

Enhabit Home Health & Hospice

Beat the reset number; guidance much better

Reiterate Rating: UNDERPERFORM | PO: 9.00 USD | Price: 7.86 USD

Beat on margins, EBITDA guide 8% above estimates

Adj EBITDA was \$2.8m or 12% above consensus on much better margins and towards the higher end of the reset guide range (cut with Q3 miss). We estimate Q4 benefited from a \$1.6m favorable rev adj (similar to \$1.5m in 3Q23) - EHAB flagged hospice rate was +12.5% y/y due to changes in reserves. Adj EBITDA guide midpoint is 8% above consensus on better revs and better margins, potentially benefiting from the expanded national contract at better rates. We raise our ests but are more comfortable towards the lower end of the guide range (2023 EBITDA was 26% below the initial guide), roll out 2026 est. Our \$9 PO is based on 9.7x 2024E EBITDA (vs 10.2x prior) given the risks to the est. Reiterate Underperform given the continued pressure from the negative mix shift and Medicare rate updates below cost inflation for several consecutive years.

Wide guide range, EBITDA to be flat to +13% y/y

EHAB expects revs to grow 3-5% y/y (after being down -2% in 2023). The midpoint is 2% above consensus/ our est. Adj EBITDA guide of \$98-110m is 8% above consensus/ our est. at the midpoint. Implies EBITDA to be flat to up 13% y/y (+7% y/y at the midpoint). Margins to be -20bps to +70bps y/y reaching 9.1%-10.0%, above consensus/ our est of 9.0%. Adj EPS guide mid is 30% above consensus. Adj FCF guide of \$36-62m is roughly in line with consensus, with the midpoint 17% below \$59m in 2023.

Home Health margins dropped on continued mix shift

Home health (HH) revs declined 3% y/y and were 1% below consensus. Same store (SS) admits grew +3.2% y/y, accelerating from +0.2% y/y in Q3. Non-episodic admits grew rapidly, +34% y/y, comparable to +33.5% in Q3, while episodic (higher rate) declined -9.6% y/y (vs -11% y/y in Q3) driving margins down 270bps y/y.

Hospice revs beat, we estimate \$1.6m reserve adj

Segment revs +7.8% y/y, 4% above consensus. Assuming rate/day +3%, in line with Medicare rate update (vs +12.5% reported), we estimate a reserve benefit of \$1.6m. SS admits improved to -3.8% y/y from -7.8% in 3Q23. Census declined 4% y/y but grew 1% Q/Q despite the LOS declining. Margins improved to 22.9% from 11.8% in 4Q22 and 16.2% in 3Q23 on the +3% Medicare rate increase and a \$2m y/y reduction in G&A.

Estimates(Dec) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	3.57	0.21	0.25	0.38	0.43
GAAP EPS	(0.81)	(1.61)	0.25	0.38	0.43
EPS Change (YoY)	50.6%	-94.1%	19.0%	52.0%	13.2%
Consensus EPS (Bloomberg)	1.43	0.19	0.22	0.26	(0.04)
Valuation (Dec)					
P/E	2.2x	37.4x	31.4x	20.7x	18.3x
GAAP P/E	NM	NM	31.4x	20.7x	18.3x
EV / EBITDA*	6.7x	10.2x	9.9x	9.6x	9.4x
Free Cash Flow Yield*	18.6%	11.4%	10.1%	11.7%	12.2%
* For full definitions of <i>IQ</i> method SM measures, see page 5.					

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Objective Basis/Risk on page 4.

Equity

07 March 2024

Key Changes		
(US\$)	Previous	Current
2024E Rev (m)	1,069.2	1,093.2
2025E Rev (m)	1,119.3	1,139.8
2026E Rev (m)	NA	1,183.9
2024E EPS	0.10	0.25
2025E EPS	0.20	0.38
2026E EPS	NA	0.43
2024E EBITDA (m)	95.9	100.4
2025E EBITDA (m)	102.3	103.5
2026E EBITDA (m)	NA	106.4

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Stock Data

Price	7.86 USD
Price Objective	9.00 USD
Date Established	15-Dec-2023
Investment Opinion	C-3-9
52-Week Range	7.12 USD - 14.78 USD
Mrkt Val (mn) / Shares Out	393 USD / 50.0
(mn)	
Free Float	97.5%
Average Daily Value (mn)	3.74 USD
BofA Ticker / Exchange	EHAB / NYS
Bloomberg / Reuters	EHAB US / EHAB.N
ROE (2024E)	1.8%
Net Dbt to Eqty (Dec-2023A)	74.8%
FSGMeter™	Low

