



INVESTOR PRESENTATION

June 8, 2021

- Additions to Senior Leadership
 - Brett McNeal, VP of Legal Affairs
 - Clark Woodruff, VP of IT
 - Olga Gramatica, Director of Partnership Development
 - Courtney Sherman, Director of CAN Cares

- New Clinic
 - Cape Coral – opening October 2021

- New Locations
 - New Denville location – opening November 2021

 - New Arlington TX Location – opening July 2021

 - New Ybor location – opening August 2021

- Mail Meds & Tampa Family Pharmacy Merger

- Potential New Contract Clinics

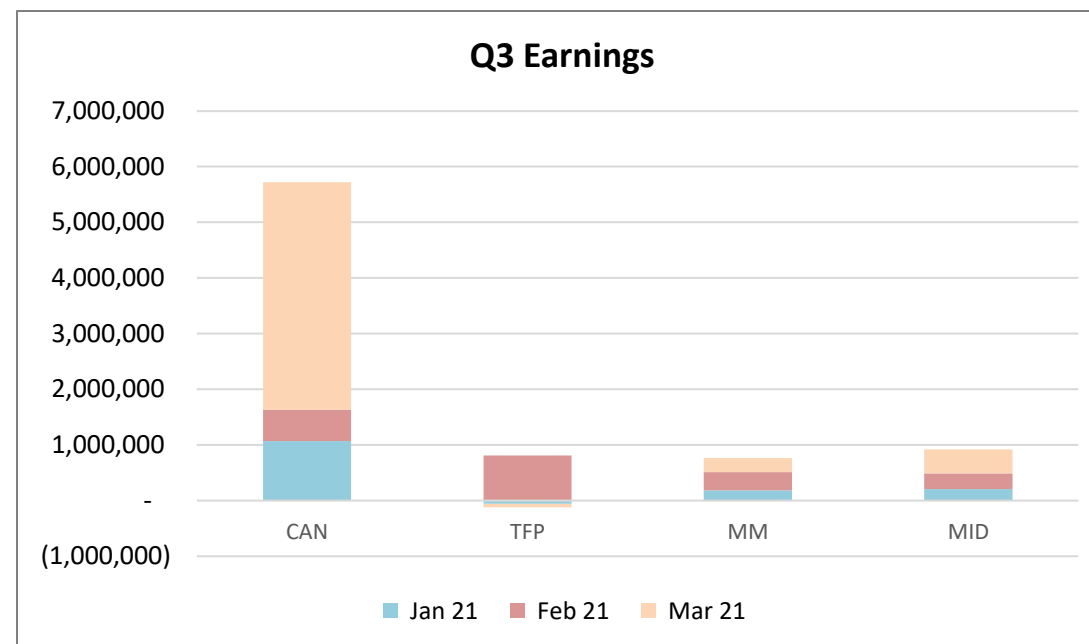
CONSOLIDATING P&L: Q3 (January 2021 - March 2021)



CAN COMMUNITY HEALTH, INC. & SUBSIDIARIES

Q3 March 31, 2021

	Q3 Mar 2020	Q3 Mar 2021	Incr/(Decr)
REVENUE			
340B REVENUE	47,695,204	53,285,681	5,590,477
SALES	49,889,938	48,228,843	(1,661,095)
SERVICE FEES	3,048,816	3,888,336	839,520
GRANTS	386,984	1,429,680	1,042,696
OTHER	452,995	371,218	(81,777)
TOTAL REVENUE	101,473,937	107,203,758	5,729,821
EXPENSES			
PHARMACY EXPENSES	76,739,861	77,833,881	1,094,020
PROGRAM EXPENSES	2,008,089	2,650,518	642,429
PROGRAM REVENUE SHARE	3,026,376	4,050,617	1,024,241
FACILITIES	1,275,450	1,323,155	47,705
INSURANCE	487,418	569,689	82,271
PERSONNEL	10,492,211	10,915,991	423,780
PROFESSIONAL	705,933	342,812	(363,121)
ADMINISTRATIVE	759,967	658,735	(101,232)
I.T.	498,473	514,799	16,326
TRAVEL	443,442	243,852	(199,590)
SUB TOTAL EXPENSES	96,437,220	99,104,049	2,666,829
EBITDA	5,036,718	8,099,710	3,062,992



COMPANY	Q3 Mar 2020	Q3 Mar 2021	Incr/(Decr)
CAN	3,780,485	5,722,823	1,942,338
TFP	(263,319)	691,947	955,265
MM	1,133,306	764,844	(368,462)
MIDLAND	386,246	920,096	533,850
EBITDA	5,036,718	8,099,710	3,062,992

