

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): May 10, 2024



**Aveanna Healthcare Holdings Inc.**

(Exact name of Registrant as Specified in Its Charter)

**Delaware**  
(State or Other Jurisdiction  
of Incorporation)

**001-40362**  
(Commission File Number)

**81-4717209**  
(IRS Employer  
Identification No.)

**400 Interstate North Parkway SE**  
**Atlanta, Georgia**  
(Address of Principal Executive Offices)

**30339**  
(Zip Code)

Registrant's Telephone Number, Including Area Code: 770 441-1580

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))
- Pre-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:**

<b>Title of each class</b>	<b>Trading Symbol(s)</b>	<b>Name of each exchange on which registered</b>
Common Stock, par value \$0.01 per share	AVAH	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

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.**

On May 10, 2024, Aveanna Healthcare Holdings Inc. (the "Company", "we", "us", or "our") made available a financial presentation to investors for a series of investor conferences and meetings. A copy of the presentation is attached hereto as Exhibit 99.1 and incorporated by reference in this Item 7.01. A copy of the presentation is also available on our website at [ir.aveanna.com](http://ir.aveanna.com).

**Use of our Website and Social Media to Distribute Material Company Information**

We use our website as a channel of distribution for important Company information. We routinely post on our website important information, including press releases, investor presentations and financial information, which may be accessed by clicking on the "Investors" section of [www.aveanna.com](http://www.aveanna.com). We also use our website to expedite public access to time-critical information regarding our Company in advance of or in lieu of distributing a press release or a filing with the SEC disclosing the same information. Therefore, investors should look to the "Investors" section of our website for important and time-critical information. Visitors to our website can also register to receive automatic e-mail and other notifications alerting them when certain new information is made available on our website. Information contained on, or accessible through, our website is not a part of and is not incorporated by reference in this Current Report on Form 8-K.

The information contained in this Item 7.01, including in Exhibit 99.1 attached hereto, is "furnished" and not "filed" for purposes of Section 18 of the Exchange Act or otherwise subject to the liabilities of that section. Such information shall not be incorporated by reference in another filing under the Exchange Act or the Securities Act, except to the extent such other filing specifically incorporates such information by reference.

**Item 9.01 Financial Statements and Exhibits.**

(d) Exhibits.

<u>Exhibit Number</u>	<u>Description</u>
99.1	<a href="#">Aveanna Investor Presentation - May 2024</a>
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

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# Investor Presentation

May 2024

T H E F U T U R E O F H O M E C A R E



This investor presentation (this "presentation") and any oral statements made in connection with this presentation are for information purposes only and do not constitute an offer to sell, a solicitation of an offer to buy, or a recommendation to purchase any equity, debt or other securities of Aveanna Healthcare Holdings Inc. (including its consolidated subsidiaries, "Aveanna," the "Company," "we," "us" or "our"). The information contained herein does not purport to be all inclusive. The data contained herein as derived from various internal and external sources believed to be reliable, but there can be no assurance as to the accuracy or completeness of such information. Any data on past performance contained herein is not an indication as to future performance. Except as required by applicable law, Aveanna assumes no obligation to update the information in this presentation. Nothing herein shall be deemed to constitute investment, legal, tax, financial, accounting or other advice. The communication of this presentation is restricted by law and it is not intended for distribution to, or use by any person in, any jurisdiction where such distribution or use would be contrary to local law or regulation. No representation or warranty (whether express or implied) has been made by Aveanna with respect to the matters set forth in this presentation.

