Health Partners

People. Passion. Purpose.

41st Annual J.P. Morgan Healthcare Conference

January 2023

Disclaimer and Forward-Looking Statements

All information in this presentation is as of the date hereof, and we undertake no duty to update or revise this information unless required by law.

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This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, Section 21E of the Securities Exchange Act of 1995, as amended, Words such as "anticipatet," "believe," "budget," "continue," "could," "estimate," "expect," "indicate," "indic

Non-GAAP Metrics

In addition to the financial results prepared in accordance with U.S. Generally Accepted Accounting Principles ("GAAP"), this presentation contains certain non-GAAP financial measures as defined by the SEC rules, including Adjusted EBITDA. EBITDA is defined as GAAP net income (loss) before (i) interest expense, (ii) income taxes and (iii) depreciation and amortization. Adjusted EBITDA is defined as EBITDA, further adjusted to add back the effect of certain expenses, such as (iv) mark-to-market warrant expense, (v) premium deficiency reserves, (vi) stock-based compensation expense, (vii) goodwill impairment, (viii) transaction expenses, (ix) transaction bonuses, (x) transaction related litigation expense and (xi) restatement related costs. We believe these non-GAAP financial measures provide an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing our financial measures with other similar companies. We do not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. These non-GAAP financial measures are subject to inherent limitations as they reflect the exercise of judgments by our management about which expense and income are excluded or included in determining these non-GAAP financial measures. In addition, other companies may calculate non-GAAP financial measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. The tables in the Appendix to this presentation present reconciliations of Adjusted EBITDA to net income (loss) which is the most directly comparable financial measure calculated in accordance with GAAP, for the periods presented.

We have provided preliminary revenue and preliminary Adjusted EBITDA for the fiscal year ended December 31, 2022. We have also provided revenue and Adjusted EBITDA guidance for the fiscal year ended December 31, 2023 and guidance as to our long-term Adjusted EBITDA Margin target. A reconciliation of the Company's preliminary full-year 2022 Adjusted EBITDA, forecasted full-year 2023 Adjusted EBITDA and forecasted long-term Adjusted EBITDA margin to the most directly comparable GAAP financial measures cannot be provided without unreasonable efforts and are not provided herein because of the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliations.

Key Performance Metrics:

In addition to our GAAP and non-GAAP financial information, the Company also monitors "at-risk members" to help us evaluate our business, identify trends affecting our business, formulate business plans and make strategic decisions. At-risk membership represents the approximate number of Medicare Advantage members for whom we receive a fixed per member per month fee under capitation arrangements as of the end of a particular period.

Disclaimer and Forward-Looking Statements (Cont'd)

Industry and Market Data

Certain information contained in this presentation relates to or is based on studies, publications, surveys and other data obtained from third-party sources and the Company's own internal estimates and research. While the Company believes these third-party sources to be reliable as of the date of this presentation, it has not independently verified, and makes no representation as to the adequacy, fairness, accuracy or completeness of, any information obtained from third-party sources. In addition, all of the market data included in this presentation involves a number of assumptions and limitations, and there can be no guarantee as to the accuracy or reliability of such assumptions. Finally, while we believe our own internal estimates and research are reliable, such estimates and research have not been verified by any independent source.

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Today's Agenda

The P3 Investment Opportunity

2 Patient Results

3 Updated Guidance



The P3 Investment Opportunity

- 1 Validating Growth: Tremendous Demand from Payors and Providers to Partner with P3 and our Care Model
- Proven P3 Medical Cost Reduction Across All Cohorts: Translating Care Model into Proven, Repeatable Outcomes
- 3 Validating Model: Cohort Data Proving out the P3 Model similar to Public Peers and Healthcare Partners
- 4 Adjusted EBITDA & Cash flow at Inflection Point: Meaningful Growth going Forward
- Culminating in a Strong Financial Outlook: \$200M+ Embedded EBITDA in Existing Membership at Maturity, based on a long-term Adjusted EBITDA margin goal of 20%