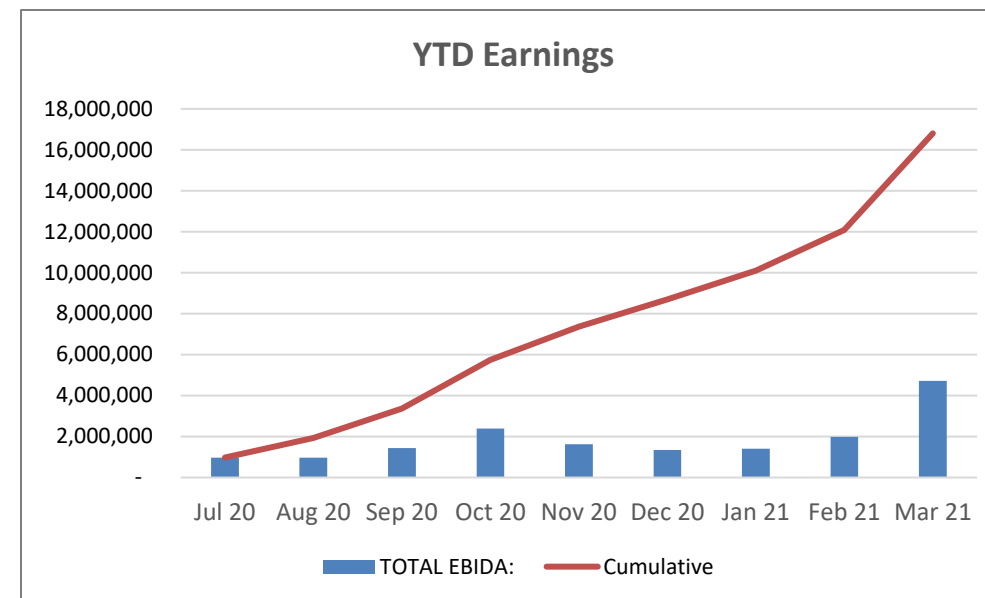
CONSOLIDATING P&L: FISCAL YTD (July 2020 - March 2021)



CAN COMMUNITY HEALTH, INC. & SUBSIDIARIES

YTD March 31, 2021

	YTD Mar 2020	YTD Mar 2021	Incr/(Decr)
REVENUE			
340B REVENUE	136,486,502	148,633,028	12,146,525
SALES	154,929,307	137,707,650	(17,221,657)
SERVICE FEES	9,591,527	9,762,201	170,675
GRANTS	1,311,516	2,428,731	1,117,214
OTHER	1,453,320	1,885,932	432,612
TOTAL REVENUE	303,772,171	300,417,541	(3,354,630)
EXPENSES			
PHARMACY EXPENSES	232,246,261	224,094,069	(8,152,191)
PROGRAM EXPENSES	5,777,034	7,010,591	1,233,558
PROGRAM REVENUE SHARE	9,308,840	10,185,650	876,810
INSURANCE	1,171,042	1,565,700	394,658
PERSONNEL	28,015,993	31,361,148	3,345,155
PROFESSIONAL	1,902,417	1,318,423	(583,994)
ADMINISTRATIVE	2,237,006	2,098,223	(138,783)
I.T.	1,162,656	1,484,148	321,492
TRAVEL	1,152,200	664,069	(488,131)
SUB TOTAL EXPENSES	286,270,931	283,618,971	(2,651,960)
EBITDA	17,501,240	16,798,570	(702,670)



COMPANY	YTD Mar 2020	YTD Mar 2021	Incr/(Decr)
CAN	11,653,851	12,307,954	654,103
TFP	(48,447)	750,758	799,205
MM	4,133,397	934,073	(3,199,325)
MIDLAND	1,762,439	2,805,786	1,043,347
EBIDA	17,501,240	16,798,570	(702,670)

