



## **Goldman Sachs 42<sup>nd</sup> Annual Healthcare Conference**

*June 10, 2021*

Shawn Morris – CEO  
Parth Mehrotra – President & COO

# Disclaimer

## Forward-Looking Statements

This presentation contains forward-looking statements that express the Company's opinions, expectations, beliefs, plans, objectives, assumptions or projections regarding future events or future results that include, but are not limited to: 2021 financial guidance and other projections and forecasts. These forward-looking statements involve a number of risks, uncertainties (some of which are beyond the Company's control) or other assumptions that may cause actual results or performance to be materially different from those expressed or implied by these forward-looking statements. These risks and uncertainties include, but are not limited to, those factors described in filings with the Securities and Exchange Commission ("SEC"), including those under "Risk Factors" therein. Should one or more of these risks or uncertainties materialize, or should any of the assumptions prove incorrect, actual results may vary in material respects from those projected in these forward-looking statements. Forward-looking statements speak only as of the date made. The Company does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required under applicable securities laws.

## Use of Non-GAAP Financial Information

In order to provide investors with greater insight, promote transparency and allow for a more comprehensive understanding of the information used by management in its financial and operational decision-making, the Company supplements its condensed consolidated financial statements presented on a GAAP basis herein with certain non-GAAP financial information, including: Care Margin; Platform Contribution; Platform Contribution margin; Adjusted EBITDA; and Adjusted EBITDA margin. Reconciliations of these non-GAAP measures to their most directly comparable GAAP measures are included in the financial schedules in the Appendix of this presentation, as well as in the Company's quarterly financial press releases and related Form 8-K filings with the SEC. This information can be accessed for free by visiting [www.priviahealth.com](http://www.priviahealth.com) or [www.sec.gov](http://www.sec.gov).

Management has not reconciled forward-looking non-GAAP measures to its most directly comparable GAAP measure of Operating Income and Net Income. This is because the Company cannot predict with reasonable certainty and without unreasonable efforts the ultimate outcome of Care Margin, Platform Contribution or Adjusted EBITDA due to market-related assumptions that are not within our control as well as certain legal or advisory costs, tax costs or other costs that may arise. For these reasons, management is unable to assess the probable significance of the unavailable information, which could materially impact the amount of the future directly comparable GAAP measures.

