

# **BofA Securities Leveraged Finance Conference**

December 1, 2021



## **Disclaimer Statement**



This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, Section 21E of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995 that involve risk and uncertainties. All statements in this presentation other than statements of historical fact, including statements regarding projections, expected operating results, and other events that depend upon or refer to future events or conditions or that include words such as "expects," "anticipates," "intends," "plans," "believes," "estimates," "thinks," and similar expressions, are forward-looking statements. Although the Company believes that these forward-looking statements are based on reasonable assumptions, these assumptions are inherently subject to significant economic and competitive uncertainties and contingencies, which are difficult or impossible to predict accurately and may be beyond the control of the Company. Accordingly, the Company cannot give any assurance that its expectations will in fact occur and cautions that actual results may differ materially from those in the forward-looking statements. A number of factors could affect the future results of the Company or the healthcare industry generally and could cause the Company's expected results to differ materially from those expressed in this presentation. These factors include, among other things: developments related to COVID-19, including, without limitation, related to the length and severity of the pandemic; the volume of canceled or rescheduled procedures; the volume of COVID-19 patients cared for across our health systems; the timing, availability and acceptance of effective medical treatments and vaccines; the spread of potentially more contagious and/or virulent forms of the virus, including any possible variants of the virus that may be resistant to currently available vaccines; measures we are taking to respond to the COVID-19 pandemic; the impact of government actions and administrative regulation on us, including with respect to vaccine mandates; changes in net revenue due to patient volumes, payor mix and negative macroeconomic conditions; increased expenses related to labor, supply chain, capital and other expenditures; workforce disruptions; and supply shortages and disruptions; uncertainty regarding the implementation of the CARES Act, the PPPHCE Act, the CAA, the ARPA and any other future stimulus measures related to COVID-19, including the magnitude and timing of any future payments or benefits we may receive or realize thereunder; general economic and business conditions, both nationally and in the regions in which we operate, including economic and business conditions resulting from the COVID-19 pandemic; the impact of current or future federal and state health reform initiatives, including, without limitation, the Affordable Care Act, and the potential for changes to the Affordable Care Act, its implementation or its interpretation (including through executive orders and court challenges); the extent to and manner in which states support increases, decreases or changes in Medicaid programs, implement health insurance exchanges or alter the provision of healthcare to state residents through regulation or otherwise; the future and long-term viability of health insurance exchanges and potential changes to the beneficiary enrollment process; risks associated with our substantial indebtedness, leverage and debt service obligations, including our ability to refinance such indebtedness on acceptable terms or to incur additional indebtedness, and our ability to remain in compliance with debt covenants; demographic changes; changes in, or the failure to comply with, federal, state or local laws or governmental regulations affecting our business, including any such laws or governmental regulations which are adopted in connection with the COVID-19 pandemic; potential adverse impact of known and unknown legal, regulatory and governmental proceedings and other loss contingencies, including governmental investigations and