

Enhabit Home Health & Hospice

Takes from the call: guide cut again, expects growth next year

Maintain Rating: UNDERPERFORM | PO: 8.00 USD | Price: 9.76 USD

Guide cut, expects growth next year

Q3 EBITDA benefited from \$1.5m reversal in reserves (partial reversal of the \$12m reserve in 4Q22). EHAB does not assume this benefit to repeat in Q4, creating q/q headwind. EHAB expects rev and ebitda growth next year as volume growth is expected to help offset cost inflation. The stock is reacting favorably to the comments but we note that with the revised 2023 EBITDA guide -28% below the initial outlook, it should be easier to grow. We remain Underperform given the below inflationary Medicare rate updates over the next few years and negative mix shift, while the high leverage (5.1x) remains a constraint.

Volume growth to help offset cost inflation next year

Expects Medicare fee-for-service (FFS) vol declines to moderate (-11% in Q3) and be in line with the industry avg as EHAB's mix is now similar to peers (65% FFS vs 70%+ in prior years). Medicare Advantage (MA) vols to more than offset FFS declines. Vol growth to help offset the expected +3% wage growth as FFS rate to be up 1% and MA pricing to grow given the shift to the plans with better rates. Expects hospice census to grow next year which will provide operational leverage on the fixed costs structure.

Final rule better, but below the cost inflation

Based on the final reg, Medicare rate update will be +1.2% for EHAB (vs +0.8% for the industry), which implies a +\$8m y/y increase, much better than the prior est of -\$12m to -15m y/y decline based on the proposal. While better than proposal, the update does not cover the +3% expected wage inflation.

22% of non-episodic vols in better MA contracts

EHAB added 11 new MA contracts (10 at episodic rates and 1 at improved per visit rates) with a total of 48 since the start of the program (2/3 are at episodic rates). In 3Q23, 22% of non-episodic visits were in MA contracts at improved rates (episodic or improved per visit rates), up from 5% in 1Q23. Nevertheless, the non-episodic book growing faster remains a headwind – it was an \$8m hit to EBITDA, net of the improved contracting, in line with the Q2 headwind.

Hospice census improved through Q3 and into Oct

Census declined 3% y/y and was also down Q/Q but monthly average daily census trended up each month. Positive trends continued into October, giving confidence in the 2024 outlook. EHAB no longer has any capacity constraints in hospice; contract use eliminated by the end of Q3. Final hospice rule calls for rates +2.9%, starting in 4Q23.

Another relief on covenants; adequate liquidity

Temporary relief on the covenant was not ultimately needed given the \$1.5m reserve reversal (leverage of 5.14x vs covenant of 5.25x). EHAB believes it has adequate liquidity for its needs including denovos: \$30m cash, \$40m available on revolver. The permanent relief on covenant was based on the projections under the proposed home health reg.

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Equity

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Stock Data

Price	9.76 USD
Price Objective	8.00 USD
Date Established	8-Nov-2023
Investment Opinion	C-3-9
52-Week Range	7.12 USD - 16.64 USD
Mrkt Val (mn) / Shares Out (mn)	488 USD / 50.0
Average Daily Value (mn)	7.88 USD
BofA Ticker / Exchange	EHAB / NYS
Bloomberg / Reuters	EHAB US / EHAB.N
ROE (2023E)	1.1%
Net Dbt to Eqty (Dec-2022A)	72.3%
ESGMeter™	Low

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EHAB = Enhabit Home Health & Hospice

EHC = Encompass

FCF = free cash flow

Price objective basis & risk

Enhabit Home Health & Hospice (EHAB)

Our PO of \$8 is based on 9.6x 2024E Adj EBITDA, a discount to the average multiple we use for POs in the HC Facilities universe. The discount is justified by EHAB's exposure to the home health Medicare rate cuts, its relatively high leverage, and worse operating performance over the last two years. The multiple is below the historical average for the home health sector given the negative reimbursement outlook and much higher leverage vs peers historically.

Upside risks to our PO are: 1) Medicare rate update is much better. 2) labor cost pressures dissipate faster than expected, 3) volume growth is faster than expected, 4) the company deploys capital accretively beyond what's included in the guidance, 5) executes better on offsetting reimbursement headwinds. 6) Headwind from Medicare Advantage negative mix shift is better than expected.

Downside risks to our PO are: 1) Labor cost inflation worse than expected, 2) Medicare rate cuts are deeper than we expect, 3) the company fails to offset the reimbursement pressures, 4) volumes are worse than expected. 5) Headwind from Medicare Advantage negative mix shift is worse than expected.

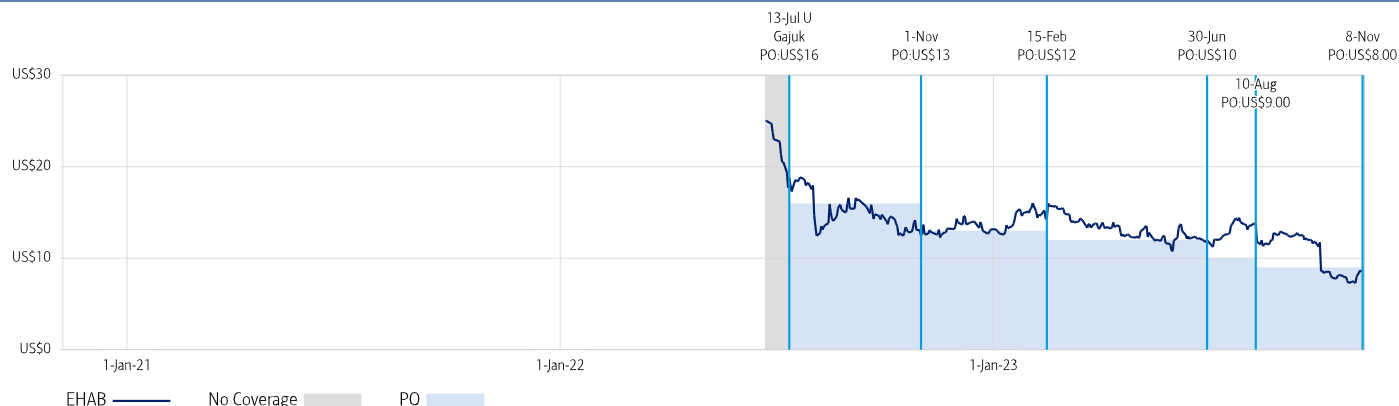
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Enhabit (EHAB) Price Chart



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Hold	83	21.45%	Hold	33	39.76%
Sell	71	18.35%	Sell	25	35.21%

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