



People. Passion. Purpose.

**Investor Presentation  
September 2025**

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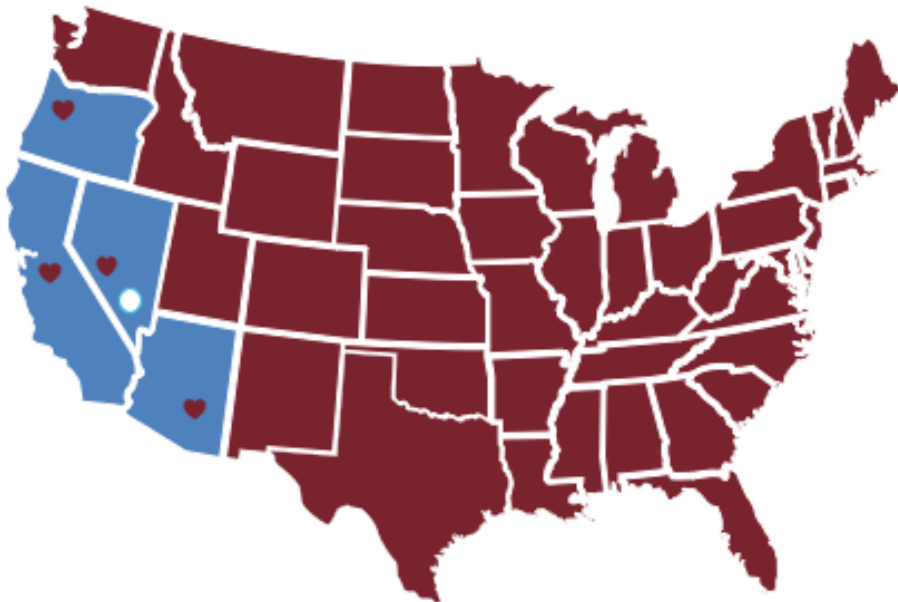
Important risks and uncertainties that could cause our actual results and financial condition to differ materially from those indicated in forward-looking statements include, among others, our ability to continue as a going concern; our potential need to raise additional capital to fund our existing operations or develop or commercialize new services or expand our operations; our ability to achieve or maintain profitability; our ability to maintain compliance with our debt covenants in the future, or obtain required waivers from our lenders if future operating performance were to fall below current projections of if there are material changes to management's assumptions, we could be required to recognize non-cash charges to operating earnings for goodwill and/or other intangible asset impairment; our ability to identify and develop successful new geographies, physician partners, payors and patients; changes in market or industry conditions, regulatory environment, competitive conditions, and receptivity to our services; our ability to fund our growth and expand our operations; changes in laws and regulations applicable to our business; our ability to maintain our relationships with health plans and other key payers; our ability to establish and maintain effective internal controls and the impact of the material weaknesses we have identified; our ability to maintain the listing of our securities on The Nasdaq Stock Market, LLC, increased labor costs; our ability to recruit and retain qualified team members and independent physicians; and other factors discussed under Part I, Item 1A. “Risk Factors” and Part II, Item 7. “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in our Annual Report on Form 10-K for the year ended December 31, 2023, filed with the SEC on March 28, 2024, and in our subsequent filings with the SEC. 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.

## 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.

# P3 Health Partners at a Glance

**P3 Health Partners** is a physician enablement organization that takes global risk in a rapidly growing \$1.1T Medicare Advantage and FFS Medicare market.



A **physician led organization**, enabling physicians, care teams and practices on their journey from traditional fee-for-service to value-based care.

Creating **enhanced patient outcomes** and experiences, greater professional satisfaction for providers and caregivers, and lower care costs.

Leveraging a deeply-integrated and **capital efficient care model**, data and technology, physician leadership and community outreach tools.