## Enabling Doctors to Transform Healthcare



Purpose Built, Portable and Scalable Physician Enablement Platform



Aligned with Provider Financial Success while Preserving Ownership Structure



Comprehensive Technology Solution Built for Providers



Flexible Model for All Provider Types, All Patients & All Reimbursement Models



Profitable, Capital-Efficient Financial Profile



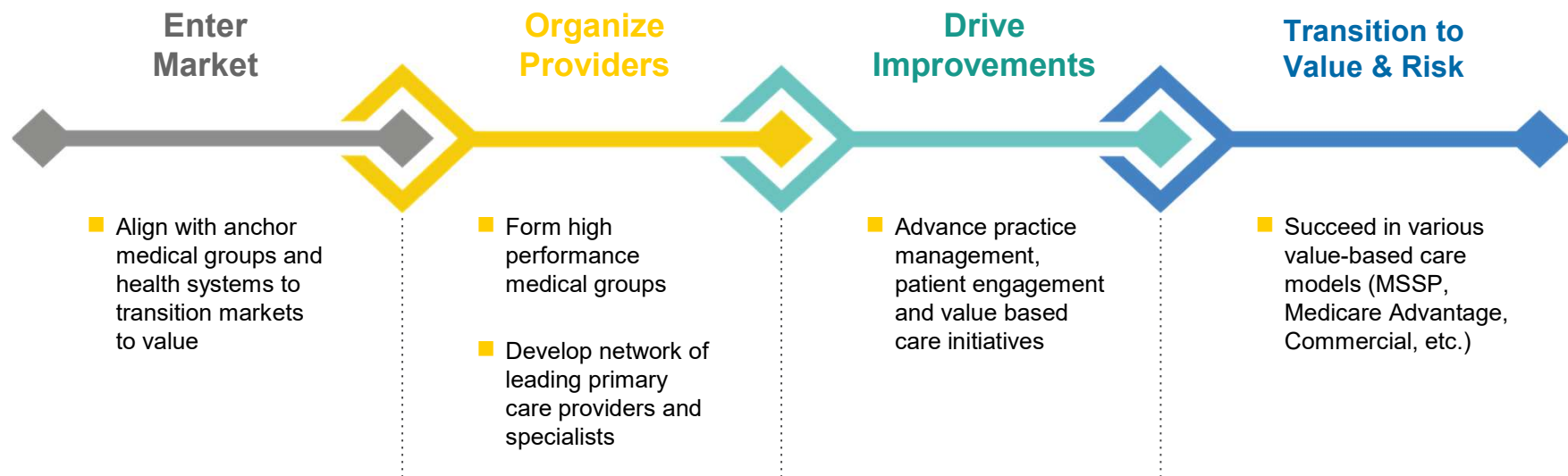
Multiple Drivers for Future Growth



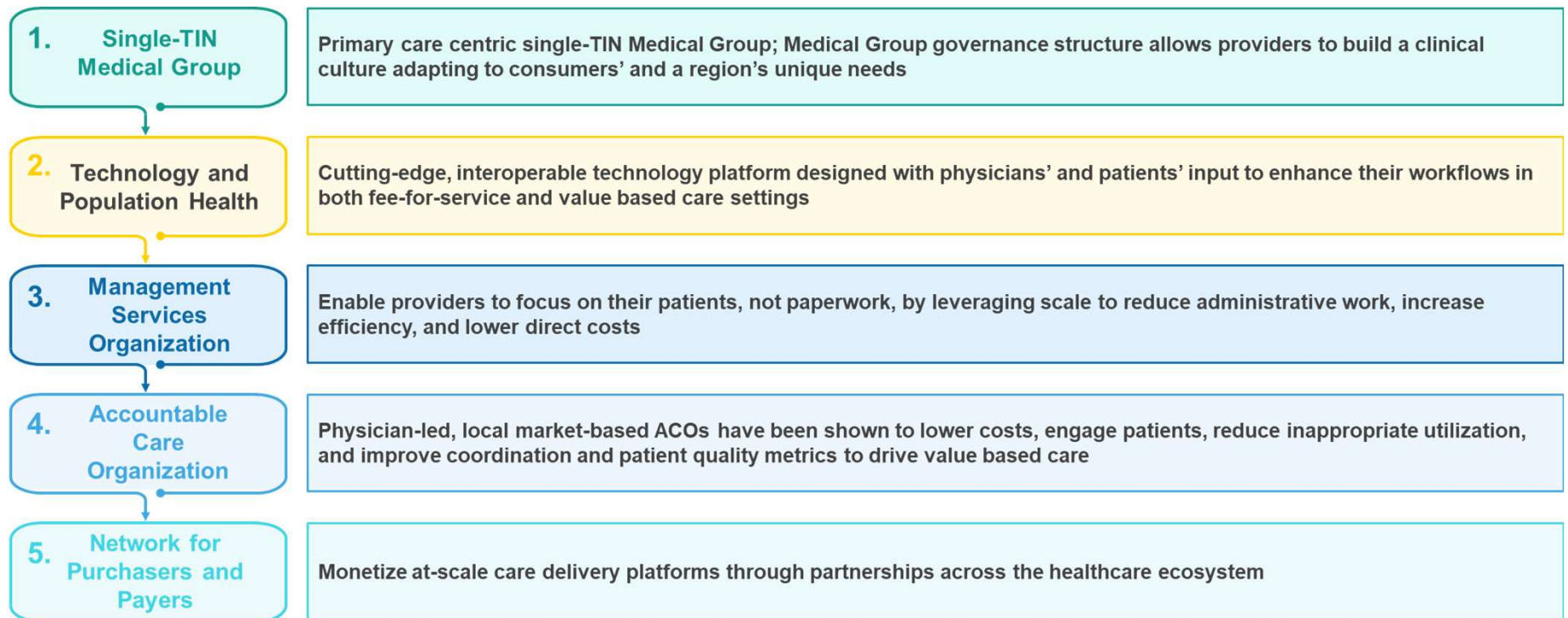
Highly Experienced Executive and Physician Leadership Team

