

3Q 2017 Update



SURGERY PARTNERS

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# Company Overview

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# NSH Acquisition Completed



During Q3 2017, Surgery Partners completed the acquisition of National Surgical Healthcare, a natural combination expanding our outpatient capabilities in healthcare delivery

- ✓ Largest standalone, independent surgical services company in the United States
- ✓ Expanded musculoskeletal capabilities in complex procedures as well as continuum of care breadth
- ✓ Payor-focused engagement strategy to address industry needs for cost of higher acuity cases
- ✓ Shared "in network" approach (limited OON exposure <3% of revenue)
- ✓ Shared "patient first" mentality among companies
- ✓ Expanding our national network with >1,200 new physicians

**124** surgical facilities  
across 32 states

**~\$1.7** billion  
combined LTM revenue

**~\$250** million  
combined LTM EBITDA

**~\$20** million of  
identified synergies

# New Long-Term World Class Shareholder



During Q3 2017, Bain Capital acquired all Common Stock held by H.I.G. Capital and partner with Surgery Partners as the Company's largest shareholder

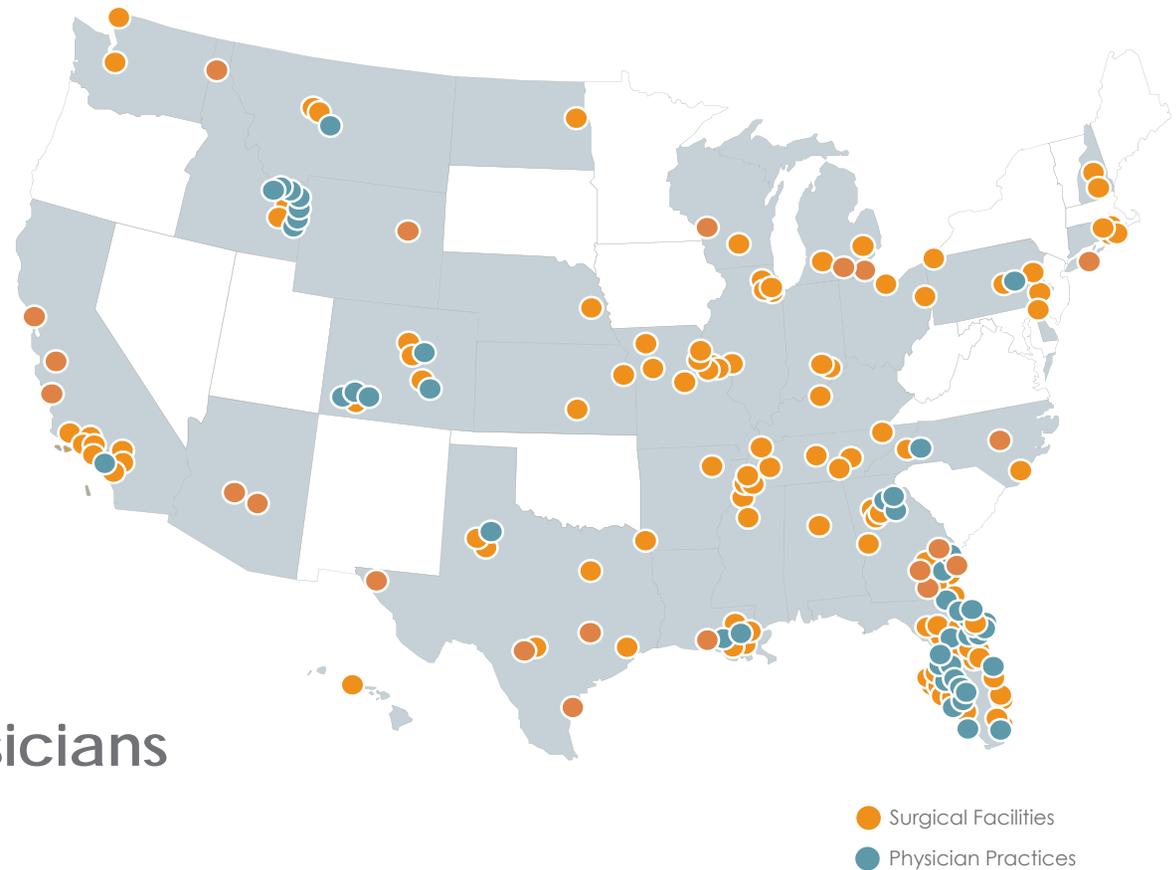
- ✓ Partnering with one of the world's leading multi-asset investment firms with approximately \$75 billion AUM
- ✓ One of the leading investors in the Healthcare sector
- ✓ Extensive experience across the healthcare value chain
- ✓ Strategic investment validating secular trends and dynamics in healthcare favoring low-cost providers