**115K** Full-Risk Lives Managed  
*~17K ACO Reach lives*



**4 Western States**



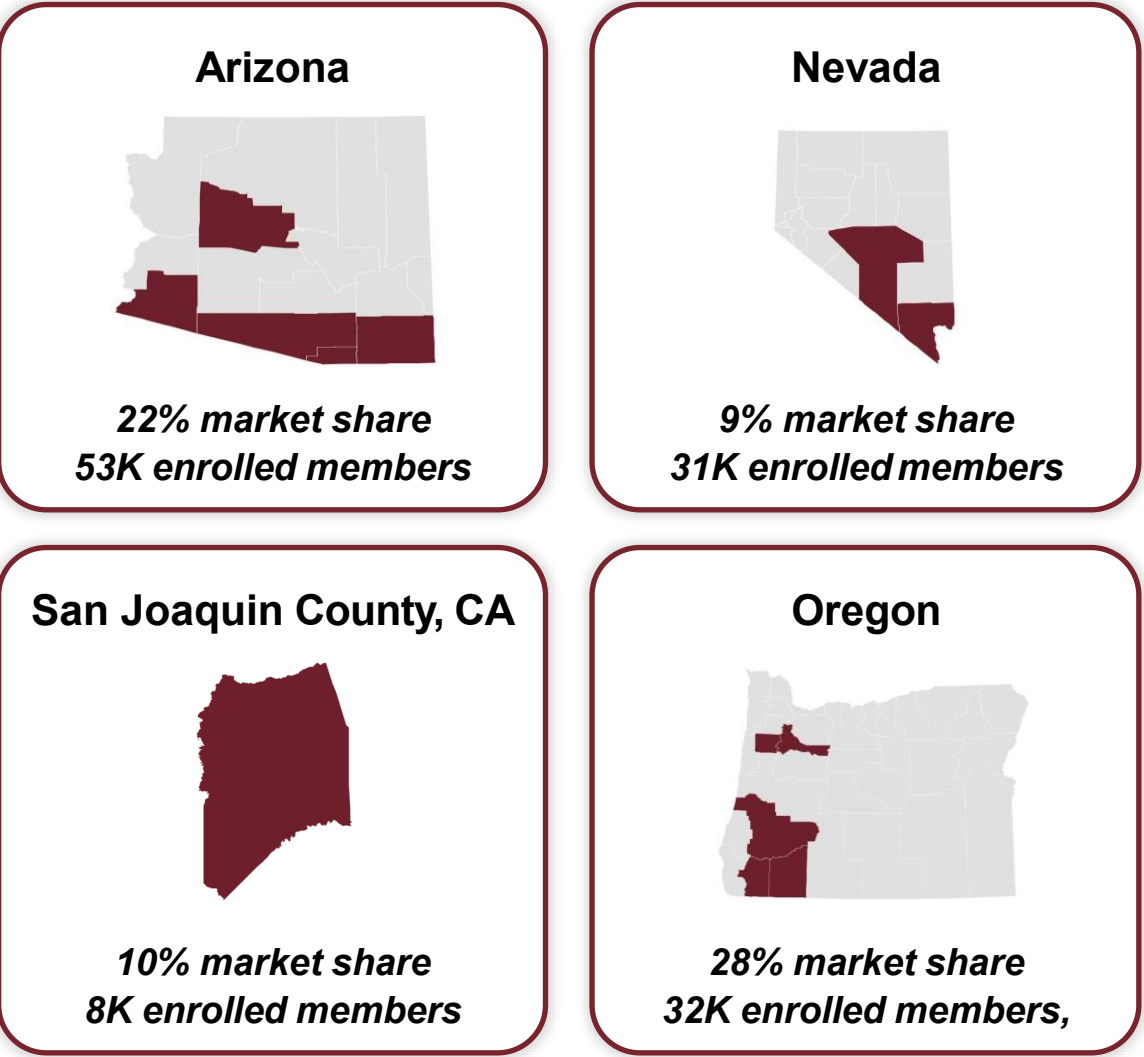