***The Privia Platform directly addresses the challenges physicians face and provides better economics in both Fee-for-Service and Value Based reimbursement models***

# Our Solution Moves Markets Towards Value Based Care At Scale



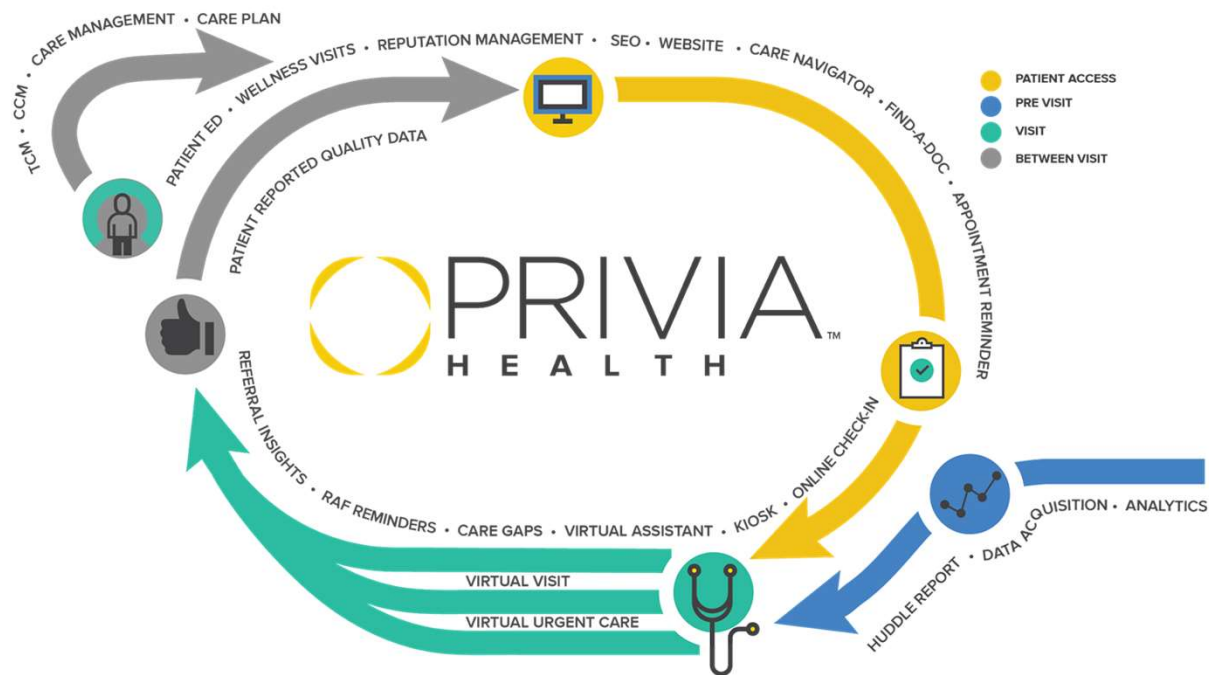
# Purpose-Built Platform to Organize Physicians into Cost Efficient, Value Based and Primary Care Centric Networks



# Positioned to Monetize Our Platform and Drive Growth



# Proprietary, End-to-End Tech Solution Enables Providers to Practice More Efficiently and Focus on Patient Care



Proprietary end-to-end, cloud-based technology solution enabling scalable operations across providers and multiple markets

Enhances workflows in both fee-for-service and value-based care settings across the continuum of care in 200+ payer contracts

Increases patient engagement across all stages, including pre-visit preparation, live / virtual visit, and post-visit follow up

*We provide physicians with a comprehensive and differentiated technology solution that eliminates the need to buy and integrate more than 30 point solutions*