Validating Growth: Diverse Demand Drivers translating to Outsized Growth

P3 Model Issues

- **Independent Physicians:**
 - FFS not working
 - Need help transitioning to VBC

Payors:

- Certain MA markets underperforming
- Need more effective provider network management
- **Partner with Payors:** Solve underperforming MA markets

Partner with Physician Groups: Big and Small

- **Health System Employed Physicians:** 3
 - Typically not profitable
 - Need help transitioning to VBC

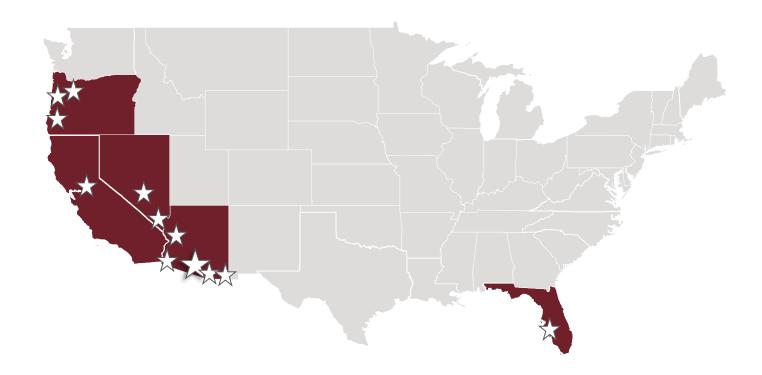
Partner with Health Systems: JV and/or MSO model to drive profitability

- **Inefficient Local Markets:**
 - Fragmented PCP groups
 - Lack of coordinated care

Network Flexibility: Create cohesive IPA in fragmented markets

Validating Growth: Flexible market entry, utilizing existing PCPs and infrastructure

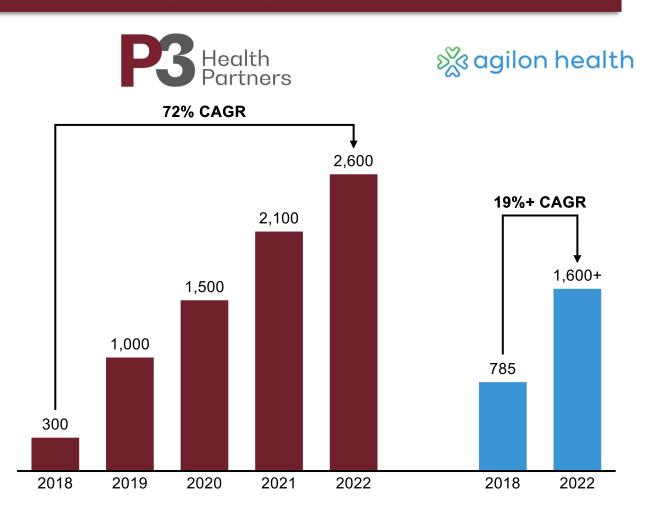
P3 Health Partners Network in 5 States and 15 Markets



