UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): August 17, 2021

Surgery Partners, Inc.

(Exact Name of Registrant as Specified in Charter)

001-37576

(Commission File Number)

47-3620923 (IRS Employer Identification No.)

Delaware (State or Other Jurisdiction of Incorporation)

> **310 Seven Springs Way, Suite 500 Brentwood, Tennessee 37027** (Address of Principal Executive Offices) (Zip Code)

> > (615) 234-5900

(Registrant's Telephone Number, Including Area Code)

Not Applicable

(Former Name or Former Address, If Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

□ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Dere-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered		
Common Stock, par value \$0.01 per share	SGRY	The Nasdaq Global Select Market		

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company \Box

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01 Regulation FD Disclosure.

Over the course of the next several weeks, Surgery Partners, Inc. (the "<u>Company</u>") management intends to meet with investors and analysts to provide an update on the strategy and execution of the Company. During these meetings, management may discuss information contained in the Company's updated Investor Presentation, dated August 2021, a copy of which is furnished as Exhibit 99.1 to this Current Report on Form 8-K. Beginning on August 17, 2021, a copy of the Investor Presentation can also be found in the Investors section of the Company's website at <u>www.surgerypartners.com</u>.

The information in this Current Report and in the accompanying exhibit is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "<u>Exchange Act</u>") or otherwise subject to the liabilities under that Section and shall not be deemed to be incorporated by reference into any filing of the Registrant under the Securities Act of 1933, as amended, or the Exchange Act.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

Exhibit No.	Description
<u>99.1</u>	Investor Presentation, dated August 2021
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: August 17, 2021

Surgery Partners, Inc.

By: /s/ Thomas F. Cowhey Name: Thomas F. Cowhey Title: Executive Vice President and Chief Financial Officer

SURGERY PARTNERS

Investor Presentation – August 2021



Legal Disclaimer

Forward-Looking Statements

Statements contained in this presentation, other than statements of historical fact, are forward-looking statements. In some cases, you can identify forward-looking statements by terms such as "may," "will," "should," "could," "would," "expects," "plans," "anticipates," "believes," "estimates," "projects," "predicts," "predicts," "potential," or the negative of those terms, and similar expressions and comparable terminology intended to identify forward-looking statements. These forward-looking statements include, without limitation, statements regarding the anticipated timing and strength of the opportunities available to Surgery Partners, Inc. and its subsidiaries (the "Company"), as well as the future financial position of the Company, including financial targets, business strategy, plans and objectives for future operations and future operating results and cash flows. These statements are subject to risks and uncertainties, including, without limitation: the duration and severity of the COVID-19 outbreak in the United States and the regions in which we operate; the impact to the state and local economies of prolonged restrictions as a result of the pandemic generally, our ability to respond nimbly to challenging economic conditions; the unpredictability of our case volume both in the current environment and if and when restrictions are eased; our ability to reserve raise sufficient funds to continue operations throughout this period of uncertainty; the impact of our cost-cutting measures on our future performance; our ability to cause distributions from our subsidiaries; the impact of our portfolio optimization efforts; our ability to control; and the responsivered adverse weather conditions; and other evenue growth on the timeline anticipated, if at al; our ability to successfully integrate acquisitions; our ability to successfully integrate acquisitions; on ability to successfully integrate acquisitions; on the upper of adverse weather conditions; and other evenue growth on the time to firme in our reports

Data and Information Contained in this Presentation

This presentation also contains market research, estimates and forecasts, which are inherently subject to uncertainties and actual events or circumstances may differ materially from events and circumstances reflected in this information. Certain data in this presentation was obtained from various external sources, and neither the Company nor its affiliates, advisers or representatives has verified such data with independent sources. Accordingly, neither the Company nor any of its affiliates, advisers or representations as to the accuracy or completeness of that data or has any obligation to update such data after the date of this presentation. Such data involves risks and uncertainties and is subject to change based on various factors. The trademarks included herein are the property of the owners thereof and are used for reference purposes only. Such use should not be construed as an endorsement of the products or services of such owners.

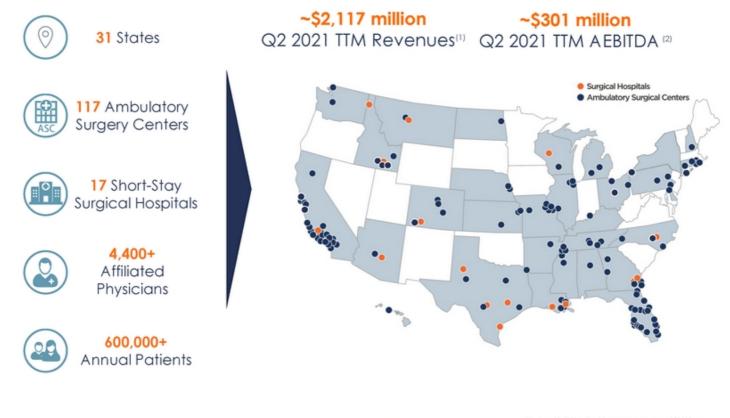
Non-GAAP Financial Measures

This presentation contains certain non-GAAP financial measures. A "non-GAAP financial measure" is defined as a numerical measure of a company's financial performance that excludes or includes amounts so as to be different than the most directly comparable measure calculated and presented in accordance with GAAP in the statements of income, balance sheets or statements of cash flow of the company. We present non-GAAP financial measures when we believe that the additional information is useful and meaningful to investors. Non-GAAP financial measures do not have any standardized meaning and are therefore unlikely to be comparable to similar measures presented by other companies. The presentation of non-GAAP financial measures is not intended to be a substitute for, and should not be considered in isolation from, the financial measures reported in accordance with GAAP. Reconciliations of these non-GAAP measures are included in our filings with the SEC and on slide 45.