**2,800+** Primary Care Providers



**18** Payor Partners

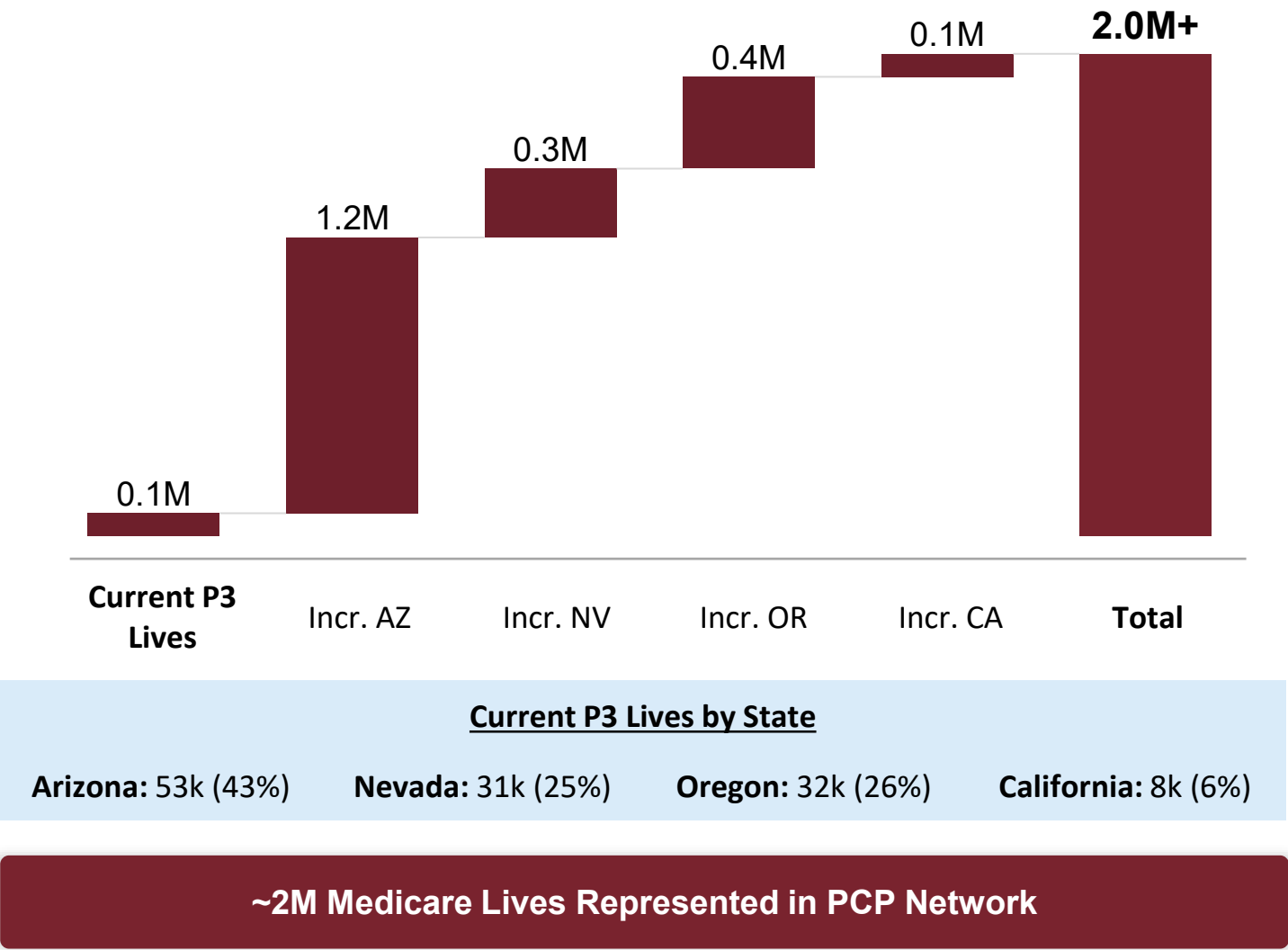
# P3 Expansion Within Existing Markets and Counties