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iQprofile[™] Enhabit Home Health & Hospice

iQmethod [™] – Bus Performance*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Return on Capital Employed	5.8%	2.4%	3.7%	3.6%	7.3%
Return on Equity	15.7%	1.4%	1.8%	2.7%	6.2%
Operating Margin	9.1%	3.7%	5.9%	5.9%	5.8%
Free Cash Flow	73	45	40	46	48

*i***Q**method SM − **Quality of Earnings***

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Cash Realization Ratio	0.5x	4.6x	3.4x	2.6x	2.4x
Asset Replacement Ratio	0.2x	0.1x	0.1x	0.1x	0.2x
Tax Rate	NM	12.6%	23.4%	24.3%	24.5%
Net Debt-to-Equity Ratio	72.3%	74.8%	69.6%	63.5%	NA
Interest Cover	6.5x	0.9x	1.4x	1.7x	1.8x

Income Statement Data (Dec)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Sales	1,071	1,046	1,093	1,140	1,184
% Change	-3.2%	-2.3%	4.5%	4.3%	3.9%
Gross Profit	1,071	1,046	1,093	1,140	1,184
% Change	-3.2%	-2.3%	4.5%	4.3%	3.9%
EBITDA	149	98	100	104	106
% Change	-24.3%	-34.6%	2.9%	3.1%	2.7%
Net Interest & Other Income	(123)	(129)	(45)	(39)	(38)
Net Income (Adjusted)	178	10	13	19	22
% Change	51.1%	-94.1%	21.7%	51.1%	13.4%

Free Cash Flow Data (Dec)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Net Income from Cont Operations (GAAP)	(40)	(80)	13	19	22
Depreciation & Amortization	33	31	31	32	32
Change in Working Capital	(29)	12	(10)	(10)	(10)
Deferred Taxation Charge	NA	NA	NA	NA	NA
Other Adjustments, Net	117	86	9	9	9
Capital Expenditure	(7)	(4)	(3)	(4)	(5)
Free Cash Flow	73	45	40	46	48
% Change	-38.7%	-38.5%	-11.8%	15.6%	4.9%
Share / Issue Repurchase	0	0	0	0	0
Cost of Dividends Paid	0	0	0	0	0
Change in Debt	575	(33)	0	0	0

Balance Sheet Data (Dec)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Cash & Equivalents	23	27	64	107	0
Trade Receivables	150	165	176	185	0
Other Current Assets	39	18	18	18	0
Property, Plant & Equipment	20	19	19	19	0
Other Non-Current Assets	1,295	1,205	1,205	1,205	0
Total Assets	1,527	1,434	1,482	1,534	0
Short-Term Debt	23	23	23	23	0
Other Current Liabilities	110	115	114	114	0
Long-Term Debt	560	530	530	530	0
Other Non-Current Liabilities	59	64	114	165	0
Total Liabilities	752	732	780	832	0
Total Equity	775	702	702	702	0
Total Equity & Liabilities	1,527	1,434	1,482	1,534	0

^{*} For full definitions of $\emph{\textbf{IQ}} \textit{method}^{\text{SM}}$ measures, see page 5.

Company Sector

Long-Term Care

Company Description

Enhabit Home Health & Hospice (EHAB) provides home health (short-term skilled care) and hospice (palliative care for terminally ill) services in 34 states. It is the fourth largest home health provider and ninth largest hospice provider in the US with annual revenues of over \$1bn.

Investment Rationale

We rate EHAB Underperform. While the company's businesses have long-term structural tailwinds to volumes (aging demographics, shift to home), we are cautious given the risks of Medicare rate cuts in home health which will be harder to offset given the labor cost pressures and the underlying negative mix shift toward the lower rate MA. EHAB is more exposed to home health Medicare vs peers and has higher leverage vs peers.

Stock Data

Average Daily Volume	4	476,202

Quarterly Earnings Estimates

	2023	2024
Q1	0.13A	0.05E
Q2	1.57A	0.08E
Q3	0.09A	0.05E
Q4	0.25A	0.09E



Labor costs +2-3% y/y in home health, +2-4% in hospice

EHAB's guide assumes Home health cost/visit is up +2-3% in 2024 (vs +2% y/y in 2023; in line with +1-3% 2023 guide). Hospice cost/day to grow +2-4% after being up +10% y/y in 2023 (came at the higher end of the most recent 2023 guide of +7-10%).



Price objective basis & risk

Enhabit Home Health & Hospice (EHAB)

Our PO of \$9 is based on 9.7x 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 three 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.