Surgery Partners Introduction

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Surgery Partners is the Leading Independent Surgery Center Operator...



 June 30, 2021 trailing 12 month Adjusted E8ITDA. See page 45 for reconciliation to the comparable GAAP measure Note: Q2 2021 SEC reported ASC count of 106 based on Tax Identification Number

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...And is the Only Opportunity to Invest Directly in a Pure-Play of National Size and Scale

	Surgical Facility Revenue ⁽¹⁾		Parent	Number of Surgical		Specialty Focus
	Revenue	% of Total	Company	Facilities ⁽²⁾		
SURGERY PARTNERS	\$2.1B	(95%+)	Public Only Pure-Play Surgery Center Operator	134		MSK, Cardiovascular, Ophthalmology & Gl
AMSURG	\$1.3B	~15%	Private Division of Envision	250+		Gastrointestinal
SCA Surgical Care Affiliates*	\$2.5B+	~1%	Division of UHG	250+	1	MSK & Cardiovascular
HCA Hospital Corporation of America*	NA	NA	Division of HCA	140+	•	
	\$2.5B	~15%	Division of Tenet	341		MSK

 Surgery Partners data reflects 6/30/21 LTM net revenues of \$2,117M, Envision based on LTM 6/30/2018 data, SCA revenues based on CFO.com article 5/15/2019 and Tenet based on 6/30/21 LTM net revenue pro forma for SCD acquisition per 22 2021 earnings press release.
 Reflects latest available data from company websites: Tenet data is pro forma for SCD acquisition based on 2Q 2021 earnings press release. Note: Based on most recent publicly available data

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We Have a Diversified Mix, Focused on High Value-Add Specialties, Supported by an Aging Population...



Over 50% of Net Revenue From Musculoskeletal Procedures

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(1) Includes pain management.
(2) Includes cardiology. ENT, general surgery, plastic surgery, and other. Note: Case mix is based on trailing 12 months ended 6/30/21

And are Positioned to Pursue the \$150B+ Total Addressable Market (TAM)



Targeting Long-Term Double-Digit Growth

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Note: Management's estimate of total addressable market consists of \$558+ HOPD surgical market, \$358+ ASC market, and \$608 of inpatient surgical cases with patential to move to outpatient setting.



Surgery Partners Investment Highlights

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Surgery Partners Investment Highlights



Over \$150B Total Addressable Market (TAM)



Several near and long-term catalysts to capture this opportunity

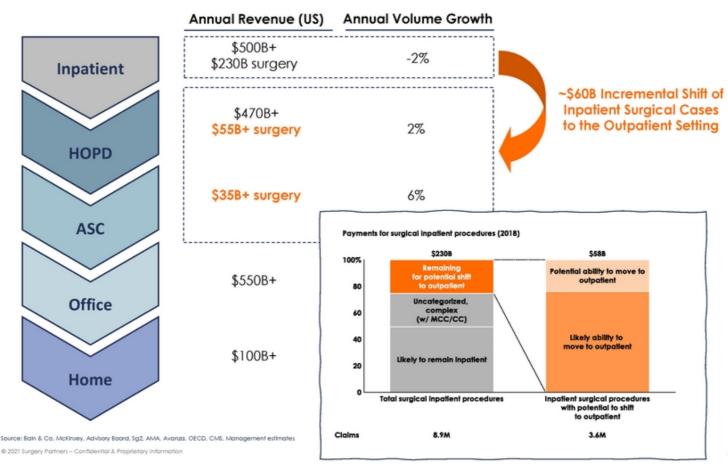
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Note: Management's estimate at total addressable market consists of \$558+ HOPD surgical market, \$358+ ASC market, and \$408 of inpotient surgical cases with potential to move to outpatient setting.

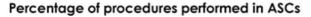
TAM: Over \$90B Outpatient Surgical Market and ~\$60B of Cases Migrating to Outpatient

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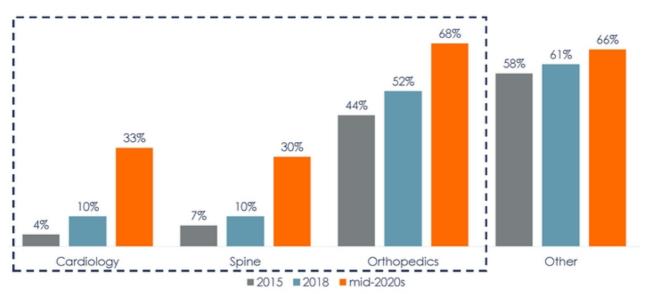