# Technology-Driven Physician Enablement Platform

Scale	6 + D.C. States	2,648 Implemented Providers	650+ Care Center Locations	\$1.3B+ 2020 Practice Collections
Patient Population	80M+ Addressable Population (Current Markets)		3M+ Patients	
Attributed Lives	721K Total Attributed Lives	281K Total Government Lives		440K Total Commercial Lives
Valued-Based Care Results	\$430M+ Total Shared Savings	92% Quality Score (MSSP)	61% Lower Hospitalization <sup>1</sup>	47% Lower Emergency Room Visits <sup>1</sup>
Satisfaction	85 Patient NPS	95% Average Provider Retention		54 Provider NPS



## Privia Health: A Differentiated Opportunity for Investors



Purpose Built, Portable and Scalable Physician Enablement Platform



Aligned with Provider Financial Success while Preserving Ownership Structure



Comprehensive Technology Solution Built for Providers



Flexible Model for All Provider Types, All Patients & All Reimbursement Models



Profitable, Capital-Efficient Financial Profile



Multiple Drivers for Future Growth



Highly Experienced Executive and Physician Leadership Team

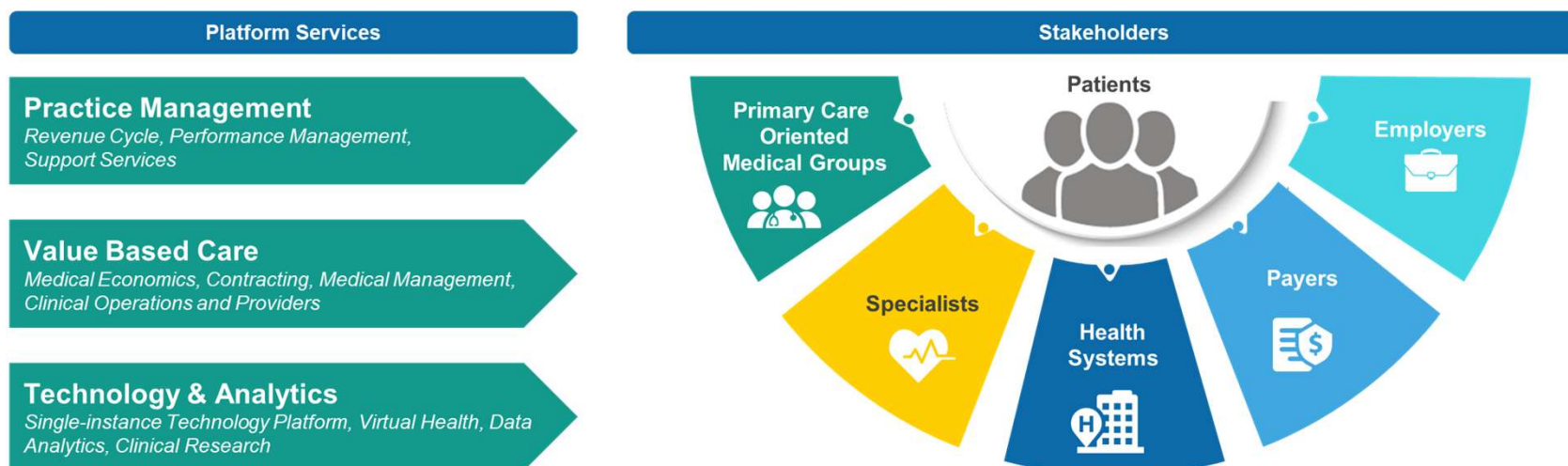
***The Privia Platform directly addresses the challenges physicians face and provides better economics in both Fee-for-Service and Value Based reimbursement models***