## Expanding Density in Existing Markets:



**P3 is focused on the counties where its providers are most effective in driving clinical outcomes**

## Growth Potential in Existing Counties<sup>1</sup>:



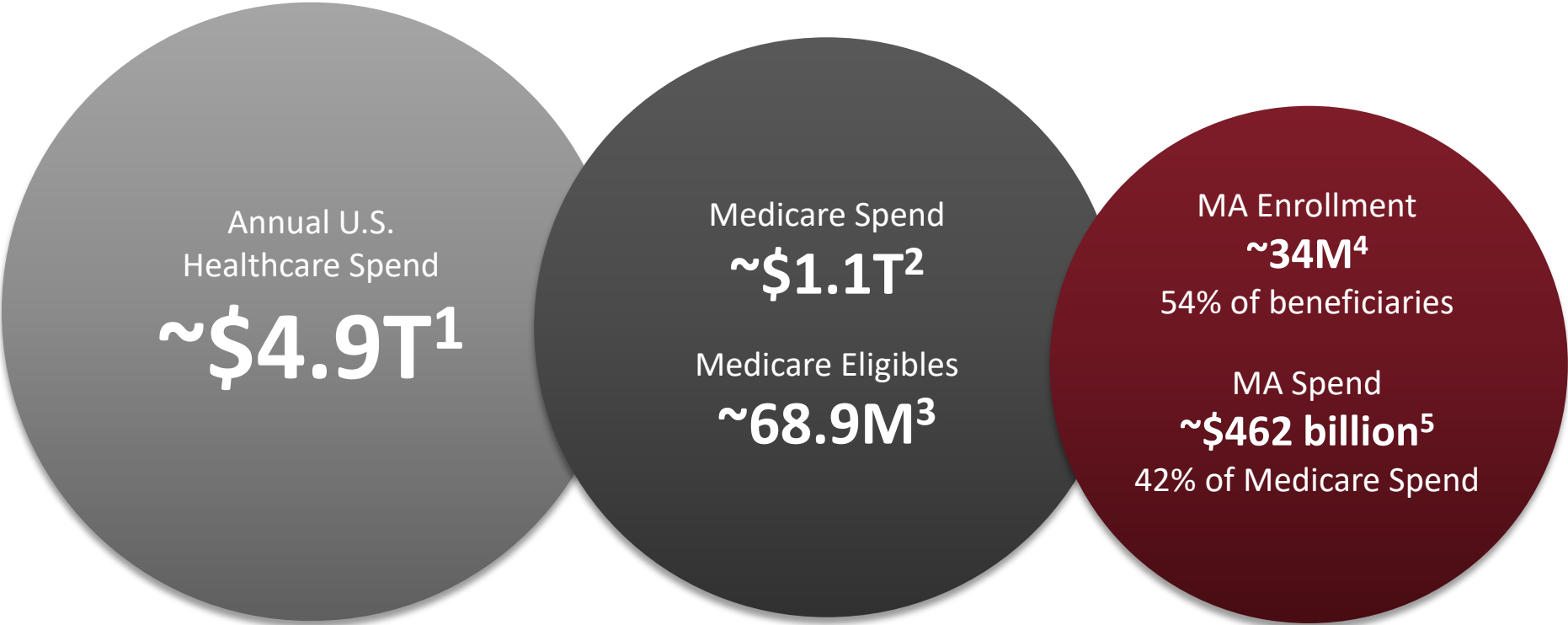
<sup>1</sup>Assumptions: 3,075 PCPs in P3's IPA Network; Each PCP to have ~650 Medicare lives per panel (Representing 2M Medicare lives in P3 PCP network; ~325 MA per panel); Incremental opportunity for Medicaid (600 per panel) and Commercial (600 per panel)

## Our Mission is to be the **Best Health Partner** for: **Patients, Providers, & Payers**

- > **Large and rapidly growing total addressable market** in taking full risk with providing senior care to Medicare lives
- > **Pathway to profitability** driven by a focus on execution to drive long-term value for all stakeholders
- > Compelling **fully delegated risk model** leveraging data and technology, to deliver better clinical outcomes at lower costs with better patient experiences and greater professional satisfaction
- > **Scaled networks of deeply-integrated and capital efficient care models** into highly attractive geographic markets
- > **Experienced leadership team** with long tenure in value-based care across the executive and physician leadership that translates into industry high retention rates