# Surgery Partners Today

## National Network of Healthcare Facilities

- 106 ASCs
- 18 Surgical Hospitals
- 60 Physician Practices
- ✓ Facilities in 32 States
- ✓ >5,000 Affiliated Physicians
- ✓ Ancillary Services Infrastructure



# Premier Musculoskeletal Platform

**2x**

increase in hip  
revision procedures  
projected by 2026

**\$7BN**

annual Medicare  
spend on total joint  
procedures

**100 million**

Adults in the United  
States with chronic  
pain

- 
- ✓ First branded national musculoskeletal practice management company
  - ✓ Well positioned for opportunity to capture total-joint replacement procedures in O/P setting
  - ✓ Expanded network of total joint, orthopedic and spine capabilities
  - ✓ Front-end of industry trend toward moving high complexity cases to short stay settings
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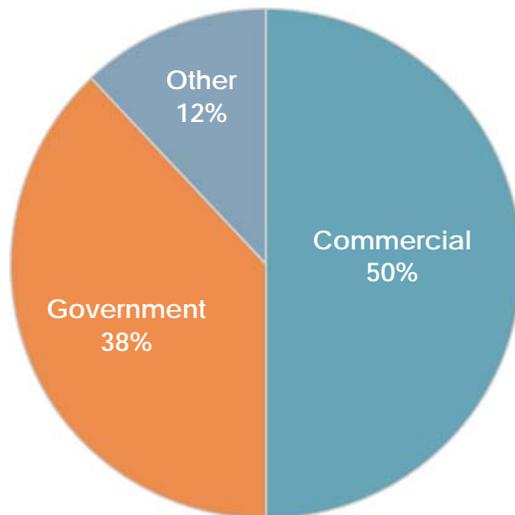