#### Cautionary Note Regarding Forward-Looking Statements

Certain matters discussed in this presentation constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements (other than statements of historical facts) in this presentation regarding our prospects, plans, financial position, business strategy and expected financial and operational results may constitute forward-looking statements. Forward-looking statements generally can be identified by the use of terminology such as "believe," "expect," "anticipate," "design," "would," "intend," "plan," "estimate," "seek," "will," "may," "should," "predict," "project," "potential," "continue" or the negatives of these terms or variations of them or similar expressions. These statements are based on certain assumptions that we have made in light of our experience in the industry as well as our perceptions of historical trends, current conditions, expected future developments and other factors we believe are appropriate in these circumstances. These forward-looking statements are based on our current expectations and beliefs concerning future developments and their potential effect on us. Forward-looking statements involve a number of risks and uncertainties that may cause actual results to differ materially from those expressed or implied by such forward-looking statements, such as our ability to successfully execute our growth strategy, including through organic growth and the completion of acquisitions, effective integration of the companies we acquire, unexpected costs of acquisitions and dispositions, the possibility that expected cost synergies may not materialize as expected, the failure of Aveanna or the companies we acquire to perform as expected, estimation inaccuracies in revenue recognition, our ability to drive margin leverage through lower costs, unexpected increases in SG&A and other expenses, changes in reimbursement, changes in government regulations, changes in Aveanna's relationships with referral sources, increased competition for Aveanna's services or wage inflation, changes in the interpretation of government regulations or discretionary determinations made by government officials, uncertainties regarding the outcome of rate discussions with managed care organizations and our ability to effectively collect our cash from these organizations, our ability to effectively collect and submit data required under Electronic Visit Verification regulations, our ability to comply with the terms and conditions of the CMS Review Choice Demonstration program, our ability to effectively implement and transition to new electronic medical record systems or billing and collection systems, changes in tax rates, the impact of adverse weather, and other risks set forth under the heading "Risk Factors" in Aveanna's Annual Report on Form 10-K for its 2023 fiscal year filed with the Securities and Exchange Commission on March 14, 2024, which is available at [www.sec.gov](http://www.sec.gov). In addition, these forward-looking statements necessarily depend upon assumptions, estimates and dates that may prove to be incorrect or imprecise. Accordingly, forward-looking statements included in this presentation do not purport to be predictions of future events or circumstances, and actual results may differ materially from those expressed by forward-looking statements. All forward-looking statements speak only as of the date made, and Aveanna undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

#### Industry and Market Data

Unless otherwise indicated, information contained in this presentation concerning our industry, competitive position and the markets in which we operate is based on information from independent industry and research organizations, other third-party sources and management estimates. Aveanna has not independently verified the information and data obtained from third party sources and cannot assure you of such data's accuracy or completeness. Management estimates are derived from publicly available information released by third-party sources, as well as data from our internal research, and are based on assumptions made by us upon reviewing such data, and our experience in, and knowledge of, such industry and markets, which we believe to be reasonable. Any industry forecasts are based on data (including third-party data), models and experience of various professionals and are based on various assumptions, all of which are subject to change without notice. In addition, projections, assumptions and estimates of the future performance of the industry in which we operate and our future performance are necessarily subject to uncertainty and risk due to a variety of factors, including those described in "Cautionary Note Regarding Forward-Looking Statements." These and other factors could cause results to differ materially from those expressed in the estimates made by the independent parties and by us.

#### Non-GAAP Financial Measures

This presentation includes various performance indicators and non-GAAP financial measures that we use to help us evaluate our business, identify trends affecting our business, formulate business plans, and make strategic decisions. EBITDA, Adjusted EBITDA, Free Cash Flow, and pro forma presentations of the foregoing are financial measures that are calculated and presented on the basis of methodologies other than in accordance with generally accepted accounting principles in the United States of America ("GAAP"). Reconciliations of such non-GAAP measures to their nearest comparable GAAP measures can be found in the Appendix to this presentation. Any non-GAAP financial measures used in this presentation are in addition to, and not meant to be considered superior to, or a substitute for, the Company's financial statements prepared in accordance with GAAP.

Additional information with respect to Aveanna is contained in its filings with the SEC and is available at the SEC's website, [www.sec.gov](http://www.sec.gov), and on Aveanna's website, [www.aveanna.com](http://www.aveanna.com)