CONSOLIDATING P&L: TTM April 2020 – March 2021



CAN COMMUNITY HEALTH, INC. & SUBSIDIARIES

TTM April 1, 2020 - March 31, 2021

	TTM Mar 2020	TTM Mar 2021	Incr/(Decr)
REVENUE			
340B REVENUE	180,049,091	195,967,088	15,917,997
SALES	209,742,988	182,662,135	(27,080,853)
SERVICE FEES	12,390,232	12,186,524	(203,708)
GRANTS	1,728,067	3,005,437	1,277,370
OTHER	1,209,943	2,847,453	1,637,510
TOTAL REVENUE	405,120,321	396,668,636	(8,451,685)
EXPENSES			
PHARMACY EXPENSES	311,046,474	295,611,813	(15,434,661)
PROGRAM EXPENSES	7,103,449	8,652,698	1,549,249
PROGRAM REVENUE SHARE	12,381,823	13,462,502	1,080,679
FACILITIES	4,198,613	5,084,032	885,419
INSURANCE	1,517,777	2,051,268	533,492
PERSONNEL	36,431,463	42,816,699	6,385,236
PROFESSIONAL	2,461,024	2,105,865	(355,160)
ADMINISTRATIVE	2,942,728	3,041,094	98,366
I.T.	1,543,367	1,998,365	454,998
TRAVEL	1,520,118	816,972	(703,146)
SUB TOTAL EXPENSES	381,146,836	375,641,307	(5,505,528)
EBITDA	23,973,486	21,027,329	(2,946,157)

COMPANY	TTM Mar 20	TTM Mar 21	Incr/(Decr)
CAN	14,785,296	15,228,805	443,509
TFP	270,784	270,889	105
MM	6,747,560	2,249,244	(4,498,317)
MIDLAND	2,169,845	3,278,391	1,108,546
EBITDA	23,973,486	21,027,329	(2,946,157)

CONSOLIDATING P&L: 2020-21 YE Projection



CAN COMMUNITY HEALTH, INC. & SUBSIDIARIES

fiscal year end 2020-2021 projection

	FY 2019-20	FY 2020-21	Incr/(Decr)
REVENUE			
340B REVENUE	183,820,563	203,556,208	19,735,645
SALES	199,790,978	186,461,430	(13,329,548)
SERVICE FEES	12,596,722	13,419,040	822,318
GRANTS	1,957,828	3,590,712	1,632,884
OTHER	2,532,999	2,091,296	(441,702)
TOTAL REVENUE	400,699,089	409,118,686	8,419,597

EXPENSES			
PHARMACY EXPENSES	303,671,190	304,489,113	817,922
PROGRAM EXPENSES	7,798,130	9,249,997	1,451,867
PROGRAM REVENUE SHARE	13,560,233	14,119,859	559,626
FACILITIES	4,673,373	5,323,644	650,271
INSURANCE	1,712,701	2,097,646	384,944
PERSONNEL	39,695,701	43,001,059	3,305,358
PROFESSIONAL	2,907,386	1,730,681	(1,176,704)
ADMINISTRATIVE	3,137,175	2,815,468	(321,707)
I.T.	1,724,560	2,031,746	307,185
TRAVEL	1,557,168	964,075	(593,092)
SUB TOTAL EXPENSES	380,437,617	385,823,289	5,385,671

EBITDA	20,261,472	23,295,397	3,033,925
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COMPANY	FY 2019-20	FY 2020-21	Incr/(Decr)
CAN	12,885,366	16,427,894	3,542,528
TFP	(468,019)	1,442,705	1,910,724
MM	5,609,080	1,698,917	(3,910,164)
MIDLAND	2,235,044	3,725,882	1,490,838
EBITDA	20,261,471	23,295,397	3,033,926

Fiscal YTD / Budget to actual all companies

BUDGET VS ACTUAL

Consolidated: CAN | TFP | MM

Mar 2021

Company	Type	YTD BUDGET	YTD ACTUAL	YTD VARIANCE	YTD % of Budget
CAN	Revenue	157,869,310	158,811,672	942,362	101%
TFP	Revenue	59,592,000	52,683,594	(6,908,406)	88%
MM	Revenue	72,118,269	71,788,860	(329,409)	100%
Consolidated	Revenue	289,579,579	283,284,126	(6,295,453)	98%

CAN	Expenses	150,064,187	146,503,756	(3,560,431)	98%
TFP	Expenses	57,239,009	51,932,836	(5,306,173)	91%
MM	Expenses	69,418,850	70,854,788	1,435,938	102%
Consolidated	Expenses	276,722,046	269,291,380	(7,430,666)	97%

CAN	EBIDA	7,805,123	12,307,916	4,502,793	158%
TFP	EBIDA	2,352,991	750,758	(1,602,233)	32%
MM	EBIDA	2,699,419	934,073	(1,765,347)	35%
Consolidated	EBIDA	12,857,533	13,992,746	1,135,213	109%

TFP / MM: Less than budget reasons:

- Mail Meds opened Pharmacies in SC, VA, Orlando, Phoenix. Slower anticipated growth due to COVID-19 & lack of new patient referrals.
- 340b savings in SC, VA, AZ delayed due to Pharmaforce
- Loss of 340b Account "Premier ID" ~2% Gross Revenue