Increasing Number of Procedures Projected to Migrate to Lower Cost Settings

Migration of Orthopedic, Spine and Cardio procedures will fuel rapid ASC growth



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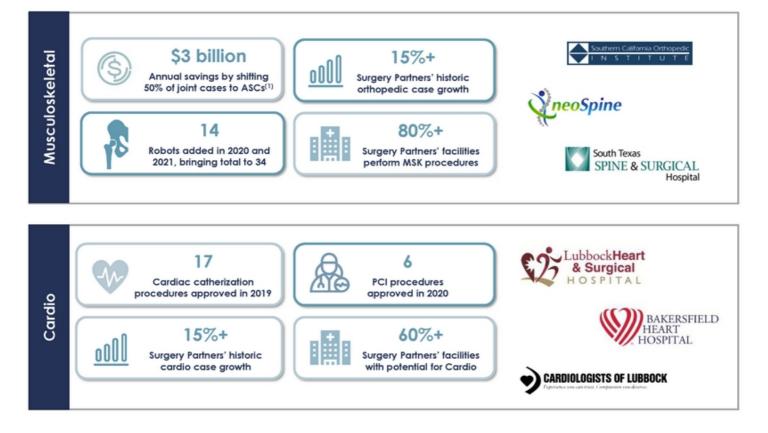


Recent CMS guidance reaffirms joint and cardio market opportunity

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Source: "Ambulatory Surgery Center Growth Accelerates: Is Medtech Ready?", Bain & Co. 2019

Our Leading Musculoskeletal & Cardio Platform is Well Positioned to Capture this Opportunity



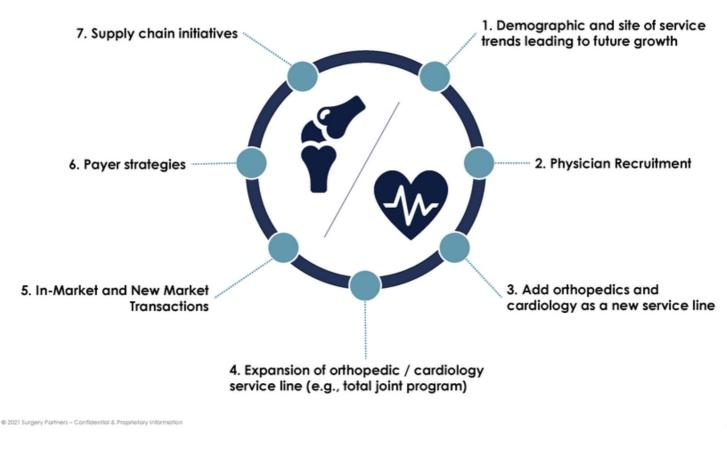
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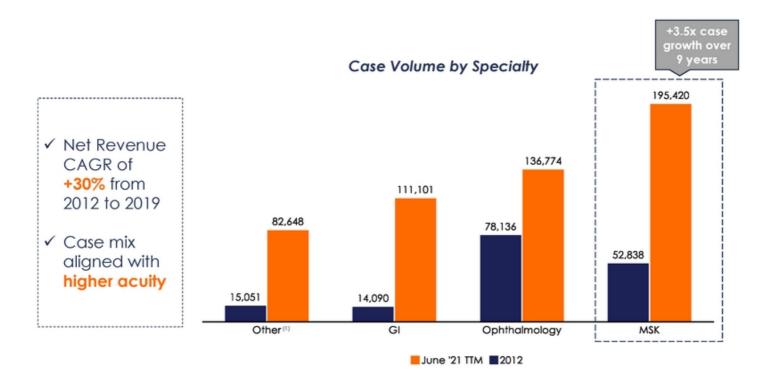
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(1) "New Research Highlights the Safety and Cost Savings Associated with Ambulatory Surgery Centers." UNH Research, 2020.

Differentiated and Highly Capital Efficient Approach to Growing and Enhancing Orthopedics & Cardiology...



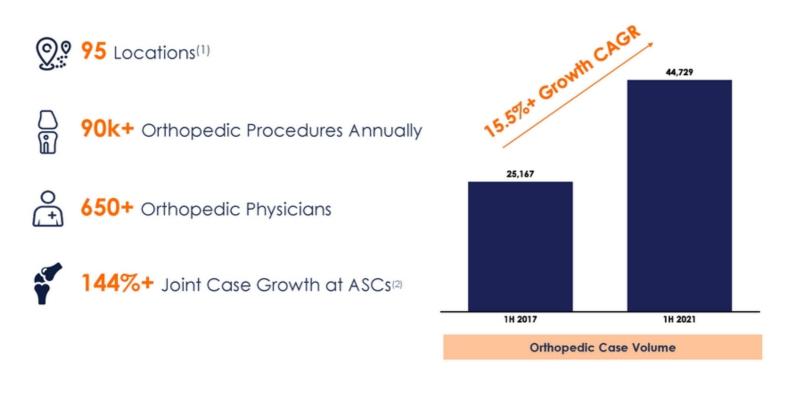
Driving Strong Case and Revenue Growth...