Current states



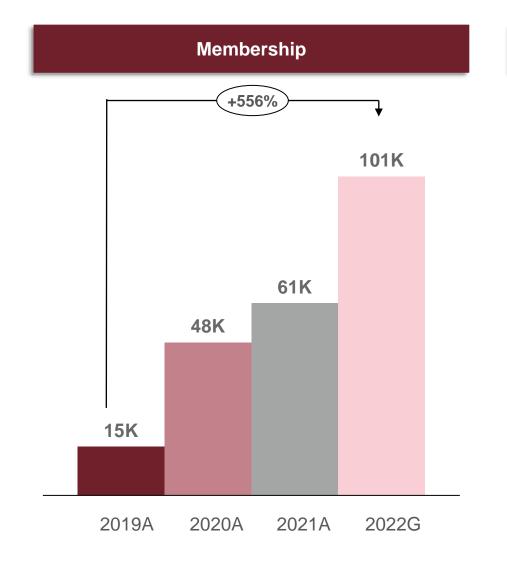
Primary Care Physicians on P3 Platform

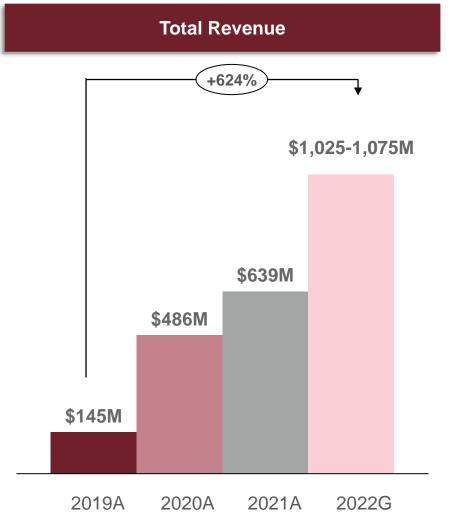


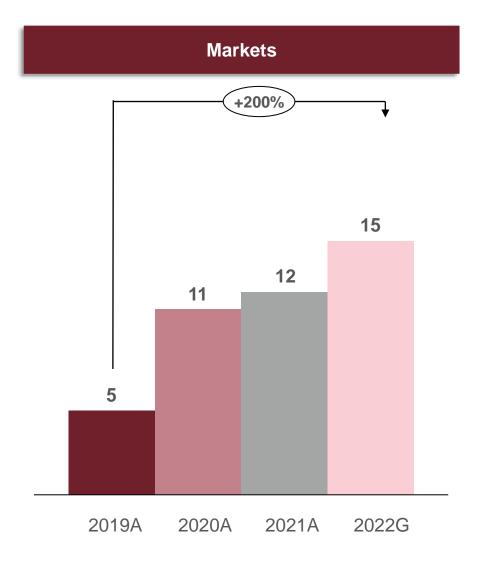
P3 has built a large and dense network of PCP since 2018 with limited cash burn relative to other models



Validating Growth: Translating into Tremendous Uptake of the P3 Model

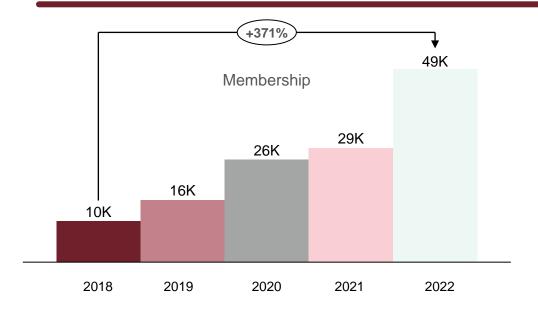


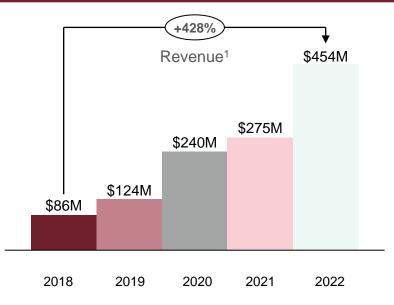


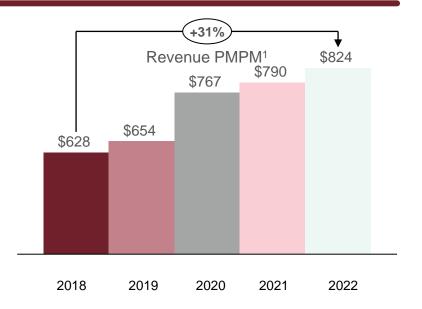


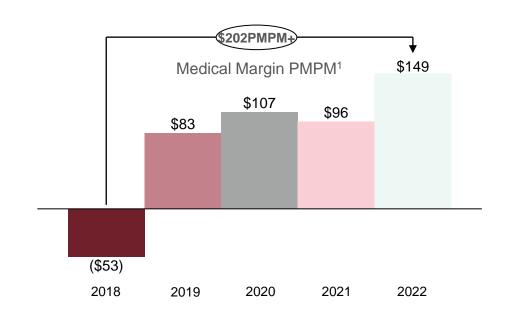


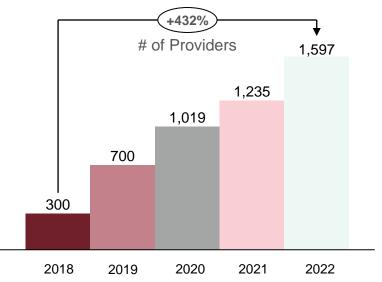
Validating Growth: AZ Market Entry Case Study (2018-2022)