audits, and federal and state false claims act litigation; our ability, where appropriate, to enter into and maintain provider arrangements with payors and the terms of these arrangements, which may be further affected by the increasing consolidation of health insurers and managed care companies and vertical integration efforts involving payors and healthcare providers; changes in, or the failure to comply with, contract terms with payors and changes in reimbursement policies or rates paid by federal or state healthcare programs or commercial payors; any potential impairments in the carrying value of goodwill, other intangible assets, or other long-lived assets, or changes in the useful lives of other intangible assets; changes in inpatient or outpatient Medicare and Medicaid payment levels and methodologies; the effects related to the implementation of sequestration spending reductions pursuant to both the Budget Control Act of 2011 and the Pay-As-You-Go Act of 2010 and the potential for future deficit reduction legislation; increases in the amount and risk of collectability of patient accounts receivable, including decreases in collectability which may result from, among other things, self-pay growth and difficulties in recovering payments for which patients are responsible, including co-pays and deductibles; the efforts of insurers, healthcare providers, large employer groups and others to contain healthcare costs, including the trend toward value-based purchasing; increases in wages as a result of inflation or competition for highly technical positions and higher supply and drug costs due to market pressure from pharmaceutical companies and new product releases: liabilities and other claims asserted against us, including selfinsured malpractice claims; competition; our ability to attract and retain, at reasonable employment costs, qualified personnel, key management, physicians, nurses and other healthcare workers; trends toward treatment of patients in less acute or specialty healthcare settings, including ambulatory surgery centers or specialty hospitals or via telehealth; changes in medical or other technology; changes in U.S. GAAP; the availability and terms of capital to fund any additional acquisitions or replacement facilities or other capital expenditures; our ability to successfully make acquisitions or complete divestitures, our ability to complete any such acquisitions or divestitures on desired terms or at all, the timing of the completion of any such acquisitions or divestitures, and our ability to realize the intended benefits from any such acquisitions or divestitures; the impact that changes in our relationships with joint venture or syndication partners could have on effectively operating our hospitals or ancillary services or in advancing strategic opportunities; our ability to successfully integrate any acquired hospitals, or to recognize expected synergies from acquisitions; the impact of seasonal severe weather conditions, including the timing and amount of insurance recoveries in relation to severe weather events; our ability to obtain adequate levels of insurance, including general liability, professional liability, and directors and officers liability insurance; timeliness of reimbursement payments received under government programs; effects related to pandemics, epidemics, or outbreaks of infectious diseases, including the novel coronavirus causing the disease known as COVID-19 as noted above; the impact of cyber-attacks or security breaches; any developments with respect to the Corporate Integrity Agreement; the concentration of our revenue in a small number of states; our ability to realize anticipated cost savings and other benefits from our current strategic and operational cost savings initiatives; any changes in or interpretations of income tax laws and regulations; and the other risk factors set forth in our Annual Report on Form 10-K for the year ended December 31, 2020, filed with the Securities and Exchange Commission on February 18, 2021, and other public filings with the Securities and Exchange Commission.