# Diversified Pro Forma Business Mix

## Delivers Stability and Robust Opportunity for Growth

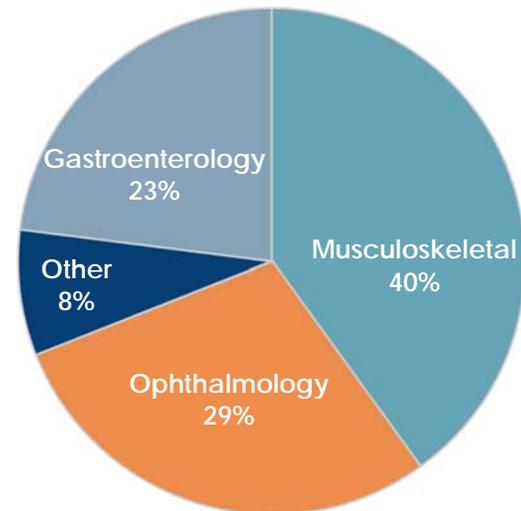
### Payor Mix

Net Revenue by Payor



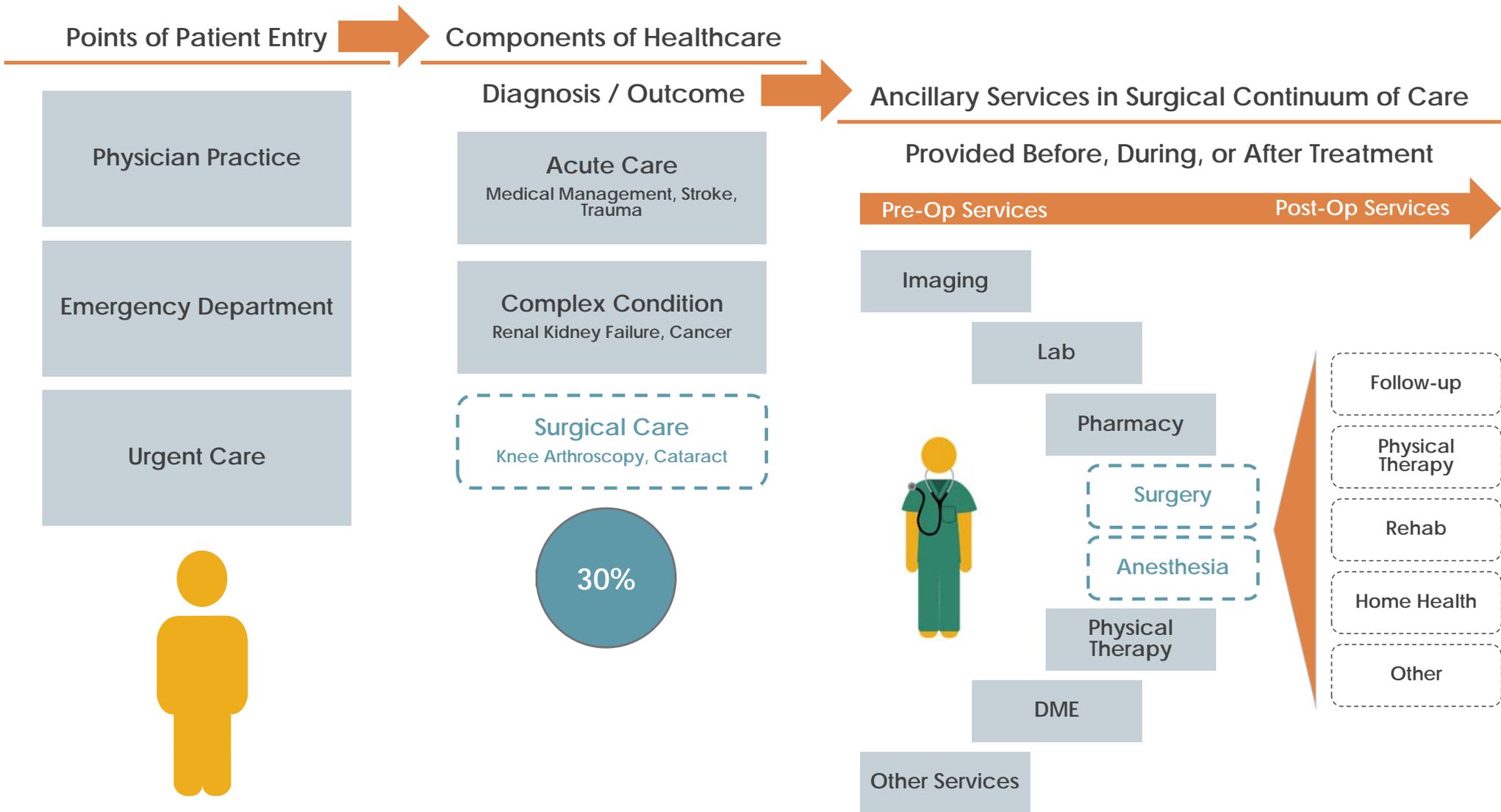
### Specialty Mix

Volume



# A Delivery Model that is Part of the Solution

Solving for cost containment in the surgical continuum of care



# Creating a Win-Win-Win Value Proposition

## A Physician-Centric Value Proposition Designed to Drive High Quality Patient Care in a Low Cost Setting

### Patients

- Convenient, comfortable and cost-efficient settings
- Superior clinical outcomes and increasing patient satisfaction while reducing costs

### Physicians

- Flexible approach to physician engagement: employment, partnership, affiliation
- Convenient and efficient surgical facilities
- Differentiated care delivery model enhancing care coordination, quality, outcomes

### Payors

- Outpatient care at significantly lower cost than general acute care hospitals
- OIG estimates \$12bn Medicare savings shifting outpatient surgery to an ASC setting