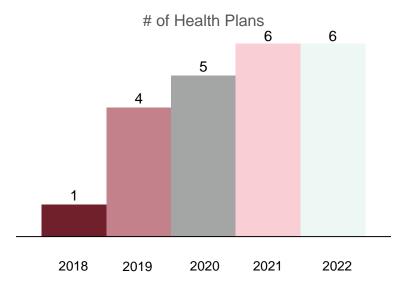






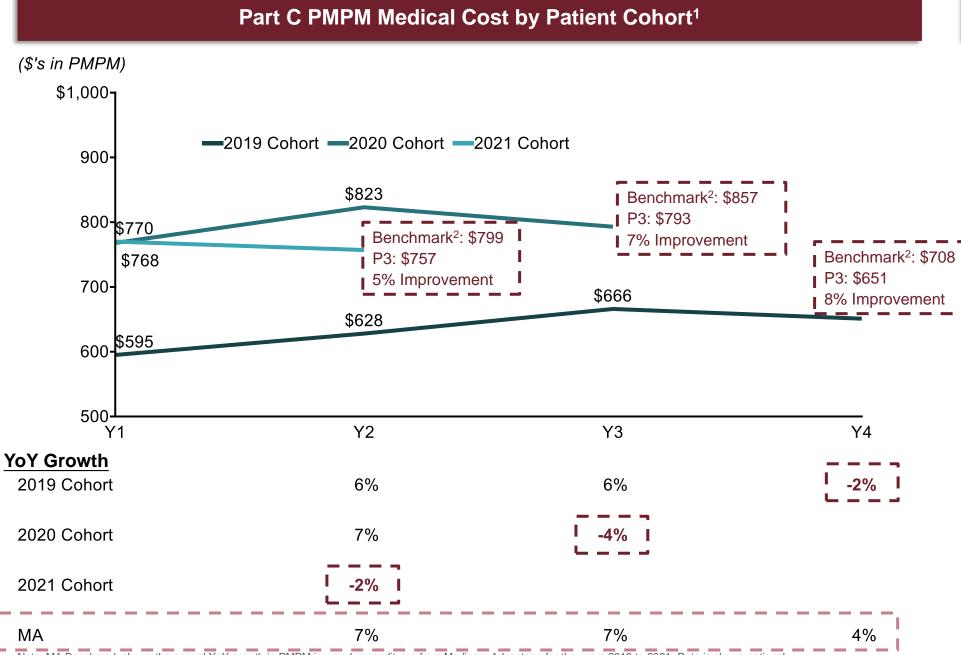








Proven P3 Medical Cost Reduction Across All Cohorts



Commentary

- Demonstrated ability to manage medical cost lower than benchmark increases for all cohorts
 - Strong reliance on medical cost reduction for profitability

Maintains a conservative and consistent risk adjustment process

Note: MA Benchmark shows the annual YoY growth in PMPM incurred expenditures from Medicare Advantage for the years 2018 to 2021. Data is shown national Source: CMS