**Jeff Shaner**  
Chief Executive Officer



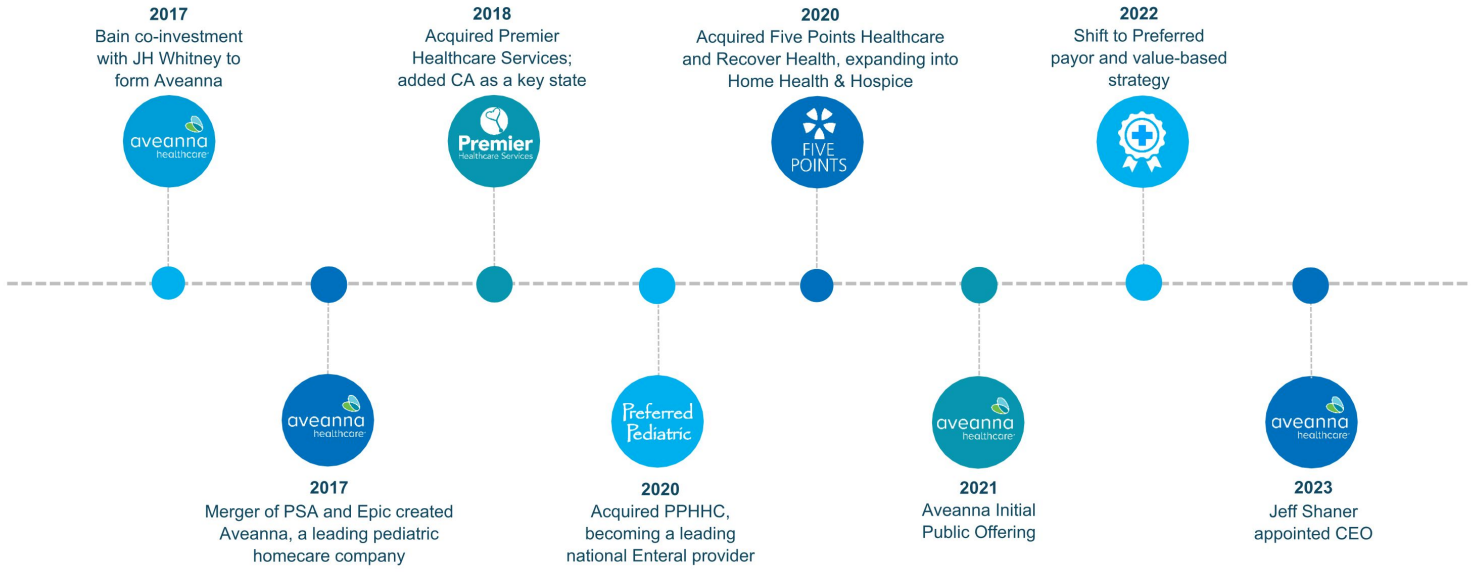
**Matt Buckhalter**  
Chief Financial Officer

**20+** YEARS IN HEALTHCARE **12+**

- CEO of Aveanna since 2023
- Instrumental in formation of Aveanna Healthcare
- Chief Operating Officer of Aveanna Healthcare since 2017
- Chief Operating Officer of PSA Healthcare since 2015
- Former SVP, President of Operations of Gentiva Health Services
- Former President of Gentiva Health Services' Hospice Division

- CFO of Aveanna since 2023
- Integral to Aveanna's financial structure since inception
- Senior Vice President of Finance for Aveanna Healthcare since 2016
- Leads the company's Investor Relations Group
- Former Vice President of Finance of PSA Healthcare since 2015

# The History of Aveanna



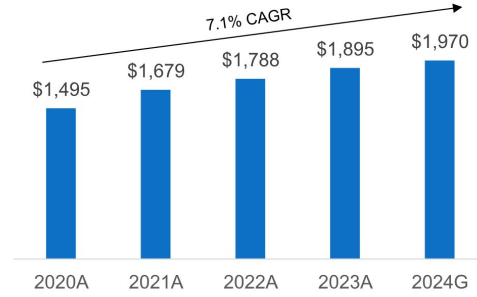


## By The Numbers

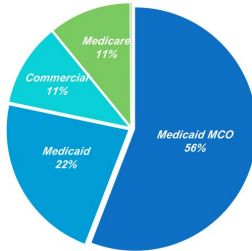
2024 Guidance <sup>(1)</sup>	Key Operating Statistics	
<b>\$1,970m</b> Revenue	<b>334</b> Locations	
<b>30%</b> Gross Margin <sup>(2)</sup>	<b>33</b> States	<b>26,500</b> Caregivers
<b>\$150m</b> Adjusted EBITDA	<b>41m</b> Homecare Hours <sup>(3)</sup>	<b>1,750+</b> Distinct Payors