# APPENDIX

## Proven, Scalable and Flexible Operating Model

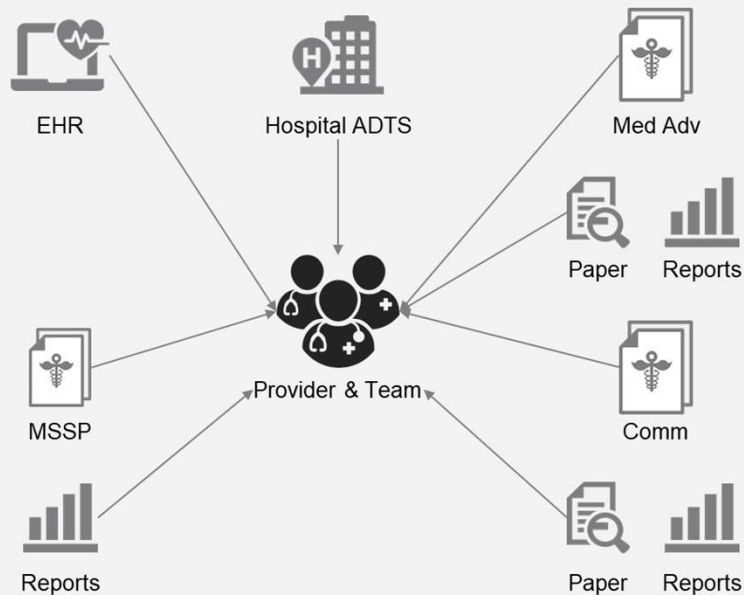
- Single Tax-ID Medical Group in each local market – a primary care centric delivery network in each market
- Management services and clinical organization enabled by the Privia Technology Solution
- Market specific strategies — Accountable Care Organizations and ancillary services based on market dynamics
- Recognize practice collections across all of our providers
  - Under fee-for-service contracts, Privia keeps a percentage of total collections
  - Under value-based care constructs, Privia collects a per member per month (“PMPM”) fee and a portion of the shared savings generated



# The Privia Technology Solution Creates an Integrated Experience for Providers and Patients

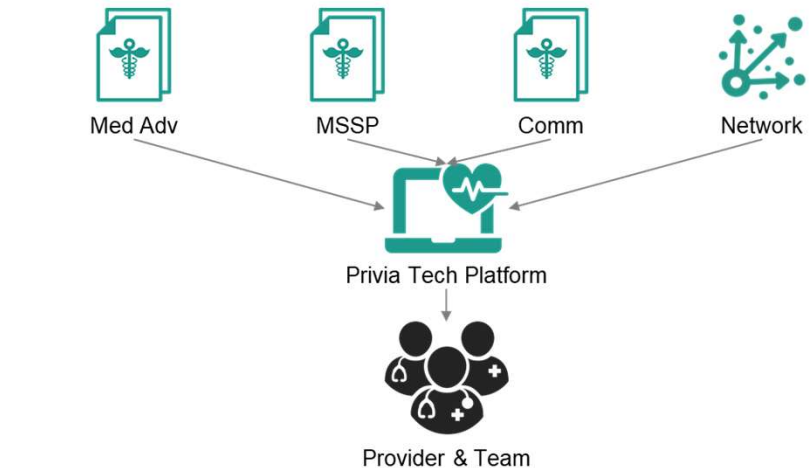
## Old Way

Confusion and disorganization as a result of an onslaught of information from disparate sources



