

# AdaptHealth Corp.

# Massive beat, but guide in line – we remain Underperform given uncertain LT growth

Reiterate Rating: UNDERPERFORM | PO: 6.50 USD | Price: 7.63 USD

## Q4 EBITDA was 21% above consensus; 2024 guide in line

Adj EBITDA was \$35m or 21% above consensus and the guidance midpoint (lowered with Q3) on \$33m (4%) better revs with margins 330bp above consensus. Adj EBITDA guide midpoint is in line with consensus/ our estimate and assumes the 75-25 rule is not extended (we estimated \$30-35m headwind to revs/EBITDA). While results improved, headwinds remain, and we maintain our Underperform rating given the uncertainties regarding the long-term organic growth profile.

## 2024 revs expected to grow 3%, EBITDA +1% y/y

Rev guide midpoint is 1% below consensus/ in line with our est. Adj EBITDA guide mid is in line with consensus and 2% below our est. Margins of 20.4%, 20bps above consensus. This implies revs up +2-5% y/y and margins -40bps y/y resulting in EBITDA being down 3% to up 6%. Ex the 75-25 rule headwind, EBITDA would have been up 6% y/y. Free cash flow guide of \$150-180m I above our est of \$155m and consensus of \$124m.

### Organic revs accelerated to +9.7%

Organic revenue growth accelerated to +9.7% from +6.0% in Q3 (comps were slightly easier: +5.3% in 4Q22 vs. +6.1% in 3Q22), and was +7.3% for the full year.

### Other revs much better, Diabetes beat consensus

Revenues were 4% above consensus and 2% above the higher end of the guide range. The beat was driven by the Other revs which came in \$22m or 32%, likely indicating that the HUM contract ramped up. Also of note, Diabetes revs came in \$10m or 5% above consensus, a reversal from the Q3 miss. Nevertheless, Diabetes revs declined 4% y/y and were down 4% y/y for the full year. Sleep revs were 1% above consensus - GLP1s are not impacting the business, in line with our recent patient survey (see 1/16/24 report). Respiratory and Supplies revs were 1% better, while HME revs were 3% worse.

### Beat on much better margins

Adj EBITDA was much better than expected, and \$21m above the higher end of the guide. Margins were 23.8%, 330bps above consensus and 200bps above the higher end of the guide range. This implies margins expanded 510bps Y/Y and were up 380bps Q/Q. Total capex of \$88.6m was 4% above our est of \$85m; it represented 10.3% of revs, at the lower end of the 10-12% full year guide.

### 27 February 2024

### Equity

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#### Stock Data

 Price
 7.63 USD

 Price Objective
 6.50 USD

 Date Established
 8-Nov-2023

 Investment Opinion
 C-3-9

 52-Week Range
 6.37 USD - 22.57 USD

 Mrkt Val (mn) / Shares Out
 1,030 USD / 135.0

(mn)

Free Float 57.7%
Average Daily Value (mn) 7.92 USD
BofA Ticker / Exchange AHCO / NAS
Bloomberg / Reuters AHCO US / AHCO.OQ
ROE (2023E) -20.2%
Net Dbt to Eqty (Dec-2022A) 104.1%

ESGMeter<sup>TM</sup> Medium

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HME = Home Medical Equipment

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Refer to important disclosures on page 3 to 5. Analyst Certification on page 2. Price
Objective Basis/Risk on page 2.

Timestamp: 27 February 2024 08:06AM EST

# Price objective basis & risk

### AdaptHealth Corp. (AHCO)

Our \$6.50 PO is based on 8.3x our 2024E Adj EBITDA less capex, discount to the current multiple of home health peer (9x) as AHCO as weight-loss drugs pose a risk to its long-term organic growth profile, while Diabetes business growth decelerates.

Downside risks to our PO: 1) Organic growth is lower than expected. 2) Medicare reimbursement is worse than expected. 3) Deal integration issues arise. 4) Competitive risk from distributors and new technologies is worse than expected. 5) GLP1 headwind materializes faster.

Upside risks: 1) Organic growth is faster than expected, 2) The company executes better on cost cutting. 3) The headwinds to Diabetes business dissipate.

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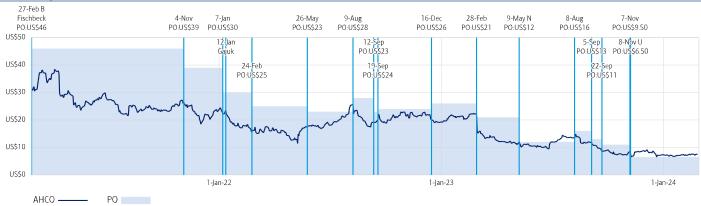
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### AdaptHealth Corp. (AHCO) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	234	60.94%	Buy	115	49.15%
Hold	80	20.83%	Hold	36	45.00%
Sell	70	18.23%	Sell	29	41.43%

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Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
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Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

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