# Growth Opportunities in Action



# Track Record of Growth and Integration

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	2011	2014	2016PF
Year:	2011	2014	2016PF
Facilities:	49 <sup>(2)</sup>	102 <sup>(2)</sup>	124
Revenue:	\$260mm <sup>(2)</sup>	\$871mm <sup>(2)</sup>	~\$1.7bn

- Establishment of strong business foundation and services platform
- NovaMed added 37 surgical facilities and ancillary optical services to the platform
- Diversified geography and specialty mix
- Initial expansion into vertical integration

- Business diversification and services expansion focused on multi-specialty
- Launched diagnostic lab services (Logan Labs) in 2012
- Symbion added 55 surgical facilities and significantly increasing ancillary expansion targets
- IPO – October 2015

- Complementary expansion of multi-specialty capabilities
- Diversifies footprint and expands services to broaden breath of key service line offerings
- Provides significant opportunity to further adapt to changing dynamics in healthcare by further solving for cost and quality

# Financial Update

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# Q3 2017 Performance Review

## Q3 Financial Performance & Trends

- Q3 2017 Revenues of \$306.3 million increased 8.4% compared to third quarter of 2016 of \$282.7 million
  - 111,674 cases; \$2,743 revenue per case
  - On a normalized basis, total revenue increased 16.7% to \$330.0 million
- Achieved 2.9% normalized same-facility revenue growth, comprised of:
  - Same-facility case volume declined 0.3%
  - Same-facility net revenue per case increased 3.3%
- Q3 2017 Adjusted EBITDA of \$43.1 million compared to third quarter of 2016 Adjusted EBITDA of \$44.7 million
  - Adjusted EBITDA margins of 13.1%, reflecting an increase in our medical supply and implant costs primarily driven by higher acuity cases

## YTD Financial Performance & Trends

- Total revenues year to date 2017 increased 4.9% to \$880.9 million from \$839.4 million for the same period last year
- On a normalized basis and including the pro forma effect of the NSH acquisition, same-facility revenues increased 5.7% year to date
  - Same-facility case volume increased 1.3%
  - Same-facility net revenue per case increased 4.3%

## Guidance

- Including the partial year impact of the NSH acquisition, which is performing as anticipated, revenue is expected to be in the range of \$1.30 billion to \$1.33 billion and Adjusted EBITDA is expected to be in the range of \$178 million to \$185 million

# Key Corporate Initiatives

## Organizational Focus

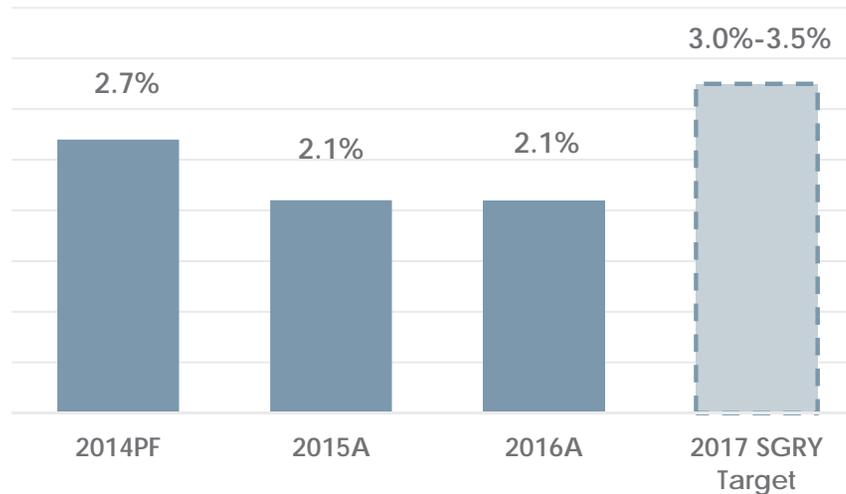
- ✓ Integrating **NSH** to achieve the scale benefits of a larger more diversified organization
- ✓ Focusing efforts on **core outpatient surgical facilities** by driving performance improvements to achieve increased same-facility growth and enhanced margins
- ✓ Evaluating and completing **accretive acquisitions** of short-stay surgical facilities