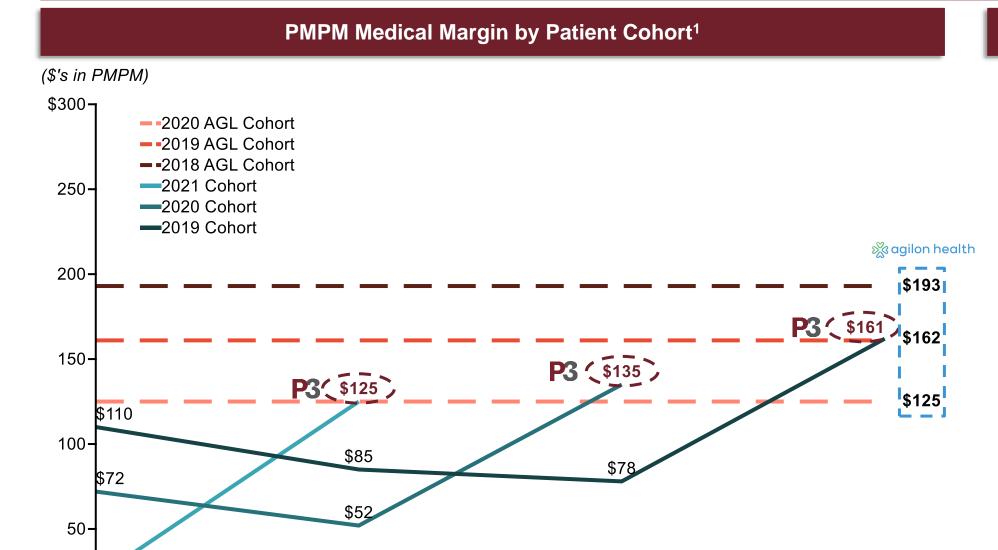


Note: ¹ Circled numbers represent Annualized 2022 metrics

Note: ² Benchmark extrapolated from Y1 P3 actuals using MA benchmark growth rate

Validating Model: Cohort data proving out the P3 model with similar Results to Public Peers