The consolidated operating results for the three and nine months ended September 30, 2021, are not necessarily indicative of the results that may be experienced for any future periods. The Company cautions that the projections for calendar year 2021 set forth in this presentation are given as of the date hereof based on currently available information. The Company undertakes no obligation to revise or update any forward-looking statements, or to make any other forward-looking statements, whether as a result of new information, future events or otherwise.

The hospitals, operations, and businesses described in this document are owned and operated by distinct and indirect subsidiaries of Community Health Systems, Inc.

# **COMPANY OVERVIEW**



## **CHS** at a Glance



## **By The Numbers**

**84** Hospitals

**16** States

**500K**Annual Admissions

**2M**Annual ED Visits

**~\$12B**Revenue

- One of the largest publicly-traded hospital companies in the U.S.
- Owns and operates acute care hospitals and outpatient facilities
- Majority of hospitals located in regional networks or in close proximity to one or more CHS hospitals
- 90% of hospitals in markets with CSA population >50,000
- Strategic focus on faster growing states and markets

## **A Transformation Journey**



2017 - 2019

Strengthened
Our
Foundation

Divestiture Program In Progress

Strategic Imperatives
Introduced

Net Revenue Initiatives
Prioritized

Strategic Margin Improvement Program Initiated 2020

Transformation
Continued in a
Challenging Environment

Effectively Managed COVID-19

Completed Divestiture Program

Executed Growth and Margin Initiatives

Improved Capital
Structure / Lowered
Leverage

2021+

to Achieve
Enhanced Results

Net Revenue Growth

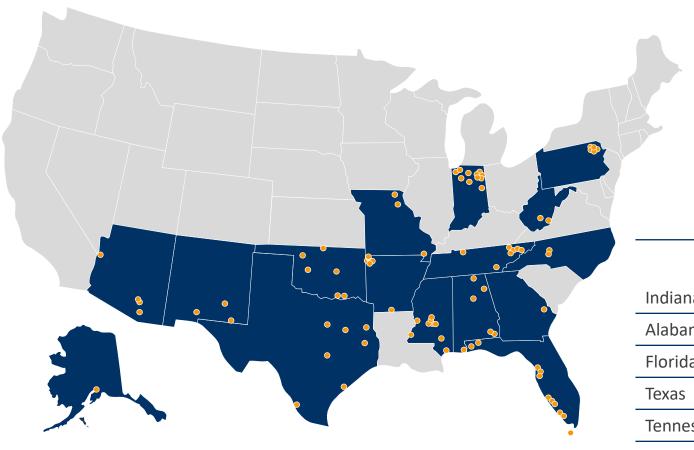
Increase Profitability and Expand Margins

Continue to Improve Positive Free Cash Flow

Reduce Leverage

# **A Stronger Portfolio**





**84** Hospitals

16 States

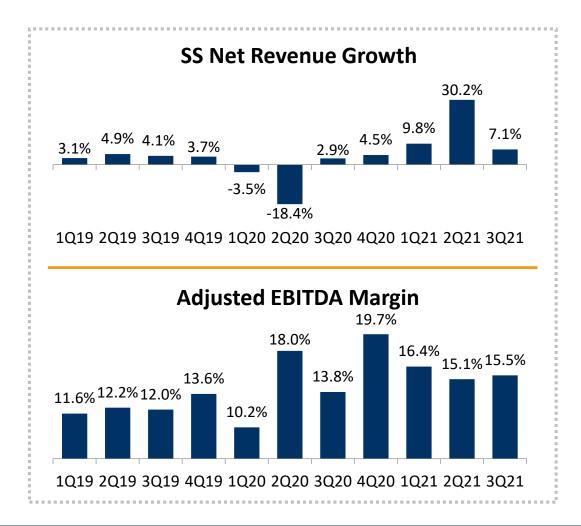
#### **TOP 5 STATES**

	Hospitals	% of Net Revenue
Indiana	11	16%
Alabama	6	13%
Florida	11	12%
Texas	7	11%
Tennessee	7	7%
TOTAL TOP 5		59%

Successfully transitioned the portfolio to larger population, higher growth markets with a well distributed and balanced revenue base.

# **Navigating Through COVID**





### **CHS Priorities**

### **Safety First**

- Patients, Staff, & Providers

### **Leverage Existing Investments**

- Tele-Health
- Transfer Center
- Supply Chain

Adaptive & Responsible Expense and Operations Management

Consistent recovery through 3Q21.

# GROWTH AND OPERATING STRATEGY



## **CHS Strategic Imperatives**











Strategic Imperatives align focus and resources with key drivers of success, leading to improved Adjusted EBITDA and margin growth.

# **Growth Priorities – Targeted Efforts**









Service Line Advancement



Medical Staff Development



Capital Prioritization

Actionable strategic plans and disciplined execution are prioritized throughout the organization.

# **Growth Priorities – Key Initiatives**











CHS Transfer
Center

Provider / Clinical
Outreach

Digital Consumer Engagement

Accountable Care Organizations

Company initiatives are being leveraged broadly across the portfolio.

### **Investments and Growth**



### **Current Ambulatory Locations**

**16** Freestanding Emergency Departments

**80+** Urgent Care / Walk-In / Retail Clinics

**600+** Physician Practice Locations

**41** Ambulatory Surgery Centers

**~650k** Telehealth Visits (annualized)

## **CHS Accountable Care Organizations**

**5,000+** Participating Providers

~300k Attributed Medicare Lives

**8 of 15** Achieved Shared Savings in Year 2

### **Growth Pipeline**



# **Comprehensive Market Analytics**

Ample De Novo Expansion Opportunities



# Acquisition & Joint Ventures

Active Development Underway



# On-Demand & Digital Channels

Telehealth, Online Scheduling

Focused on diversified ambulatory services growth.