## 2020 – 2024 Revenue Growth

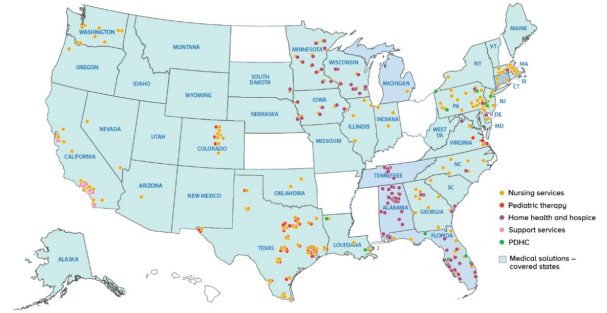
(\$ in millions)



## Payor Mix<sup>4</sup>



## National Footprint



1. Consistent with prior practice, we are not providing guidance on net income, or a reconciliation of Adjusted EBITDA thereto, at this time due to the volatility of certain required inputs that are not available without unreasonable efforts, including future fair value adjustments associated with our interest rate derivatives. 2. Q1 2024 Gross Margin 3. Q1 2024 PDS Hours annualized 4. Q1 2024 Payor mix



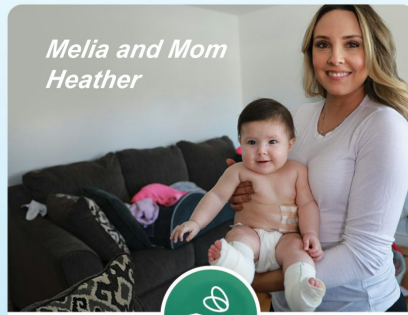


*Brylee and Mom  
Marisa*



*"Having our Aveanna care team means less hospital visits, more consistent care and a partnership between me and her Aveanna nurses. Together, we keep Brylee home and in her best health."*

**Private Duty Services**



*Melia and Mom  
Heather*



*"Melia's progress has been amazing since coming home with Aveanna's enteral nutrition and nursing services. You can see in her eyes what it means to her to be with family. Playing and laughing with her sisters is what Melia wakes up for every day."*

**Medical Solutions**



*Valerie*



*"I loved meeting the nurses and therapists who came to my home. They were caring, encouraging and so helpful with my recovery. Now I am independent again and feeling great after my hip replacement surgery."*

**Home Health & Hospice**

## By The Numbers

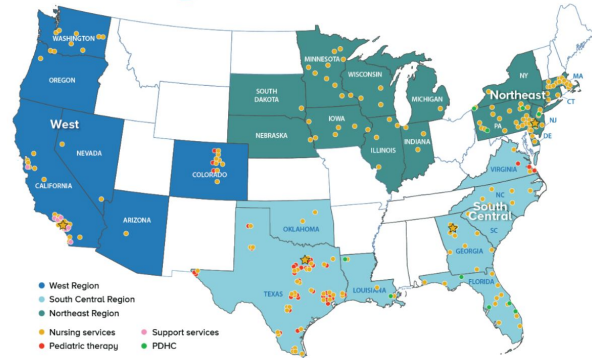
Financial Highlights	Key Operating Statistics	
<b>81%</b> of Consolidated Revenue Run Rate <sup>1</sup>	<b>234</b> Locations	
<b>26% – 28%</b> Gross Margin <sup>2</sup>	<b>28</b> States	<b>38,000</b> Patients on Service
<b>3% - 5%</b> Organic Growth Rate <sup>3</sup>	<b>&lt;10</b> Avg. Patient Age	<b>3-5 Years</b> Avg. Case Length

## Key Items

- **Growth Drivers** - Advanced clinical recruiting, experienced sales force, density in key geographies, leading clinical care, and a strong technology platform
- **Public Metrics** – Hours, revenue rate, cost of revenue rate, and spread
- **Reimbursement Profile** – Heavily weighted Medicaid and Medicaid MCO payors



- One Nurse – One Patient
- Full Time & Per Diem Caregivers paid by the hour
- Longer Length of Stay
- Demand exceeds Supply
- Preferred Payors and Government Partners



1. Based upon Q1 2024 actual results. 2. Management's expectation of gross margin percentages over time. 3. Management's expectation of total organic revenue growth rate over time.