## Initiatives to Accelerate Same-Facility Growth

- ✓ Expanding our dedicated **recruitment** team and enhancing our marketing capabilities, including total joints
- ✓ Implementing **procurement initiatives** to improve margins by harnessing the purchasing power of the combined entities and utilizing best practices across the organization
- ✓ Leveraging **enhanced analytical tools** to fully understand, evaluate, and act on the opportunities for margin improvements across all locations and procedures

# Consistent Cash Flow Attributes

## Capital Expenditures<sup>(1)</sup> (% of Revenue)



- Low historical maintenance capex as a percentage of net revenue of ~3%
- Growth capex has been strategically deployed to fund core surgical initiatives, new practice acquisitions, and internal development of ancillary operations

## Normalized Free Cash Flow

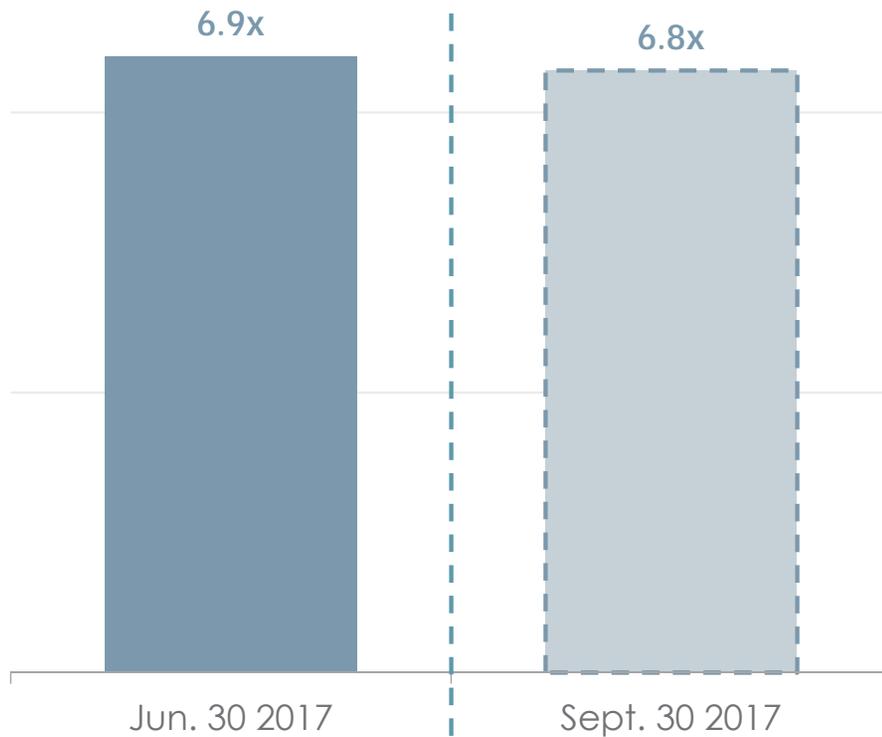
## Free Cash Flow<sup>(2)</sup> (\$mm)



- Stable cash flows diversified across specialties, business lines, and geographies
- Ancillary services benefit consolidated margins
- History of disciplined cash flow management

# Capital Structure

## Leverage<sup>(1)</sup>



## Pre- and Post-NSH Acquisition Leverage

## Capitalization Table

(\$ in thousands)

		Actual
<b>Cash</b>	\$	199.6
Indebtedness:		
Revolving Credit Facility	\$	-
1st Lien Term Loan	\$	1,290.0
<b>Total Secured Debt</b>	<b>\$</b>	<b>1,290.0</b>
Senior Unsecured Notes (2021)	\$	400.0
Senior Unsecured Notes (2025)	\$	370.0
Facility Level & Other Debt	\$	130.7
<b>Total Net Debt</b>	<b>\$</b>	<b>1,991.1</b>
Covenant EBITDA	\$	291.8
Leverage Ratio		6.8x

# Concluding Remarks

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