Analyst Certification

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US - Facilities, Hospitals and Managed Healthcare Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Acadia Healthcare	ACHC	ACHC US	Kevin Fischbeck, CFA
	Addus HomeCare	ADUS	ADUS US	Joanna Gajuk
	Agilon Health	AGL	AGL US	Adam Ron
	Astrana Health Inc	ASTH	ASTH US	Adam Ron
	BrightSpring Health Services	BTSG	BTSG US	Joanna Gajuk
	Chemed Corporation	CHE	CHE US	Joanna Gajuk
	Elevance Health Inc	ELV	ELV US	Kevin Fischbeck, CFA
	Encompass Health	EHC	EHC US	Kevin Fischbeck, CFA
	HCA	HCA	HCA US	Kevin Fischbeck, CFA
	Humana Inc	HUM	HUM US	Kevin Fischbeck, CFA
	Option Care Health	OPCH	OPCH US	Joanna Gajuk
	Oscar Health	OSCR	OSCR US	Adam Ron
	Select Medical Corp.	SEM	SEM US	Kevin Fischbeck, CFA
	Service Corp.	SCI	SCIUS	Joanna Gajuk
	Surgery Partners, Inc	SGRY	SGRY US	Kevin Fischbeck, CFA
	Tenet Healthcare	THC	THC US	Kevin Fischbeck, CFA
	The Cigna Group	CI	CIUS	Kevin Fischbeck, CFA
	UnitedHealth Group	UNH	UNH US	Kevin Fischbeck, CFA
	Universal Health Services	UHS	UHS US	Kevin Fischbeck, CFA
	US Physical Therapy	USPH	USPH US	Joanna Gajuk
NEUTRAL				
	Alignment Healthcare	ALHC	ALHC US	Adam Ron
	AMN Healthcare	AMN	AMN US	Kevin Fischbeck, CFA
	Brookdale	BKD	BKD US	Joanna Gajuk
	Centene Corporation	CNC	CNC US	Kevin Fischbeck, CFA
	Molina Healthcare, Inc.	MOH	MOH US	Kevin Fischbeck, CFA
	Privia Health	PRVA	PRVA US	Adam Ron

US - Facilities, Hospitals and Managed Healthcare Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
UNDERPERFORM				
	AdaptHealth Corp.	AHCO	AHCO US	Joanna Gajuk
	Cross Country Healthcare	CCRN	CCRN US	Kevin Fischbeck, CFA
	DaVita Inc	DVA	DVA US	Kevin Fischbeck, CFA
	Enhabit Home Health & Hospice	EHAB	EHAB US	Joanna Gajuk
	Pediatrix Medical Group, Inc.	MD	MD US	Kevin Fischbeck, CFA

IQmethod[™] Measures Definitions

Business Performance	Numerator	Denominator
Return On Capital Employed	NOPAT = (EBIT + Interest Income) × (1 - Tax Rate) + Goodwill Amortization	Total Assets - Current Liabilities + ST Debt + Accumulated Goodwill
		Amortization
Return On Equity	Net Income	Shareholders' Equity
Operating Margin	Operating Profit	Sales
Earnings Growth	Expected 5 Year CAGR From Latest Actual	N/A
Free Cash Flow	Cash Flow From Operations – Total Capex	N/A
Quality of Earnings	Numerator	Denominator
Cash Realization Ratio	Cash Flow From Operations	Net Income
Asset Replacement Ratio	Capex	Depreciation
Tax Rate	Tax Charge	Pre-Tax Income
Net Debt-To-Equity Ratio	Net Debt = Total Debt - Cash & Equivalents	Total Equity
Interest Cover	EBIT	Interest Expense
Valuation Toolkit	Numerator	Denominator
Price / Earnings Ratio	Current Share Price	Diluted Earnings Per Share (Basis As Specified)
Price / Book Value	Current Share Price	Shareholders' Equity / Current Basic Shares
Dividend Yield	Annualised Declared Cash Dividend	Current Share Price
Free Cash Flow Yield	Cash Flow From Operations – Total Capex	Market Cap = Current Share Price × Current Basic Shares
Enterprise Value / Sales	EV = Current Share Price × Current Shares + Minority Equity + Net Debt +	Sales
	Other LT Liabilities	
EV / EBITDA	Enterprise Value	Basic EBIT + Depreciation + Amortization

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Important Disclosures

Enhabit (EHAB) Price Chart



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

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

Equity Investment Rating Distribution: Health Care Group (as of 31 Dec 2023)

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%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R2}

Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
nderperform	N/A	≥ 20%

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