## By The Numbers

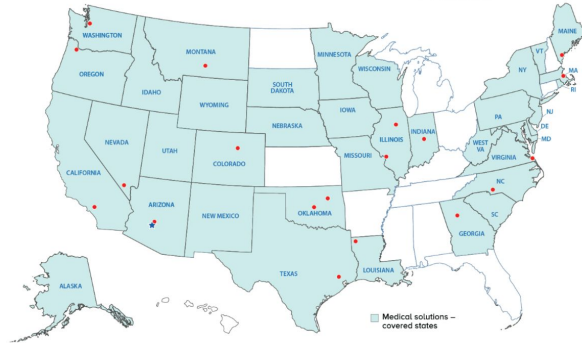
Financial Highlights	Key Operating Statistics	
<b>8%</b> of Consolidated Revenue Run Rate <sup>1</sup>	<b>16</b> Locations	
<b>41% – 44%</b> Gross Margin <sup>2</sup>	<b>37</b> States We Deliver to	<b>31,000</b> Patients on Service
<b>8% – 10%</b> Organic Growth Rate <sup>3</sup>	<b>Mixed</b> Avg. Patient Age	<b>2-3 Years</b> Avg. Case Length

## Key Items

- **Growth Drivers** - Clinically-specialized sales force, scaled infrastructure, new market expansion strategy, cross-sell between PDS and HHH
- **Public Metrics** - Unique patients served, reimbursement rate, and cost of revenue
- **Reimbursement Profile** – Commercial, Medicare, and Medicaid Payors



- Nutritional Support – Enteral Product, Equipment, and Supplies
- Provided to Pediatrics, Adults, and Seniors
- Monthly Distribution Services
- Longer Length of Stay
- Leading National Enteral Provider



1. Based upon Q1 2024 actual results. 2. Management's expectation of gross margin percentages over time. 3. Management's expectation of total organic revenue growth rate over time.

## By The Numbers

By The Numbers	
Financial Highlights	Key Operating Statistics
<b>11%</b> of Consolidated Revenue Run Rate <sup>1</sup>	<b>84</b> Locations
<b>48% – 50%</b> Gross Margin <sup>2</sup>	<b>15</b> States <b>13,500</b> Patients on Service
<b>5% - 7%</b> Organic Growth Rate <sup>3</sup>	<b>78</b> Avg. Patient Age <b>100 Days</b> Avg. Case Length
Key Items	

- **Growth Drivers** - Clinical outcomes and quality measures, experienced sales force, specialty programs targeting high-cost patient populations, meaningful investments in scalable infrastructure
- **Public Metrics** – Total admissions, episodic admissions, total episodes, and revenue per episode
- **Reimbursement Profile** – Medicare and commercial payors based on fee for service and episodic payment structure

1. Based upon Q1 2024 actual results. 2. Management's expectation of gross margin percentages over time. 3. Management's expectation of total organic revenue growth rate over time.

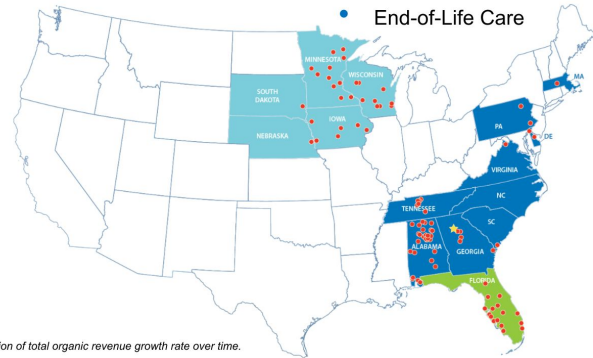


## Home Health

- Geriatric Patient Population
- Short-Term Intermittent Services
- Episodic Reimbursement
- Shorter Length of Stay
- Value-Based Care Component