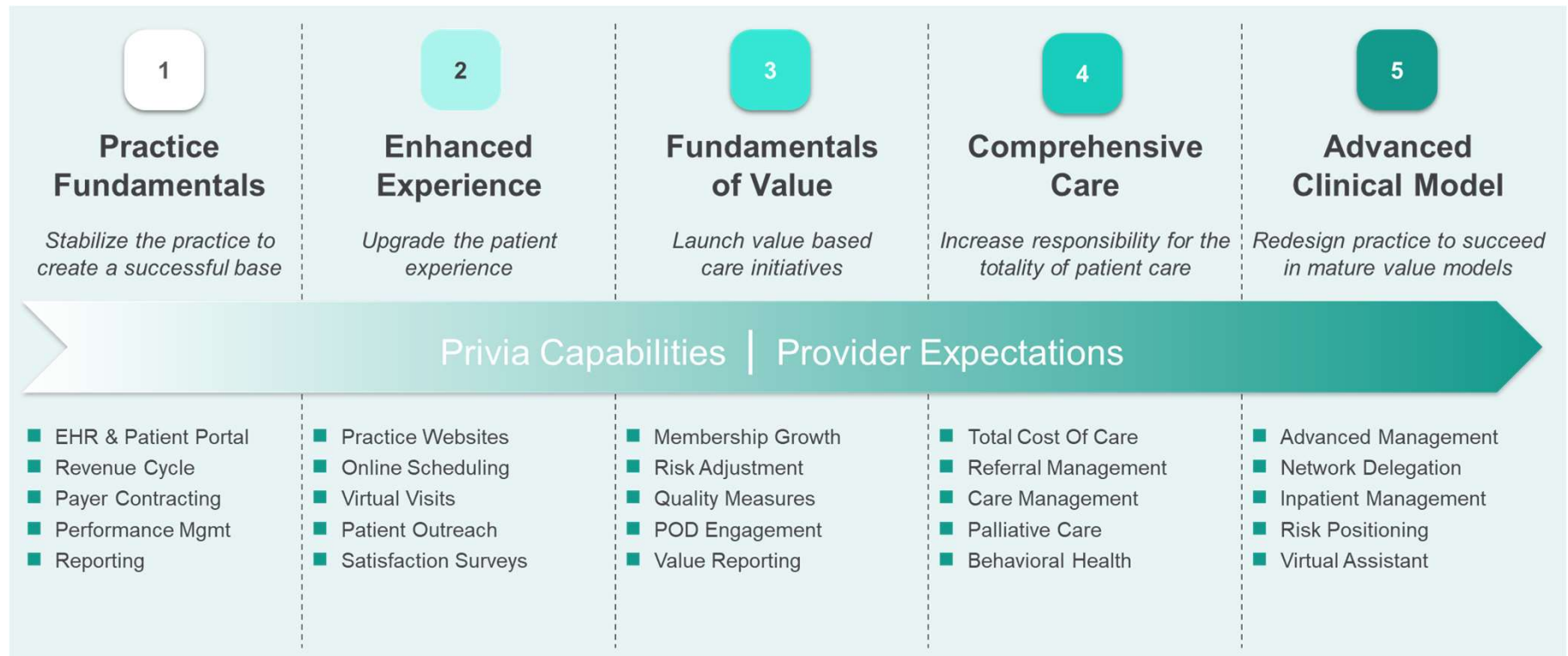
## The Privia Way

Privia manages complexity to create a unified workflow and experience for providers, staff, and patients



The Privia solution acquires data from across the healthcare ecosystem for a single view of the patient

# Methodical Process Helps Providers Move Towards Value



## Privia's VBC Initiatives Differ From Other Models

- Value-based care participation across all programs: Commercial, Medicare Advantage, Medicare and Medicaid
- Scaled and growing: ~721,000 attributed lives across 70+ risk arrangements
- Significant opportunity to move attributed lives into full-risk arrangements over time
  - Enables providers experienced primarily in fee-for-service to transition thoughtfully and profitably to value-based care
  - Interests aligned with provider groups sharing upside/downside risk with Privia
- Practice Collections & Revenue reflect shared savings, not premium MA dollars / costs under management
- Privia leadership has decades of experience in managing and underwriting risk

# Case Study: Driving Performance for Physician Group “A” Partnership

■ Physician group A joined Privia in 2014 with several objectives in mind:

- Increase participation and improve performance in value based care programs;
- Implement a new provider compensation model;
- Hire new providers to offset retirement and attrition;
- Expand specialty capabilities including sports medicine, allergy and urgent care; and
- Improve branding

## Overview

## Key Takeways

Since 2014, Privia has helped to drive...

**~90%**

Increase in practice collections  
(from \$5.8mm to \$11mm)

**35%**

Increase in provider base  
(from 17 to 23 providers)

**>50%**

Increase in annual patient visit volume

**~20%**

Increase in per provider patient volume

**22%**

Improvement in days accounts receivable

**0.8**

Improvement in online reputation rating  
(from 3.2 to 4.0 stars)



# Case Study: Driving Growth in Our Mid-Atlantic Market

- Established presence in Mid-Atlantic market in 2013 and drove rapid growth across platform
- Demonstrated power of model to enter market and expand provider density, while moving market to value based care

## Key Takeways

### Privia Growth<sup>1</sup>

- ✓ **~270%** Growth In Implemented Providers
- ✓ **~6%** Increase In Market Share
- ✓ **77%** CAGR In Attributed Lives
- ✓ **~\$450mm** Increase In Fee-for-service Practice Collections
- ✓ **\$245mm** Total Shared Savings (2014 Through 2019)

### Provider Revenue Growth<sup>2</sup>

- ✓ **20%** Fee-for-service Revenue Increase Driven By:
  - ❖ **5%** Increase In Revenue Per Provider
  - ❖ **14%** Provider Base Expansion
- ✓ **116%** Increase In Value based Care Revenue Driven By:
  - ❖ **90%** Increase In Revenue Per Provider
  - ❖ **14%** Provider Base Expansion

<sup>1</sup> From 2014 to 2020.