# P3 is Addressing a Substantial Market Opportunity



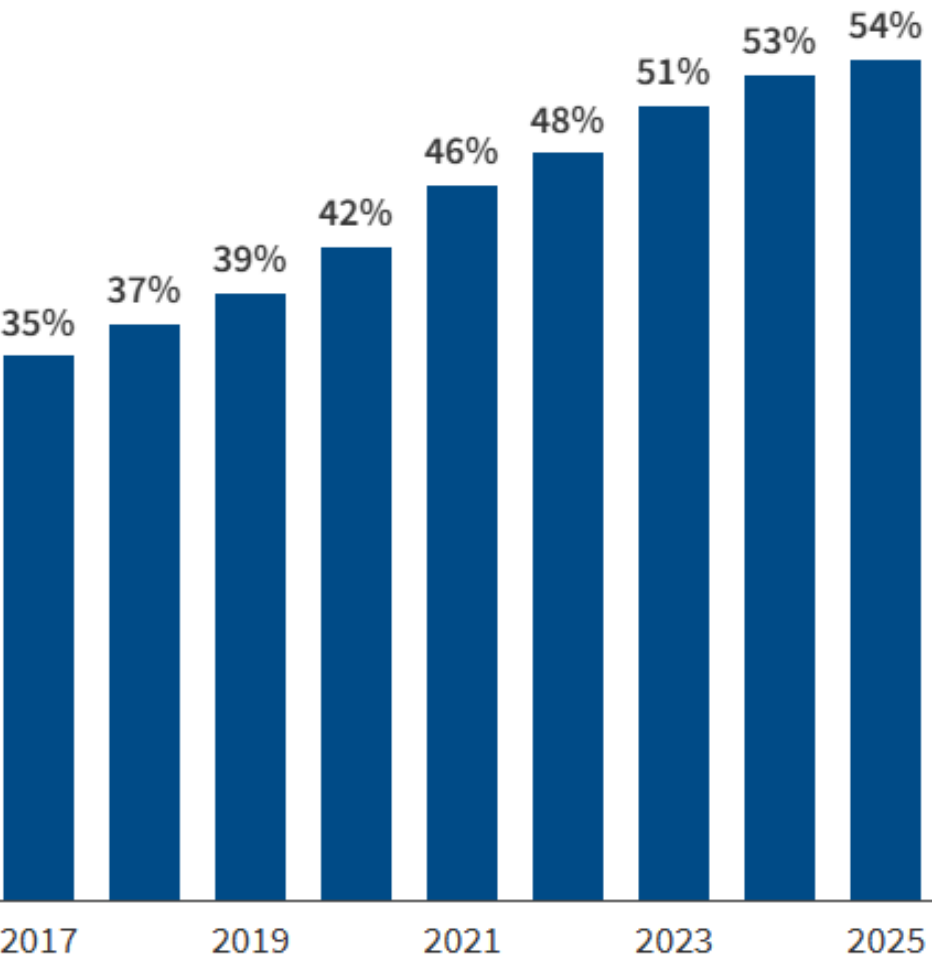
## Industry Shifts Driving Opportunity for P3

High Medicare Spending	Payor Cost Pressure	MA Rate Recovery	Industry Consolidation	Macro Tailwinds
Need for Controlled Cost Platform	Increased Demand for P3	Margin Expansion	Partnership Pipeline	Expanding Addressable Market