## **Investments and Growth Cont.**



### **2018 – 2020 Investments**





New Tucson Micro-Hospital (Opened 4Q20)

LaPorte Replacement Hospital (Opened 4Q20)

>250 Incremental Inpatient Beds

Various Markets

>50 New Surgical / Procedural Suites

### **Growth Pipeline**

#### **Lutheran (Fort Wayne) Downtown Hospital**

Opens 4Q21

#### **Tucson East De Novo Hospital**

Opens 1Q22

### **Inpatient Facility Development**

De Novo and Expansion Projects

### **Service Line Expansion**

Cardiac, Neuroscience, Post Acute & Specialty

Targeted capital investments into high growth inpatient opportunities.

## FINANCIAL PERFORMANCE



## **Recent Accomplishments**



- 1 Core portfolio of hospitals well-positioned to drive EBITDA growth
  - Investing in transfer center, new access points, and other strategic initiatives to grow core markets
  - Strategic capital investments advancing competitive position
  - Completed announced portfolio rationalization program
- 2 Implementing key operational improvements
  - Net revenue enhancements
  - Leveraging Shared Service Center model to reduce administrative costs
  - Strategic contracting with suppliers and service providers
- 3 Ongoing balance sheet management and deleveraging
  - Over 2.0x reduction in total leverage since January 2020 notes offering with current leverage of ~6x
  - Reduced indebtedness by over \$1.3 billion
  - Reduced annual cash interest expense by ~\$210 million

CHS has strengthened its foundation for future profitability and growth.

## **Q3 2021 Financial Performance**



	Three Mon	ths Ended Sep	tember 30,		Nine Months Ended September 30,										
	2021	2020	Change		2021		2020	) Change							
Net Operating Revenues	\$ 3,115	\$ 3,126	-0.4%	:	9,135	\$	8,670	5.4%							
Adjusted EBITDA <sup>(1)</sup>	\$ 482	\$ 431	11.8%	\$	1,429	\$	1,194	19.7%							
Adjusted EBITDA Margin (1)	15.5%	13.8%	170 BPS		15.6%		13.8%	180 BPS							
Net Income (Loss) per Share, Excluding Adjustments <sup>(2)</sup>	\$ 0.69	\$ 0.18			\$ 1.29	\$	(0.55)								
Shares Outstanding (Weighted and Fully Diluted)	131	116			130		115								

<sup>(1)</sup> See the Unaudited Supplemental Information contained in this presentation for a definition of Adjusted EBITDA and a reconciliation of Adjusted EBITDA, as defined, to net income attributable to Community Health Systems, Inc. stockholders as derived directly from our condensed consolidated financial statements for the three and nine months ended September 30, 2021 and 2020 (slides 25 and 26). During the nine months ended September 30, 2021, pandemic relief funds of approximately \$102 million were recognized. During the nine months ended September 30, 2020, pandemic relief funds of approximately \$448 million were recognized.

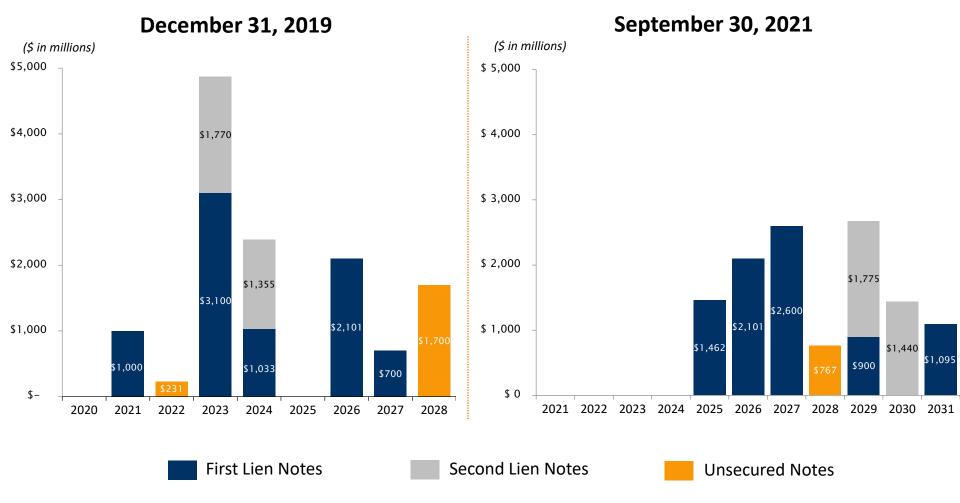
Note: Consolidated hospital count of 84 at 9/30/2021 versus 93 at 9/30/2020.