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Includes Cardlology, ENT, General Surgery, Plastic Surgery and Other 15

And 15%+ Orthopedic Service Line Volume Growth



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(1) Facilities that performed orthopedic cases between 2019 and YTD 2021 (2) June YTD 2021 compared to June YTD 2020 16

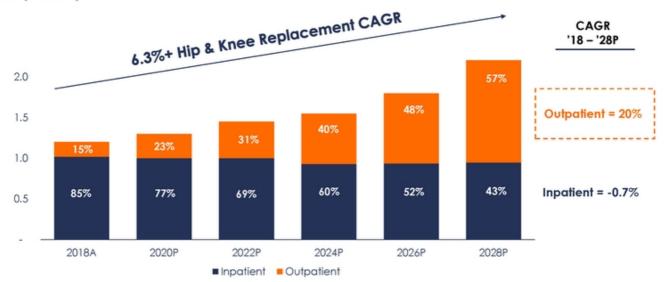
Considerable Growth Ahead for Joint Replacements

Inpatient and Outpatient Hip & Knee Replacement Forecast

Volume (millions)

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Outpatient volume expected to increase over <u>1 million cases</u> and to comprise over 50% of total knee & hip volume

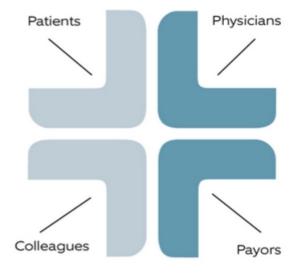
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Source: "Evolution of Total Joint Replacements: From Hospital to Surgery Center", 5g2, 2019

We Focus on What Matters Most: Clinical Quality and Patient Experience

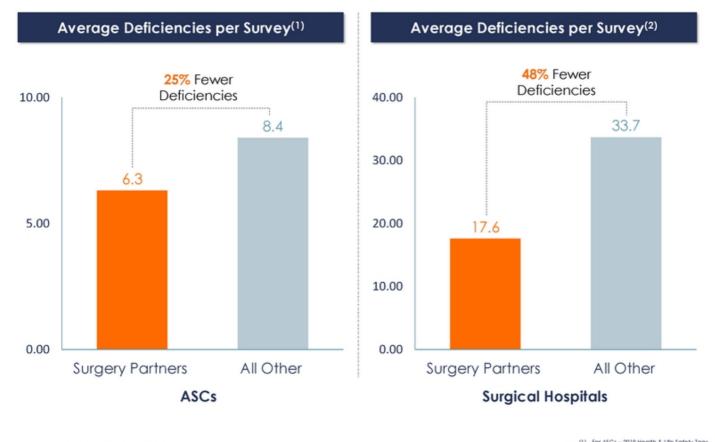
OUR MISSION

ENHANCING PATIENT QUALITY OF LIFE THROUGH PARTNERSHIP



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We Hold Ourselves to the Highest Standards...



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(1) For ASCs - 2019 Health & Life Safety Tags [2] For Haspitals - 2019 The Joint Commission surveys 19 #

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...And Regularly Report and Benchmark Our Performance to Emphasize our Culture of Safety...

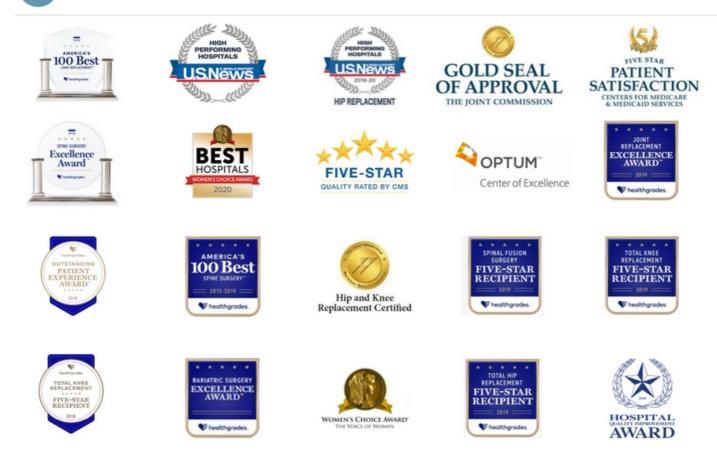
Sample Metrics			Sample Reporting			
~	Patient burns	✓ Patient falls	ASC Quality Benchmarking ASC Quality Benchmarking			
~	Wrong site procedures	✓ Hospital transfers				
~	Surgical site infections rate	 ✓ ER visits within 24 hours of discharge 				
~	Hospital admissions within 24 hours of discharge	 Normothermia rate upon arrival to the PACU 	Boundary Boundar			
~	Unplanned anterior vitrectomy rate	 ✓ Toxic anterior segment syndrome (TASS) rate 				

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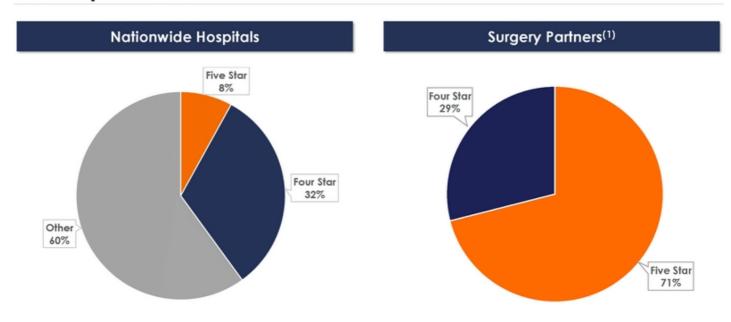
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...With A Proven Record of Exceptional Clinical Care...