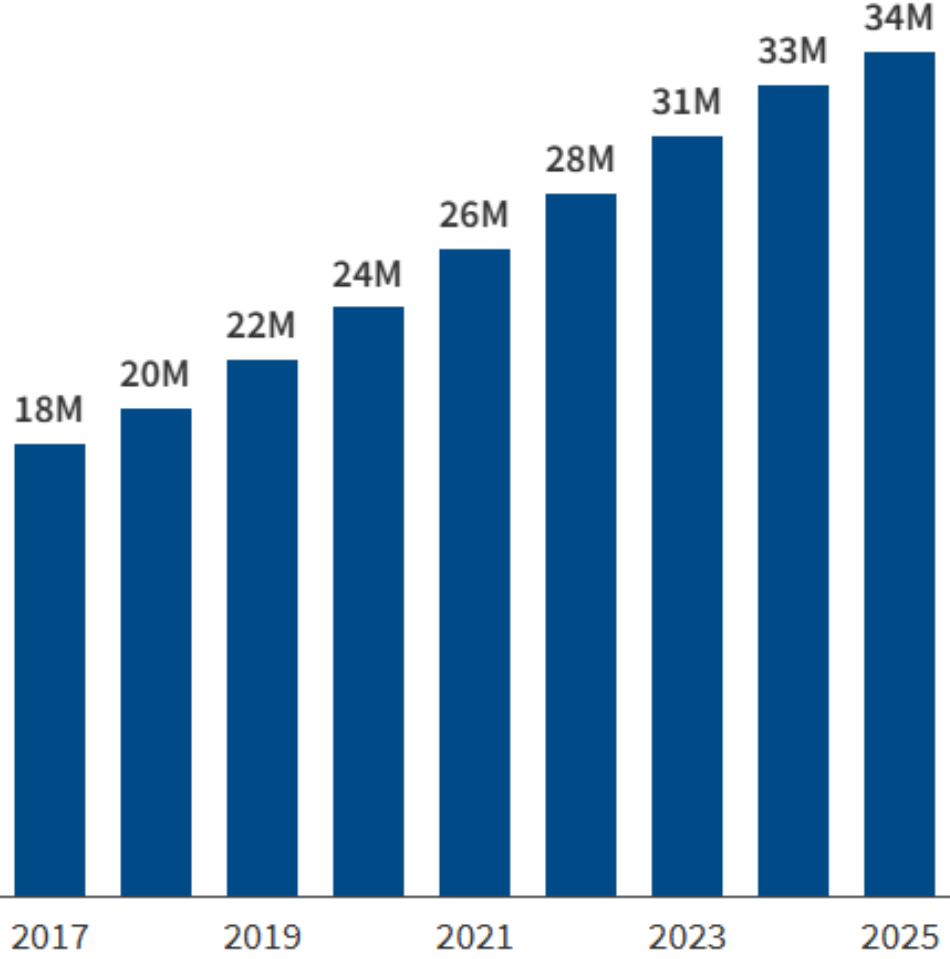
Footnotes: 1) CMS.gov 2023 2) 2024 KKF 3) CMS.gov May 2025 4) Kff.org 2024 5) MedPAC report to congress, March 2023

# 2025 MA Enrollment Reaches 54% Penetration

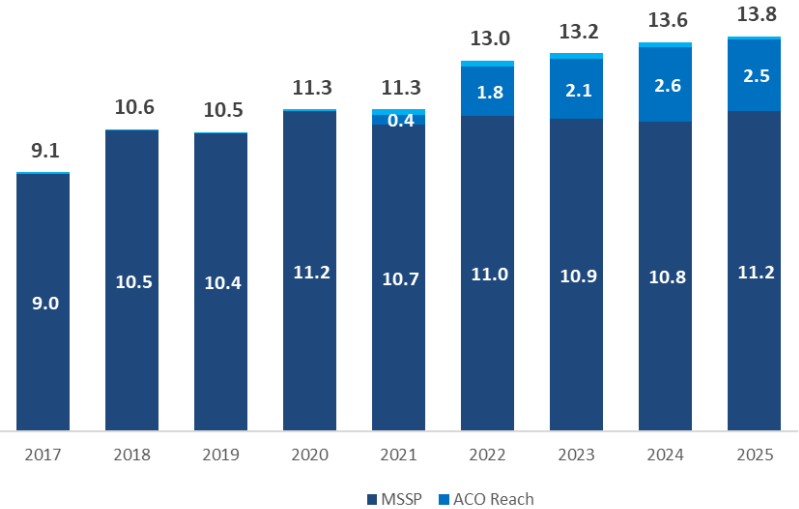
Demonstrates the potential impact from more rational benefit designs



Medicare Advantage Penetration <sup>1</sup>



Medicare Advantage Enrollment <sup>1</sup>



ACO Enrollment <sup>2</sup>  
(Beneficiaries in Millions)

Footnotes: 1) KKF: Medicare Advantage in 2025: Enrollment Update and Key Trends 2) CMS

# Value-Based Care is Bending the Medical Cost Curve and Is Here to Stay

Medicare spending **in total** has increased dramatically as more beneficiaries age in,