During 3Q21, approximately \$19M of pandemic relief funds from the CARES Act were recognized.

<sup>(2)</sup> See reconciliation of diluted net income (loss) per share, excluding adjustments, on slide 27.

## **Debt Maturity Profile**





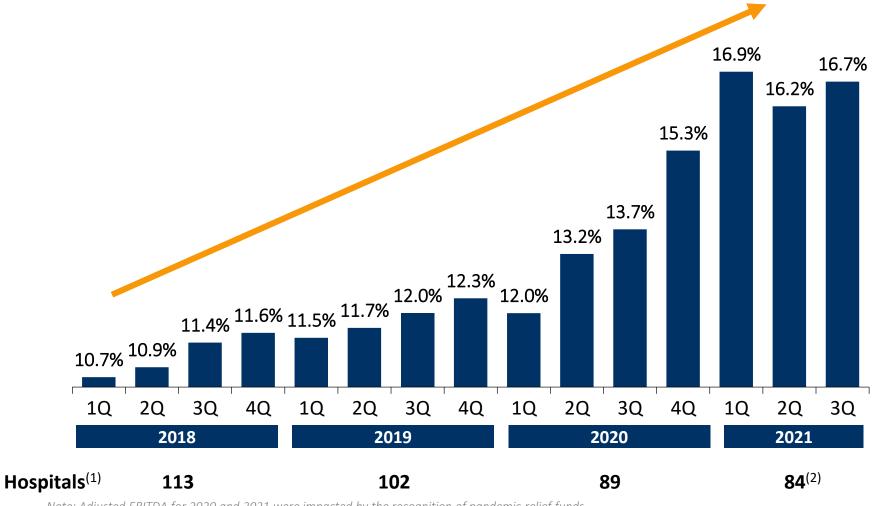
Note: Debt maturity profile does not include \$1 billion ABL Facility.

Through capital market transactions, the company has significantly extended debt maturities and lowered annual cash interest.

## **Adjusted EBITDA Margin Expansion**



### Rolling 12 Months - Adjusted EBITDA Margin



Note: Adjusted EBITDA for 2020 and 2021 were impacted by the recognition of pandemic relief funds.

<sup>(1)</sup> Represents number of hospitals at year end for each period.

<sup>(2)</sup> At September 30, 2021.

## **Medium-Term Financial Goals**



- Execute net revenue growth initiatives
- Leverage strategic margin improvement program to achieve 15%+ Adjusted EBITDA margins
- Deliver positive free cash flow annually
- Reduce leverage below 6x

Focused on financial goals to deliver increased stakeholder value.