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3 ...And Clinical Efficacy that Results in a Better Patient Experience



Best-in-Class Patient Experience

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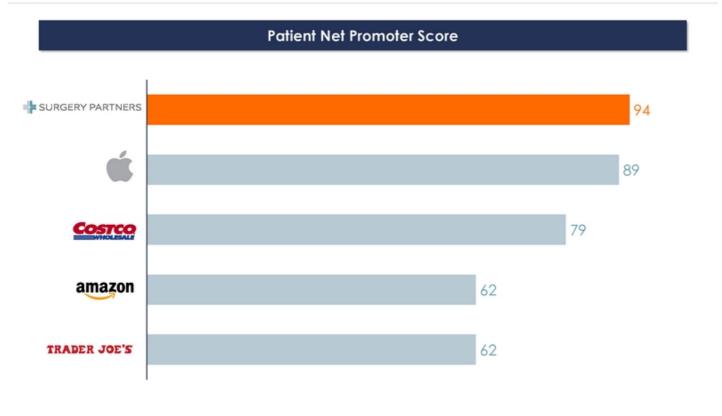
 Includes hospitals that have been owned / operated by Surgery Partners for prior 12 months Note: Based on CMS star rating score

We Focus on Patient Experience...

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3 ...Which has Resulted in a Best-in-Class Patient Net Promoter Score

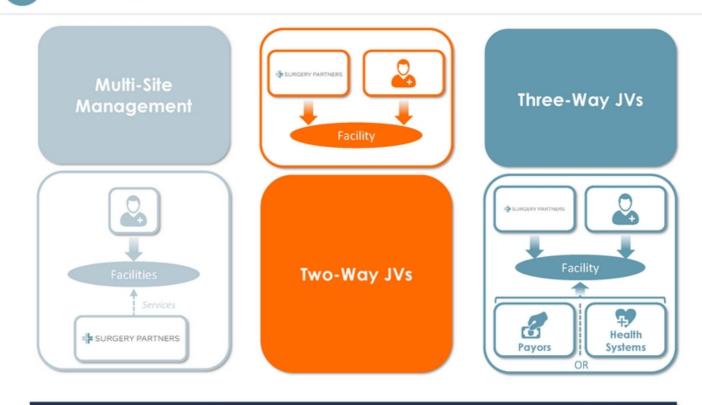


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Note: Survey conducted from Dec '19 - May '20 24

We Align Ourselves with our Physician Partners...

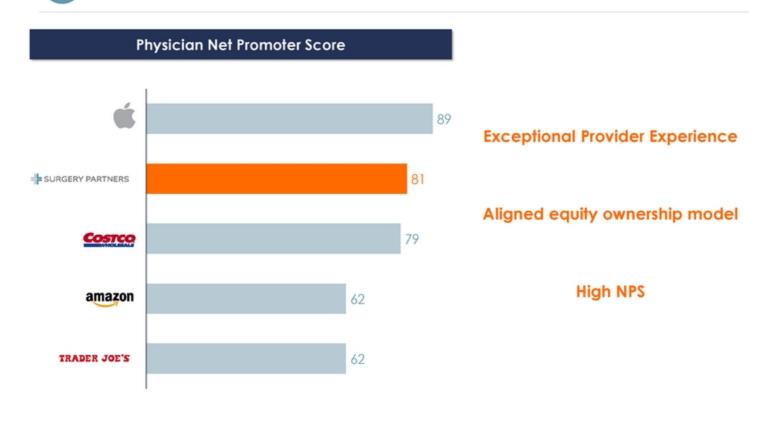


We have a tailored approach to partnership and physician engagement

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....Which Results in Highly Satisfied Physicians...



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Note: Survey conducted in 2015; 366 respondents. 26

...And Strong Physician Engagement and Retention

BETTER PARTNERS. BETTER CARE.

We are focused on physicians. Through decades of experience, we have observed that an outstanding patient experience begins with an outstanding physician relationship. Everyone wins when physicians have what they need to do their best work and can exercise autonomy within their place of work.



Equity partnership model with physicians aligns interest and ensures long-term commitment to deliver high quality, low cost surgical care.

We proudly boast **95%+ partner retention**⁽¹⁾, and the findings from our most recent Net Promoter Score, the national ranking system used to measure satisfaction, nearly max out the upper end of the NPS scale.

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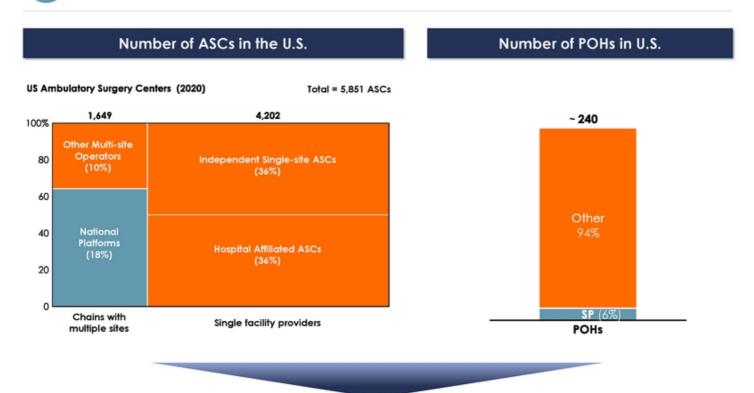
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(1) Physician partner retention based on 2019 data for 104 facility cohort

We Operate in a Highly Fragmented Market...