<sup>2</sup> Cohort of 76 Mid-Atlantic primary care providers who have been a part of Privia for at least five years.



# Case Study: Establishing an Anchor Partnership in a New Market with Health System “A” and Driving Growth

Entered Florida market in 2019 through partnership with Health System A, which engaged Privia to:

- Implement ambulatory technology solution across the Health System A Medical Group
- Streamline operations and improve clinical and quality outcomes
- Establish a partnership to grow and expand medical group statewide

## Key Takeaways

The relationship with Health System A as an anchor customer enabled Privia to grow across all of Florida:

- ✓ Launched a new medical group for private physicians as alternative alignment vehicle to employment
- ✓ Accelerated the shift of the market to value based care, generating \$15mm in gross savings in 2020 with our Medicare Advantage value-based arrangement

## Performance Summary

*All key financial metrics at or above high end of management's previous estimates for 1Q'21*

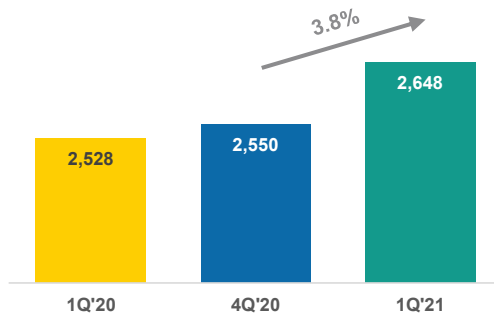
(Unaudited; \$ in Millions)

**For the Three Months Ended March 31, 2021**

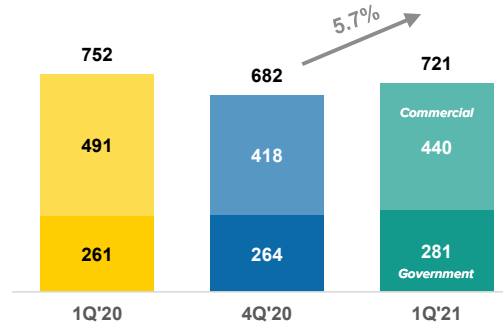
	Previous Estimates		Reported Actuals	% Change from 1Q'20
	Low	High		
Practice Collections	\$ 330.0	\$ 345.0	\$ 344.1	5.1%
GAAP Revenue	200.0	210.0	213.6	0.3%
Care Margin	48.5	52.5	52.5	9.7%
Platform Contribution	22.5	25.0	25.5	25.9%
Adjusted EBITDA	\$ 7.0	\$ 10.0	\$ 9.9	41.0%

# 1Q'21 Performance

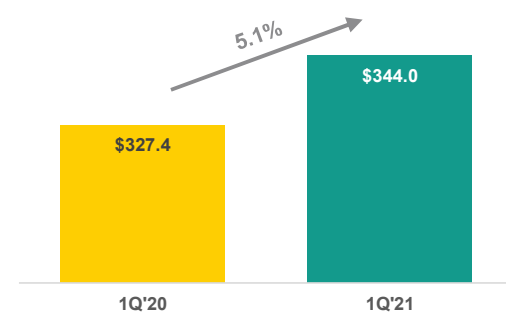
Implemented Providers (as of end of period)



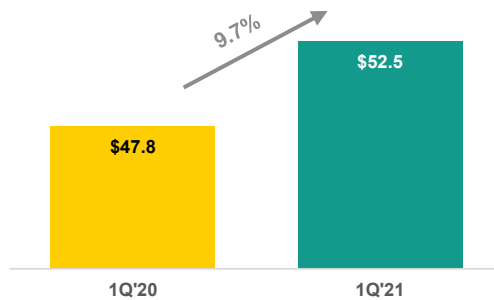
Attributed Lives ('000s, as of end of period)<sup>1</sup>