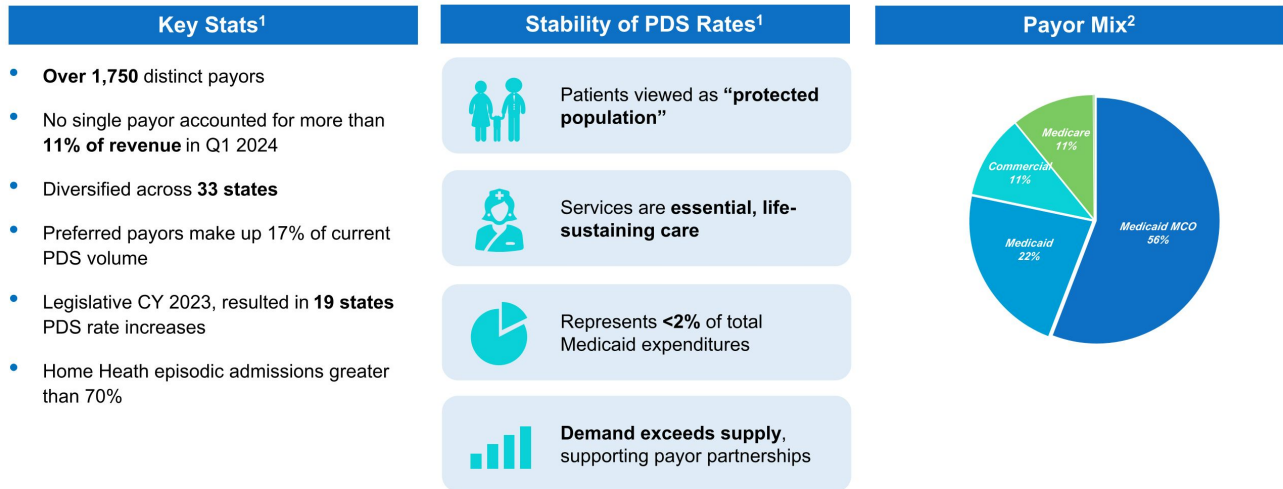
## Hospice

- Geriatric Patient Population
- Per Diem Reimbursement
- End-of-Life Care



# Reimbursement Environment is Structurally Positive

Diverse group of payors includes managed care organizations (“MCOs”), state-based Medicaid programs, Medicare, MA plans, commercial insurance, and other government payors across 33 states



<sup>1</sup> Management Data. <sup>2</sup> Q1 Payor mix for 2024



# Industry Trends

## Current and Future Trends

### Value-Based Care

- Shift to preferred payor and value-based care strategy
- Increasing recognition of Aveanna's value proposition
- Leveraging success of early value-based models with emerging preferred payor opportunities
- Believe Aveanna is well-positioned to benefit from shift to value-based care due to our scaled platform, clinical competency, and compliance programs

### Senior Population Growth

- Every day in the U.S., 10,000 people turn 65
- Continued increase in life expectancy

### Labor Environment

- Post-Covid, inflationary labor market continues to drive nursing shortage
- Preferred payor arrangements and other payor reimbursement rate increases allow for incremental caregiver wages, recruitment, and retention

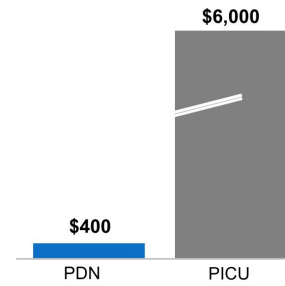
### Continued Shift to Care in the Home

- Institutional costs of care and patient preference driving increased Federal and State awareness of the benefits of care at home
- Shift to the preferred home setting generally supported by constituents, including patients, families, payors, and referral sources

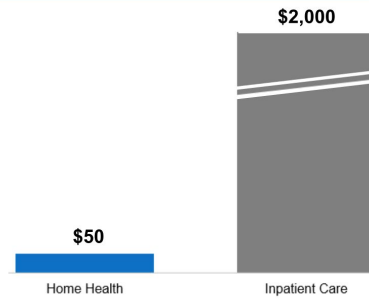
Source: Third party consulting report, management