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Total Addressable Market: ~\$90B+ Current and ~\$60B+ Incremental To Come

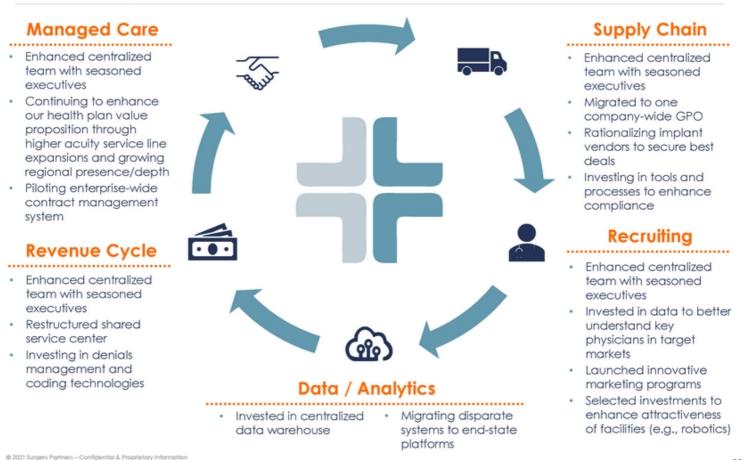
© 2021 Surgery Portners – Confidential & Proprietary Information Source: Becker's ASC Review, VMG, Market participant Interviews, KaufmanHall, J.P., Margan, Bain & Company, and management estimates.

...That Can Uniquely Benefit From an Integrated Pure-Play Platform...



...With a Proven Track Record of Delivering Organic Synergies While Enhancing Patient Experience

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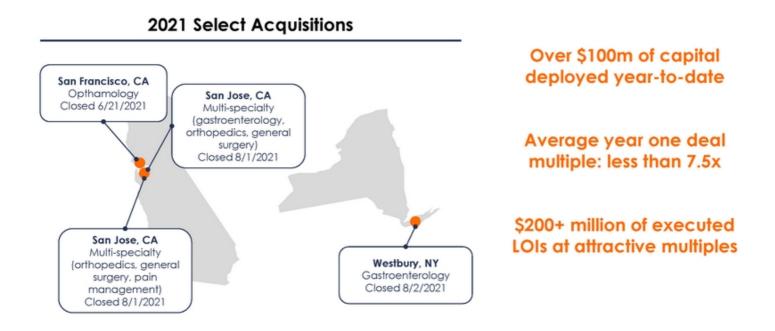


We Focused on Short-Stay Surgical and are Re-Accelerating the Pace of Capital Deployment...



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Surgery Partners has accelerated the pace of accretive add-on M&A in 2021

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Note: Selected acquisitions 32

...With a Strong Pipeline of Near-Term Opportunities Under LOI

Selected Pipeline Opportunities								
Opportunity	Status	Туре	Type Geography		Target Closing			
A	Under LOI	ASC	Northeast	GI	3Q21			
В	Under LOI	Surgical Hospital / Practice	Central	Orthopedics	2H21			
С	Under LOI	ASC	Central	Orthopedic	2H21			
D	Under LOI	ASC / Practice	Southeast	Orthopedics	2H21			
E	Under LOI	ASC	Southeast	Orthopedics	2H21			
F	Under LOI	ASC	Northeast	Orthopedics	1H22			
G	G Offer ASC		Southeast	Orthopedics	1H22			
H De Novo ASC		Southeast	Orthopedics	1H22				
Value of Transactions in Pipeline								

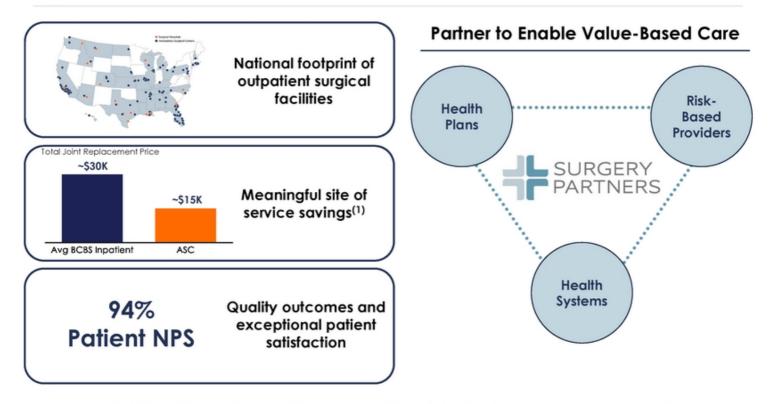
Attractive pipeline of near-term opportunities with over \$200 million transactions under letter of intent

Average Deal multiple of ~7.5x based on current pipeline

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5 Uniquely Positioned to Enable Value-Based Surgical Care