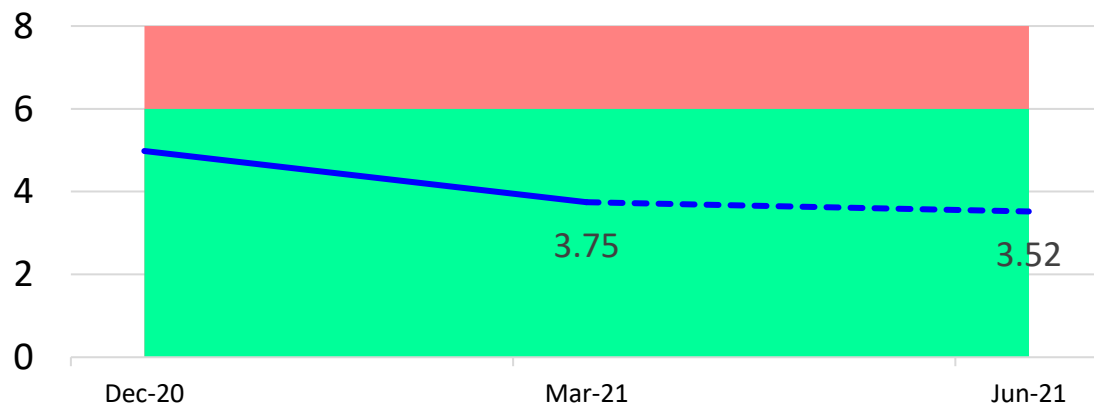
*midland budget not included

COVENANT: CASH FLOW LEVERAGE RATIO

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Cash Flow Ratio: Less than 6.00
March 31, 2021

	TOTAL
DIRECT DEBT	\$ 102,136,700
<i>LESS DEBT RESERVE</i>	\$ 7,764,750
<i>LESS EXCESS CASH FLOW RESERVE</i>	\$ 1,607,271
<i>LESS CASH ON HAND</i>	\$ 13,967,899
SUM NET DEBT	\$ 78,796,781
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TTM EBITDA	\$ 21,027,329
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LEVERAGE RATIO	3.75

- Debt as of March 31:
 - BOND: \$91,350,000
 - Sarasota Facility: \$6,395,005
 - King Air: \$1,739,742
 - SC Gregg Street: \$703,125
 - Midland: \$1,948,828
- Maximum Ratio Decreases:
 - 2022: **4.75**
 - 2023: **4.00**
 - 2024: **3.00**



COVENANT: FIXED CHARGE RATIO

COVENANT: FIXED CHARGE COVERAGE RATIO

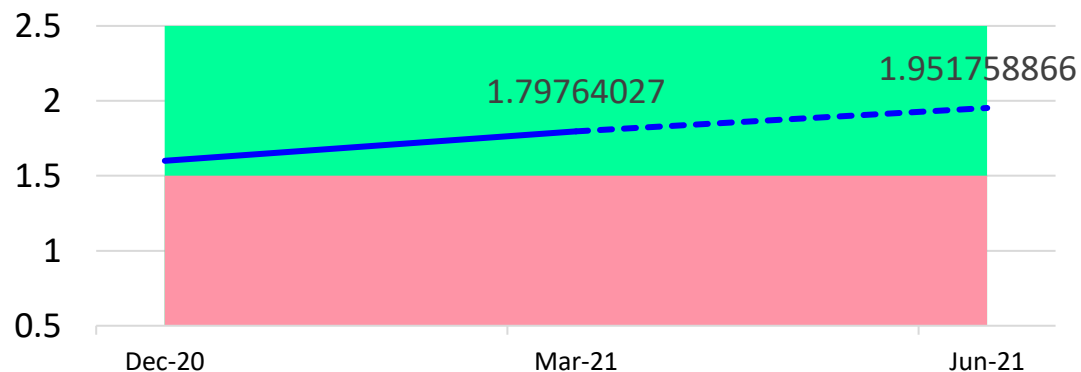
Fixed Charge Ratio not less than 1.50

March 31, 2021

	TOTAL
TTM EBITDA	\$ 21,027,329
(CASH TAX PAYMENT)	\$ (556,000)
(DIVIDENDS)	\$ (520,000)
TTM EBITDA (less Taxes, Dividends)	\$ 19,951,329
PRINCIPAL PAYMENTS	\$ 5,295,893
INTEREST PAYMENTS	\$ 4,304,443
LEASE PAYMENTS	\$ 404,131
RENT PAYMENTS	\$ 2,972,553
SUM	\$ 12,977,019

FIXED CHARGE COVERAGE RATIO 1.80

- Minimum Ratio Increases
 - 2023: **1.75**
 - 2024: **2.00**



Questions?