# APPENDIX: Other Financial Information



## **Unaudited Supplemental Information**



EBITDA is a non-GAAP financial measure which consists of net income attributable to Community Health Systems, Inc. before interest, income taxes, and depreciation and amortization. Adjusted EBITDA, also a non-GAAP financial measure, is EBITDA adjusted to add back net income attributable to noncontrolling interests and to exclude loss (gain) from early extinguishment of debt, impairment and (gain) loss on sale of businesses, gain on sale of investments in unconsolidated affiliates, (income) expense related to government and other legal settlements and related costs, expense incurred in the fourth quarter of 2020 related to the settlement of certain professional liability claims for which the third-party insurers' obligation to insure the Company against the underlying loss is being litigated, expense related to employee termination benefits and other restructuring charges, expense from settlement and fair value adjustments on the CVR agreement liability related to the HMA legal proceedings and related legal expenses, the impact of changes in estimate to increase the professional liability claims accrual recorded during the second quarter of 2019 (which estimate was further revised in the third quarter of 2019 based on updated actuarial analysis) with respect to claims incurred in 2016 and prior years, and expense related to the valuation allowance recorded in the second quarter of 2019 to reserve the outstanding balance of a promissory note received from the buyer in connection with the sale of two of the Company's hospitals in 2017, as well as income from a reduction of the valuation allowance on the outstanding balance of a promissory note from the buyer of another hospital. The Company has from time to time sold noncontrolling interests in certain of its subsidiaries or acquired subsidiaries with existing noncontrolling interest ownership positions. The Company believes that it is useful to present Adjusted EBITDA because it adds back the portion of EBITDA attributable to these third-party interests and clarifies for investors the Company's portion of EBITDA generated by continuing operations. The Company reports Adjusted EBITDA as a measure of financial performance. Adjusted EBITDA is a key measure used by management to assess the operating performance of the Company's hospital operations and to make decisions on the allocation of resources. Adjusted EBITDA is also used to evaluate the performance of the Company's executive management team and is one of the primary metrics used in connection with determining shortterm cash incentive compensation and the achievement of vesting criteria with respect to performance-based equity awards. In addition, management utilizes Adjusted EBITDA in assessing the Company's consolidated results of operations and operational performance and in comparing the Company's results of operations between periods. The Company believes it is useful to provide investors and other users of the Company's financial statements this performance measure to align with how management assesses the Company's results of operations. Adjusted EBITDA also is comparable to a similar metric called Consolidated EBITDA, as defined in the Company's asset-based loan facility (the "ABL Facility"), which is a key component in the determination of the Company's compliance with certain covenants under the ABL Facility (including the Company's ability to service debt and incur capital expenditures), and is used to determine the interest rate and commitment fee payable under the ABL Facility (although Adjusted EBITDA does not include all of the adjustments described in the ABL Facility). Adjusted EBITDA includes the Adjusted EBITDA attributable to hospitals that were divested during the course of such year, but in each case solely to the extent relating to the period prior to the consummation of the applicable divestiture.

Adjusted EBITDA is not a measurement of financial performance under U.S. GAAP. It should not be considered in isolation or as a substitute for net income, operating income, or any other performance measure calculated in accordance with U.S. GAAP. The items excluded from Adjusted EBITDA are significant components in understanding and evaluating financial performance. The Company believes such adjustments are appropriate as the magnitude and frequency of such items can vary significantly and are not related to the assessment of normal operating performance. Additionally, this calculation of Adjusted EBITDA may not be comparable to similarly titled measures presented by other companies.

# **Unaudited Supplemental Information**



The following table reflects the reconciliation of Adjusted EBITDA, as defined, to net income attributable to Community Health Systems, Inc. stockholders as derived directly from the condensed consolidated financial statements (in millions):

		nths Ended nber 30,		nths Ended nber 30,			
	2021	2020	2021	2020			
Net income attributable to Community Health Systems, Inc. stockholders Adjustments:	\$ 111	\$ 112	\$ 52	\$ 200			
Provision for (benefit from) income taxes	10	20	132	(221)			
Depreciation and amortization	137	139	408	424			
Net income attributable to noncontrolling interests	33	16	94	54			
Interest expense, net	216	257	666	779			
Loss (gain) from early extinguishment of debt	-	(115)	79	(111)			
Impairment and (gain) loss on sale of businesses, net	1	(7)	24	48			
Expense from government and other legal settlements and related costs	-	-	-	4			
Expense from settlement and legal expenses related to cases covered by the CVR	-	-	-	2			
Expense related to employee termination benefits and other restructuring charges	-	9	-	15			
Gain on sale of investments in unconsolidated affiliates	(26)	-	(26)	-			
Adjusted EBITDA	\$ 482	\$ 431	\$ 1,429	\$ 1,194			