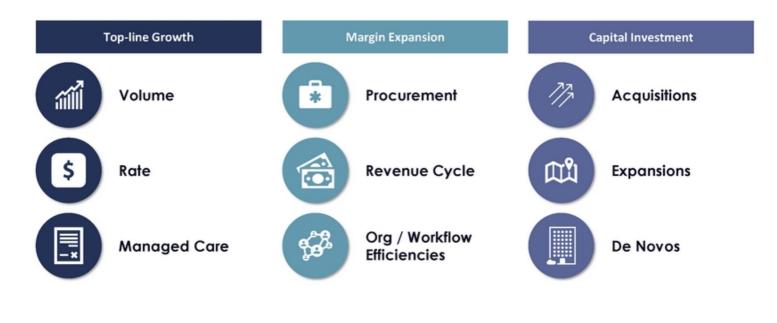
Well-Positioned for Profitable and Predictable Value-Based Growth

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Sources: BCBS inpatient cost from "Planned Knee and Hip Replacement Surgeries Are on the Rise in the U.S.", BCBS, 2019; ASC cost shown at 175% of Medicare fees



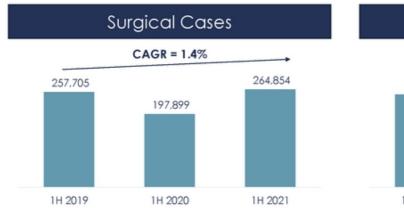


Mid-teens AEBITDA growth target with Capital Deployment

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Surgery Partners Financial Overview

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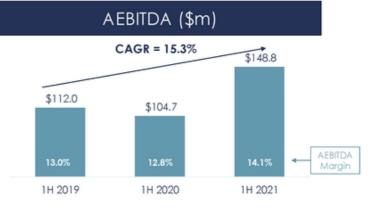
First Half 2021 Financial Highlights

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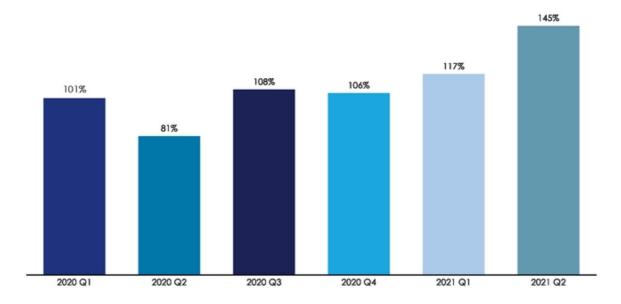






Business has Remained Resilient Through Covid Impact

Same Facility Net Revenue (% of PY)



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2021 Outlook

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- Projected Revenue growth of 18% to 20% over 2020, with a bias towards the high end of the range
- Adjusted EBITDA projected to be at least \$325M
 - Recent acquisitions projected to contribute ~\$5M to 2021 performance
 - Continuing to monitor COVID outbreaks in selected geographies
- 4Q21 Projected to be <u>over</u> 30% of full-year Adjusted EBITDA, consistent with historical experience pre-COVID
 - Seasonally strong quarter, contributing 31% to 32% of AEBITDA pre-COVID (see right)
 - Recent acquisitions will have a full quarterly runrate impact in 4Q21
 - Idaho Falls Community Hospital expected to contribute mid-single digit millions of Adjusted EBITDA in 4Q21

Q4 as a % of FY Adjusted EBITDA



2021E Adjusted EBITDA projected to exceed \$325M; over 30% of Adjusted EBITDA occurring in 4Q21

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Long-term Financial Targets

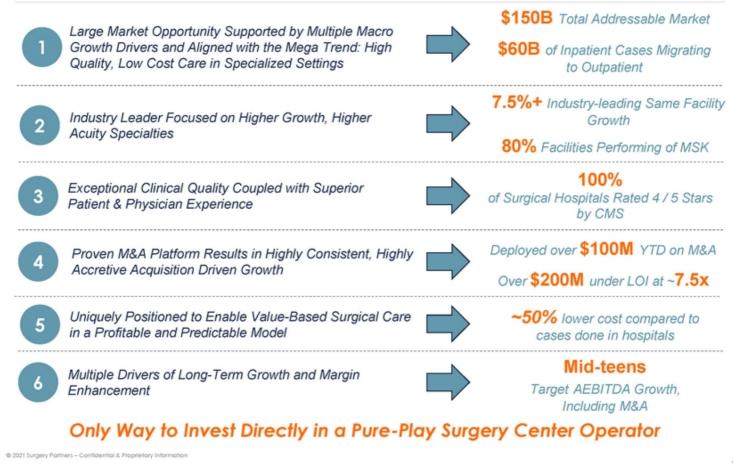
Organic AEBITDA Growth Target	Double Digit	 Same-facility revenue growth of 7.6% in 2019; 2020 pre-COVID same-facility growth of 9.4%⁽¹⁾; first half 2021 same-facility revenue growth of 29.9% Industry tailwinds in MSK and Cardio (16%+ p.a. MSK case volume growth from 1H 2017 – 1H 2021; 144% total joint growth 1H 2021) Existing de novos expected to drive \$30M+ million AEBITDA Growth
Target Acquisition Spend	\$200mm Annually	 Highly fragmented industry with over 4,200 facilities as potential consolidation targets Over \$300 million deployed 2018-20 at an average multiple of 7x Over \$100 million of deals closed year-to-date; Active pipeline of transactions of over \$200 million at ~7.5x multiple
Total Co AEBITDA Growth Target	Mid-teens	 Leading independent franchise to support rapid consolidation at attractive multiples Platform asset allows for rapid integration and synergy realization Continued operating leverage on lean corporate infrastructure
Leverage Target	5.0 - 6.0x	 Growth of core business expected to improve leverage over time Multiple opportunities to enhance cash flow through balance sheet management and capital markets