## Cost Savings

### Daily Cost of PDN



### Daily Cost of Adult Home Health

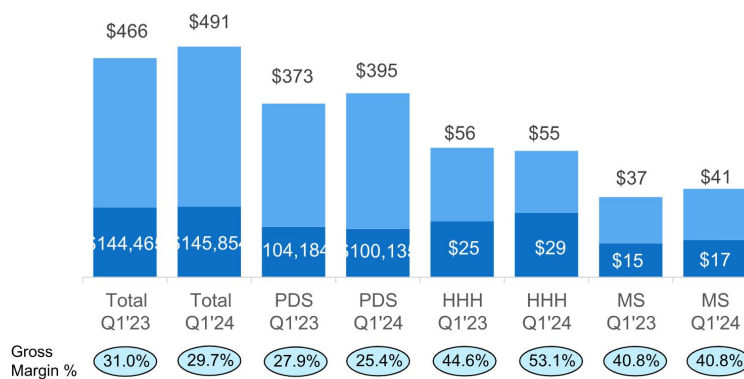


# Q1 2024 Summary Results

## Consolidated Results

\$ in millions	Q1 2023	Q1 2024	Y/Y% Change
Revenue	\$466.4	\$490.7	5.2%
Gross Margin	\$144.5	\$145.9	1.0%
Adjusted EBITDA <sup>(1)</sup>	\$28.5	\$34.9	22.5%

## Revenue and Gross Margin % by Segment



## Key Highlights

- PDS Q1 2024 revenue growth of 5.9% from Q1 2023, driven by 10.3 million hours of care or 4.9% YOY volume increase
- MS Q1 2024 revenue growth of 9.9% from Q1 2023, driven by strong volume growth of 8.2%
- HHH Q1 2024 gross margin growth of 15.8% from Q1 2023, driven by strong episodic mix and caregiver utilization
- Q1 2024 demonstrated continued focus on optimization across Aveanna's overhead platform and preferred payor strategy

<sup>1</sup> Adjusted EBITDA is a non-GAAP financial measure. See Appendix for a reconciliation to the most comparable GAAP measure



# Q1 2024 Balance Sheet Update

## Liquidity

- Liquidity of over \$220.8m, comprised of the following:
  - \$42.6m cash on balance sheet
  - \$168.2m revolver availability
  - \$10m securitization availability
- Undrawn revolver at the end of Q1
- \$32m in outstanding letters of credit at the end of Q1

## Indebtedness and Hedging

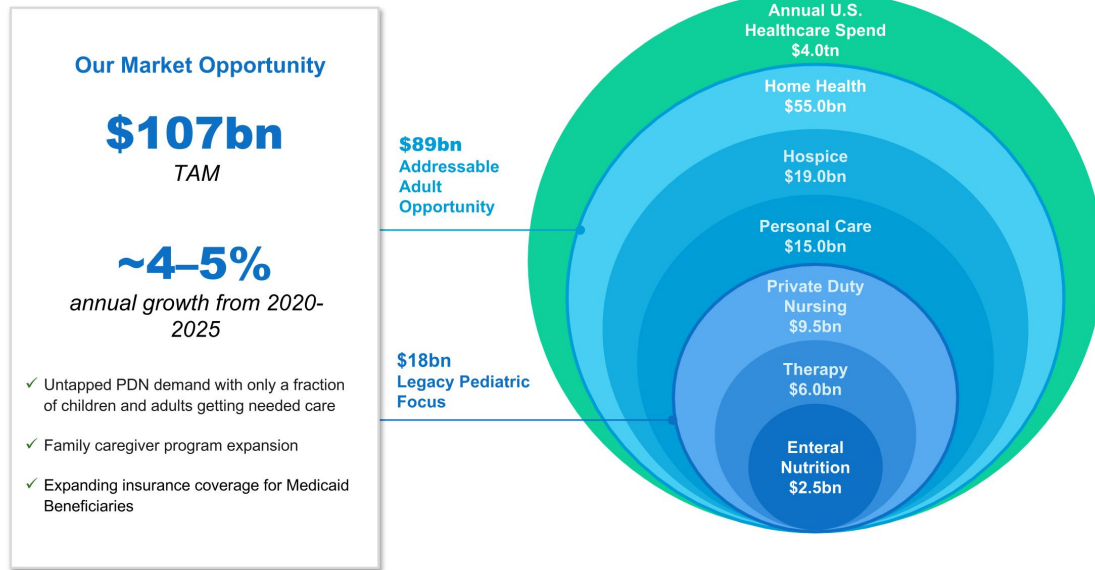
- Total variable rate debt of \$1,477m, consisting of:
  - First Lien: \$897m (S + 3.75%)
  - Second Lien: \$415m (S + 7.00%)
  - Securitization: \$165m (S + 3.50%)
- Interest rate hedges in place:
  - \$520m notional interest rate swap (expires June 2026)
  - \$880m notional, 3% interest rate cap (expires February 2027)