# **Unaudited Supplemental Information**



The following table reflects the reconciliation of Adjusted EBITDA, as defined, to net (loss) income attributable to Community Health Systems, Inc. stockholders as derived directly from the condensed consolidated financial statements (in millions):

	2017					2018 2019										20:	20	2021							
	Q	1	Q2	Q3	Q4	Q1	Q2	Q3		Q4	Q.	1	Q2	Q3	Q4	Q1	Q2	c	13	Q4		Q1	Q2	Q	3
Net (loss) income attributable to Community Health Systems, Inc. stockholders	\$ (199	9) \$	(137)	\$ (110)	\$ (2,013)	\$ (25)	\$ (110)	\$ (325	) \$ (3	328)	\$ (118	) \$	(167) \$	(17)	\$ (373)	\$ 18 \$	\$ 70	\$ 1	12 \$	311	\$	(64) \$	6	\$ 1	111
Adjustments:																									-
Provision for (benefit from) income taxes		-	(15)	(59)	(375)	(7)	(38)	104		(70)	7		(3)	(74)	231	(183)	(58)	2	20	37		69	54	1	10
Depreciation and amortization	236	6	223	206	196	181	177	173		169	153		153	151	152	144	141	13	39	134		138	133	13	7
Net income attributable to noncontrolling interests	22	2	15	20	6	19	19	17		29	17		21	19	27	16	23		16	41		29	31	3	3
Loss from discontinued operations		1	6	2	3	-		-		-	-		-	-	-	-	-		-	-		-	-		-
Interest expense, net	229	9	239	238	225	228	235	256	2	257	257		265	259	259	262	260	25	57	252	:	231	219	21	16
Loss (gain) from early extinguishment of debt	2	1	10	4	5	4	(64)	27		1	31		-	-	23	4	-	(1	15)	(207)		71	8		-
Impairment and (gain) loss on sale of businesses, net	250	)	80	33	1,760	28	174	112	3	354	38		33	(1)	68	45	10		(7)	(1)		21	2		1
Change in estimate for contractual allowances and provision for bad debts		-	-	-	591	-	-	-		-	-		-	-	-	-	-		-	-		-	-		-
(Income) expense from government and other legal settlements and related costs	(4	1)	7	1	1	5	1	2		2	5		4	26	58	2	2		-	(4)		-	-		-
Expense from settlement of professional liability claims for which the third-party insurers' obligation to insure the Company for the underlying loss is being litigated		-	-	-	-	-	-	-		-	-		-	-	-	-	-		-	50		-	-		-
Expense from settlement and fair value adjustments and legal expenses related to cases covered by the CVR	7	7	5	(6)	-	5	4	4		1	1	I	2	7	1	1	1		-	-		-	-		-
Expense related to the sale of a majority interest in home care division		1	-	-	-	-	-	-		-	-		-	-	-	-	-		-	-		-	-		-
Expense related to employee termination benefits and other restructuring charges		-	2	2	10	2	13	2		4	-		1	-	1	-	5		9	1		-	-		-
Change in valuation allowances recorded for promissory notes		-	-	-	-	-	-	-		-	-		23	(2)	-	-	-		-	-		-	-		-
Change in estimate for professional liability claims accrual		-	-	-	-	-	-	-		-	-		70	20	-	-	-		-	-		-	-		-
Gain on sale of investments in unconsolidated afiliates						-				-			-	-		-			-			-		(2	6)
Adjusted EBITDA	\$ 527	7 \$	435	\$ 331	\$ 409	\$ 440	\$ 411	\$ 372	\$	419	\$ 391	\$	402 \$	388	\$ 447	\$ 309 \$	454	\$ 4	31 \$	614	\$ 4	95 \$	453	\$ 48	2
Net Revenue	\$ 4,486	5 \$ 4	I,144	\$ 3,666	\$ 3,650	\$ 3,689	\$ 3,562	\$ 3,451			\$ 3,376		3,302 \$		\$ 3,286		\$ 2,519			3,119	\$ 3,	013 \$	3,007	\$ 3,11	 15