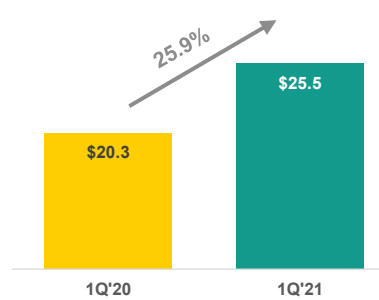
Practice Collections (\$mm)



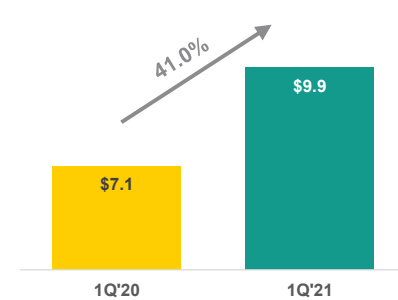
Care Margin (\$mm)



Platform Contribution (\$mm)



Adjusted EBITDA (\$mm)



% Practice Collections  
% Care Margin

6.2%  
42.4%

7.4%  
48.6%

2.2%  
14.7%

2.9%  
18.9%

## FY'21 Guidance as of June 10, 2021

(\$ in millions)	FY 2020 Actual	FY 2021 Guidance		Y - Y % Change from FY 2020	
		Low	High	Low	High
Implemented Providers	2,550	2,850	2,900	11.8%	13.7%
Attributed Lives	682,000	730,000	750,000	7.0%	10.0%
Practice Collections	\$1,301.1	\$1,445	\$1,465	11.1%	12.6%
GAAP Revenue	\$ 817.1	\$ 860	\$ 880	5.3%	7.7%
Care Margin	\$ 187.6	\$ 215	\$ 221	14.6%	17.8%
Platform Contribution	\$ 82.6	\$ 93	\$ 98	12.6%	18.6%
Adjusted EBITDA	\$ 29.4	\$ 34	\$ 38	15.6%	29.3%

## Reconciliation of Operating Income to Care Margin<sup>1</sup>

(unaudited and \$ in thousands)	For the Three Months Ended March 31,	
	2021	2020
Operating income	\$ 7,907	\$ 6,496
Depreciation and amortization	445	338
General and administrative	13,996	10,989
Sales and marketing	3,184	2,452
Cost of platform	26,962	27,561
Care margin	\$ 52,494	\$ 47,836

(1) Care Margin is total revenue less the sum of physician and practice expense.

## Reconciliation of Operating Income to Platform Contribution<sup>2</sup>

(unaudited and \$ in thousands)	For the Three Months Ended March 31,	
	2021	2020
Operating income	\$ 7,907	\$ 6,496
Depreciation and amortization expense	445	338
General and administrative	13,996	10,989
Sales and marketing	3,184	2,452
Platform contribution	<u>\$ 25,532</u>	<u>\$ 20,275</u>

(2) Platform Contribution is total revenue less the sum of physician and practice expense and cost of platform.

## Reconciliation of Net Income to Adjusted EBITDA<sup>3</sup>

(unaudited; amounts in thousands)	For the Three Months Ended March 31,	
	2021	2020
Net income	\$ 5,398	\$ 5,414
Net income (loss) attributable to non-controlling interests	218	(85)
Provision for income taxes	2,000	700
Interest expense	291	467
Depreciation and amortization	445	338
Stock-based compensation	101	121
Other expenses	1,494	100
Adjusted EBITDA	\$ 9,947	\$ 7,055

(3) Adjusted EBITDA is net income (loss) attributable to Privia Health Group, Inc. shareholders and subsidiaries excluding minority interests, provision (benefit) for income taxes, interest income, interest expense, depreciation and amortization, stock-based compensation, severance charges and other non-recurring expenses.



**Thank You**

**PriviaHealth.com**

**Contact:**

Robert P. Borchert  
SVP, Investor & Corporate Communications  
robert.borchert@priviahealth.com  
Phone: 817.783.4841