Y4



Y3

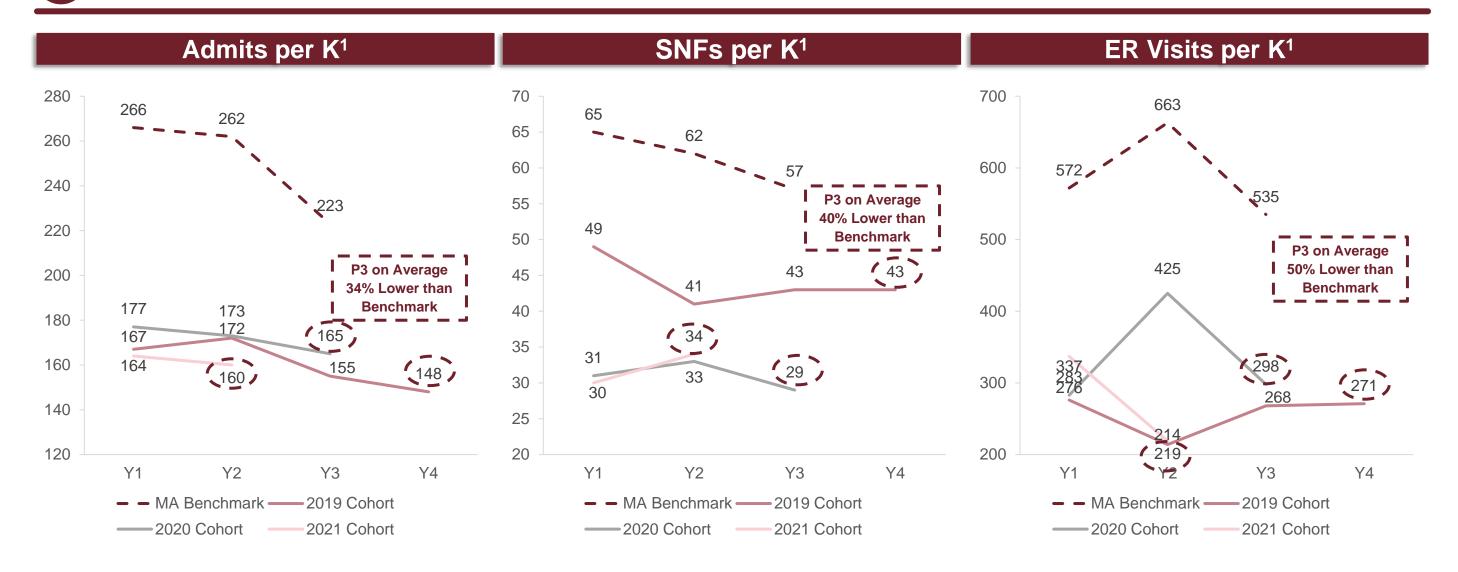
Commentary

- Current P3 patient cohort trends consistent with public peers
- Noise from COVID impacted trend line negatively
 - Physician offices were closed
 - Inability to meet with patients for comprehensive risk assessment
- Further improvement expected over the course of time

Y2

Y1

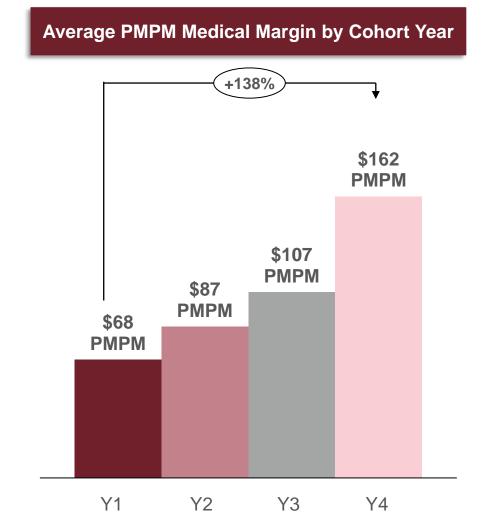
Validating Model: Further Validated by Effective Utilization Management



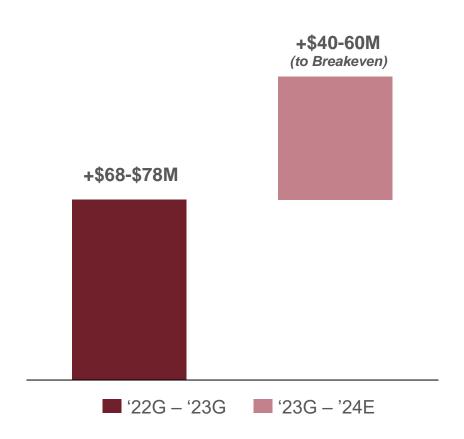
Consistently beating MA FFS benchmark across years and all cohorts even after including COVID Impact



Adjusted EBITDA & Cash flow at Inflection Point: Meaningful growth going forward



Anticipated Increases in Adjusted EBITDA Year over Year



2022G: (\$118M) – (\$128M) 2023G: (\$40M) – (\$60M)

2024G: Adjusted EBITDA Positive

EBITDA & Cash Flow Drivers

- Maturation of membership
- Growth Consistent with Long term expectations
- Significant one-time expenses related to accounting restatements behind the company
- Movement to fully-delegated contracts with improved cash flow dynamics

5 Culminating in a strong financial outlook: \$200M+ Embedded EBITDA

2022 Guidance

➤ Reaffirming our previous Revenue and Adjusted EBITDA guidance of \$1.025B - \$1.075B, and (\$118M) – (\$128M), respectively – inclusive of ~\$40M of restatement and transaction related expenses

2023 Preliminary Membership Guidance

- > Expecting to exit 2023 with 115,000 120,000 Medicare Risk members
- > Expecting >150,000 total members on the P3 platform

2023 Preliminary Revenue Guidance

≥ 2023 Revenue ranging between \$1.20B and \$1.25B, up 14 - 20% from anticipated 2022 full-year revenue

2023 Preliminary Adjusted EBITDA Guidance

- ➤ Adjusted EBITDA between (\$40M) and (\$60M)
- > Expecting to be Adjusted EBITDA positive in 2024

Long-term
Embedded
Adjusted
EBITDA

\$1,050M 2022 Guidance Midpoint Revenue



20%+
Long-term
Adjusted EBITDA
Margin Goal



\$200M+
Embedded EBITDA in existing membership

13