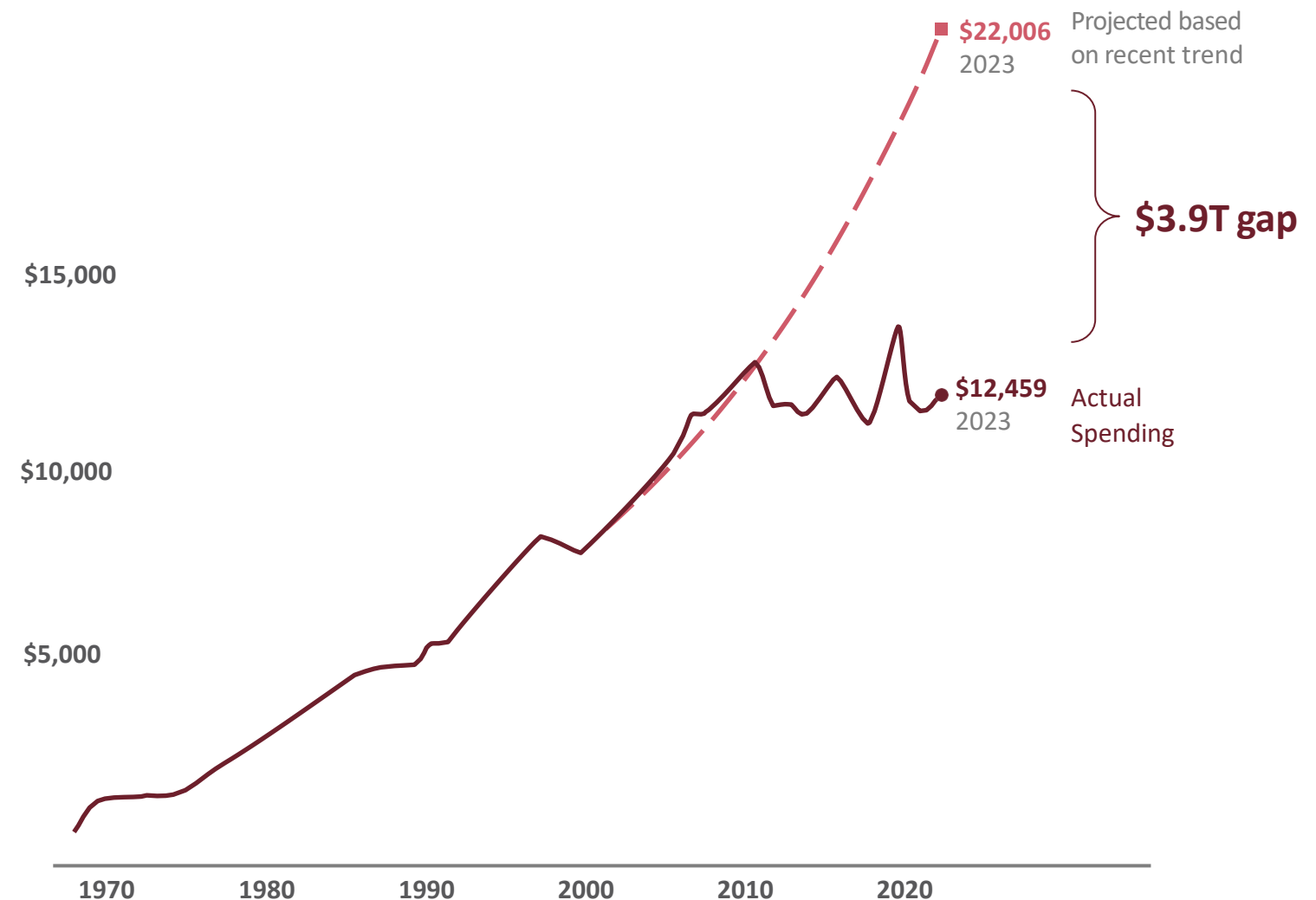
**however**

**Per beneficiary spending has been ~30% below the projected trend since 2012**

**amounting to a**

**\$3.9 trillion spending gap** from the projected trend, highlighting value-based care's contribution in bending the cost curve.