## Cash Flow

- 2023 free cash flow of \$12.5m
- Q1 cash used by operating activities of (\$12m)
- Q1 free cash flow of (\$12.7m)<sup>(1)</sup>
- Goal to drive positive operating cash flow FY 2024

<sup>1</sup>. Free Cash Flow is a non-GAAP financial measure. See Appendix for a reconciliation to the most comparable GAAP measure

# Large, Fragmented Home Care Markets Support Sustainable Growth



Source: 2020 Third party consulting report, management estimates.

# Compelling Growth Opportunities



## Aveanna Platform Primed for Growth

- ✓ Believe increasing recognition of Aveanna's compelling value proposition to patients, payors, and referral sources; Payors understand overarching thesis that homecare is value-add in the healthcare equation
- ✓ Aveanna's infrastructure is primed to support growth opportunities from unmet demand for our services



## Diversified and Stable Platform

- ✓ Aveanna's operations across 33 states provides diversified geographic and business mix
- ✓ Diversified payor mix with no single payor accounting for more than ~11% of revenue<sup>1</sup>



## Margin Profile Focus

- ✓ Historically stable gross margins of ~30-32%<sup>2</sup>; with focus on optimization opportunities
- ✓ Focus on branch, regional, and corporate overhead costs to drive improved margins



## Preferred Payor Growth Opportunities

- ✓ Preferred payors account for ~17% of PDS volumes, with continued growth opportunities
- ✓ Preferred payor arrangements and reimbursement rate increases allow for incremental caregiver wages



## Cash Flow Generation Opportunities

- ✓ Revenue growth combined with cost right-sizing actions provide for continued cash flow improvement
- ✓ Goal to drive positive, sustainable cash flow and reduce leverage over time

<sup>1</sup>. Q1 Payor mix for 2024. <sup>2</sup>. Based on gross margin percentages in fiscal year 2021 through 2023



# Appendix

# Reconciliation of Net (loss) Income to Adjusted EBITDA

<i>(dollars in thousands)</i>	For the three-month periods ended	
	March 30, 2024	April 1, 2023
Net loss	\$ (11,172)	\$ (31,998)
Interest expense, net	39,545	35,883
Income tax benefit	12,662	1,566
Depreciation and amortization	2,912	4,041
EBITDA	43,947	9,492
Goodwill, intangible and other long-lived asset impairment	2,320	68
Non-cash share-based compensation	4,081	2,442
Interest rate derivatives <sup>(1)</sup>	(17,918)	11,922
Acquisition-related costs <sup>(2)</sup>	-	70
Integration costs <sup>(3)</sup>	299	1,133
Legal costs and settlements associated with acquisition matters <sup>(4)</sup>	402	304
Restructuring <sup>(5)</sup>	1,470	2,127
Other legal matters <sup>(6)</sup>	1,095	-
Other system transition costs, professional fees and other <sup>(7)</sup>	(813)	923
Total adjustments <sup>(8)</sup>	\$ (9,064)	\$ 18,989
Adjusted EBITDA	\$ 34,883	\$ 28,481

1, 1-8: Please see our earnings release posted on May 9, 2024 for further description of the nature of these items

## Reconciliation of Net Cash Provided by Operating Activities to Free Cash Flow

<i>(dollars in thousands)</i>	<b>For the three-month period ended</b>	
	<b>March 30, 2024</b>	
Net cash used in operating activities		(11,972)
Purchases of property and equipment, and software		(1,308)
Principal payments of term loans		(2,300)
Principal payments of notes payable and financing lease obligations		(1,448)
Settlements with swap counterparties		4,344
Free cash flow	\$	<u>(12,684)</u>