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(1) Represents same facility net revenue growth for January and February 2020

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Surgery Partners Investment Highlights





Appendix

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2022 Preliminary Medicare OPPS/ASC Payment System



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- +2.3% aggregate increase for ASC rates
- +2.3% aggregate increase for hospital outpatient rates
- Reinstatement of the Inpatient Only List (IPO)
- Removal of 258 procedures from the ASC Covered Procedures List (ASC CPL) originally added for the 2021 payment year

Favorable rate increases for ASCs and hospital outpatient

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CMS Reaffirmed Total Joints and Cardio are Appropriate in ASCs

Reaffirmed Total Knee and Hip Procedures Growth in ASCs		we expect that the volume of THA and TKA procedures will continue to increase in HOPDs, and that significant numbers of Medicare beneficiaries 65 and older will potentially undergo these procedures in the outpatient setting in future years [page 563] we expect that THA and TKA procedures will increasingly be performed in ASCs and that the volume of these procedures on Medicare beneficiaries 65 and older will also increase in ASCs in future years [page 638]						
Expected Minor Near-term Impact to HOPD / ASCs		131 of the 298 codes removed from the IPO list in last year's final rule appeared on either zero or one OPPS claims and 269 of the 298 codes appeared on fewer than 100 claims [page 356] Based on our internal review of preliminary claims submitted to Medicare, we do not believe that ASCs have been furnishing the majority of the 267 procedures finalized in 2021 [page 462]						
Continued Movement to ASCs		We expect that we would continue to expand the ASC CPL in future years under our proposed revised criteria as the practice of medicine and medical technology continue to evolve [page 462]						
Reaffirmed Total Knees and Hips (TKA/THA) and 23 Cardio								

procedures remain open to ASCs for Medicare patients

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Note: Page references refer to the following document: https://public-inspection.federategister.gov/2021-15496.pdf

Reconciliation to Adjusted EBITDA

The following table reconciles Adjusted EBITDA to Income before income taxes, the most directly comparable GAAP financial measure (unaudited):

	1TM 6/30/2021		Six Months Ended June 30,					
(in millions)			2021		2020		2019	
Income (loss) before income taxes	\$	26.4	\$	17.1	\$	(28.1)	\$	14.3
Plus (minus):								
Net income attributable to non-controlling interests		(137.2)		(67.5)		(47.7)		(51.5)
Depreciation and amortization		100.5		50.9		45.2		37.9
Interest expense, net		212.2		106.7		96.3		88.4
Equity-based compensation expense		15.6		9.3		6.9		4.9
Transaction, integration and acquisition costs ⁽¹⁾		36.3		20.8		22.7		11.5
Impairment charges		33.5		-		-		-
Loss on disposals and deconsolidations, net		(0.6)		0.1		6.4		(7.6)
Litigation settlement and other litigation costs ⁽²⁾		4.4		1.8		3.8		-
Loss on debt extinguishment		9.6		9.6		-		11.7
Tax receivable agreement expense		-		-		-		2.4
Gain on escrow release ⁽³⁾		-		-		(0.8)		-
Total Adjustments		274.3		131.7		132.8		97.7
Adjusted EBITDA	\$	300.7	\$	148.8	\$	104.7	\$	112.0

(1) For the trailing twelve months ended June 30, 2021, this amount includes transaction and integration costs of \$27.3 million, and further includes start-up costs related to a de novo surgical hospital of \$40.0 million. For the six months ended June 30, 2021, this amount includes transaction and integration costs of \$14.5 million, and further includes start-up costs related to a de novo surgical hospital of \$40.3 million. For the six months ended June 30, 2020, this amount includes transaction and integration costs of \$14.4 million, and nutther includes start-up costs related to a de novo surgical hospital of \$40.3 million. For the six months ended June 30, 2020, this amount includes transaction and integration costs of \$14.4 million, and nutther includes start-up costs related to a de novo surgical hospital of \$43.3 million. For the six months ended June 30, 2019, this amount includes transaction and integration costs of \$14.4 million, and start-up costs related to a de novo surgical hospital of \$3.3 million.

(2) For the trailing twelve months ended June 30, 2021, this amount includes other Itigation costs of \$1.4 million. For the six months ended June 30, 2021, this amount includes other Itigation costs of \$1.8 million. For the six months ended June 30, 2020, this amount includes Itigation settlement costs of \$1.2 million and other Itigation costs of \$2.6 million.

[3] Included in other income in the condensed consolidated statement of operations for the six months ended June 30, 2020.

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