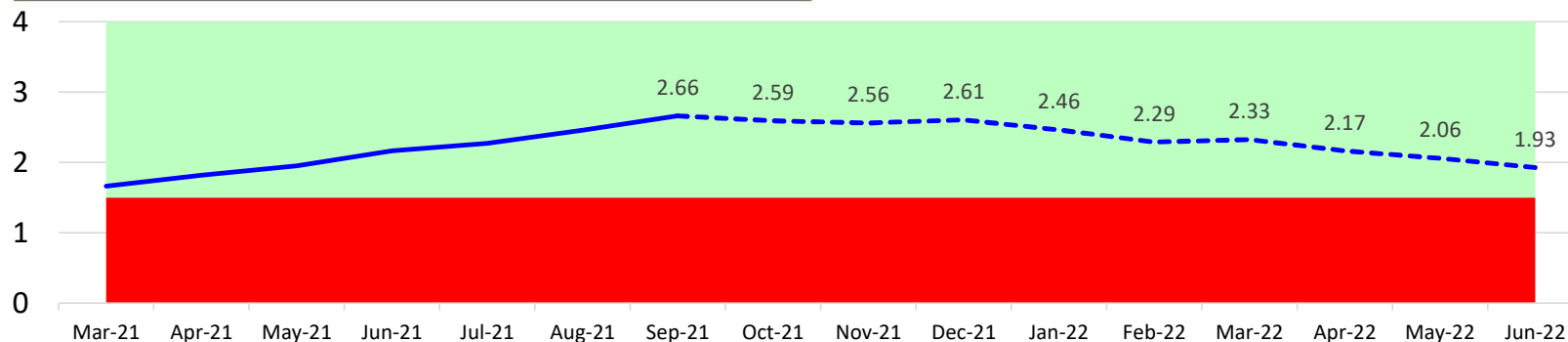
Fixed Charge Ratio not less than 1.50

September 30, 2021

	TOTAL
TTM EBITDA	\$ 26,969,680
(CASH TAX PAYMENT)	\$ (275,000)
(DIVIDENDS)	\$ -
TTM EBITDA (less Taxes, Dividends)	\$ 26,694,680
PRINCIPAL PAYMENTS	\$ 2,238,187
INTEREST PAYMENTS	\$ 5,176,210
LEASE PAYMENTS	\$ 442,018
RENT PAYMENTS	\$ 3,745,193
SUM	\$ 11,601,608

- Minimum Ratio Increases
 - 2023: **1.75**
 - 2024: **2.00**
- Fiscal Year End 2020-2021 Audit Adjusted Bond Interest payments to be accrued monthly vs paid in full each 6 months, resulting in a smoother Forecast.
- Dotted Blue Line Forecast Doesn't include New Clinic EBIDTA Adjustments, Non Recurring Expenses, and a conservatively budgeted monthly EBIDTA. Realistic Trends indicate a higher forecasted Ratio.

FIXED CHARGE COVERAGE RATIO 2.66



Questions?