**Annual Medicare Spending Per Beneficiary <sup>1</sup>**





# P3's Solution to Industry & Status Quo Challenges

CHALLENGES

1

PHYSICIANS

Lack resources / expertise for value-based care transition

2

PAYORS

Need demonstrable ROI from value-based contracts

3

HEALTH SYSTEM EMPLOYED PHYSICIANS

Primary care typically operates at a loss

4

FRAGMENTED LOCAL MARKETS

Disconnected PCP groups creating care coordination gaps

P3 SOLUTIONS

1

PHYSICIAN PARTNERSHIPS

Deliver proven 98% physician retention through enhanced support

2

PAYER PARTNERSHIPS

Deliver measurable cost savings while driving enhanced quality outcomes

3

HEALTH SYSTEM COLLABORATION

Provide proven VBC expertise and risk-sharing framework

4

INTEGRATED NETWORK SOLUTIONS

Create unified, proactive care networks with coordinated touchpoints

Footnotes: 1) 2024 KKF 2) 2024 KFF

# Value-Based Care Payment Model

## Status Quo: FEE FOR SERVICE

Under a **fee for service (FFS)** payment model, physicians are reimbursed based on the **quantity of patients treated, regardless of the quality outcome.**

Uncontrolled  
High Costs

**\$1.1T**

*US spending on Medicare (2024)<sup>1</sup>*

Poor Quality of Care and  
Clinical Outcomes

**42%<sup>3</sup>**

of Americans have 2+ chronic  
conditions

Inadequate Access to Primary  
Care

**~33%<sup>4</sup>**

Americans do not have access to  
essential primary care

Physician  
Burnout

**~50%<sup>5</sup>**

of PCPs show signs of burnout and  
report feeling unfairly compensated

## P3 Health Partners: VALUE-BASED CARE

Physicians are reimbursed based on the **quality of care** rather than the **quantity of services provided.**

**REDUCED  
COSTS**

~10% savings in medical  
spending within first ~5+  
years of VBC  
implementation<sup>2</sup>

**ENHANCED QUALITY  
WITH BETTER CLINICAL  
OUTCOMES**

Realigning physician  
incentives to prioritize overall  
health of patient and promote  
preventative care

**INCREASED ACCESS  
TO PRIMARY CARE**

VBC reimbursement model  
reflects additional payment  
for improved access to care

**LOWER PHYSICIAN  
BURNOUT**

PCPs spend more time with  
each patient promoting  
more sustainable workplace  
behaviors

Footnotes: 1) 2024 KKF 2) 2019 Census.gov 3) CDC.gov 2024 4) 2018 Medical Economics 5) 2025 ama-assn.org

# P3's Value-Based Platform Drives Consistent Results

Streamlining operations so physicians can prioritize patient relationships

## PROVIDER ENGAGEMENT

- Reducing performance variability and creating alignment of incentives with quality outcomes
- Referral insights

## CARE MANAGEMENT

- Expanded access through enhanced network management and care coordination
- Personalized care plans including care gap identification, virtual assistant, in-home visit scheduling, medication management

## DATA & ANALYTICS

- Advanced portal that streamlines prior authorizations and claims reviews
- Data driven model to drive optimal care pathways

Data platform unifies, aggregates, and normalizes clinical and claims data across health plans, EHRs, HCIT systems, and community sources

> Optimized Risk Stratification

> Comprehensive Utilization Management

> Tailored Care Management

> Empowered Collaboration

# The Four Operational Pillars of P3's Playbook



## **Patient Outcomes** *Population Targeting & Outcome Measurement*

- Risk stratification and targeted interventions by population
- Measurable ROI driven by care outcomes
- Closing care gaps and achieving 4 Stars+ in quality performance



## **Reduce Cost and Improved Efficiency** *Tech-Enabled Clinical Operations*

- Data-driven decision support with proven clinical impact
- Revamped tools, training, and processes driving back-office efficiency
- Flexible integration to meet partners where they are on systems and data, while scaling enterprise capabilities



## **Patient and Care Team Well-being** *Enabling Providers*

- Reduce administrative burden and improve workflows
- Shift from volume-based practice to value-based practice
- Provide the tools, education, and coaching needed to be successful and reduce burnout



## **Scale Drives Performance** *Measurable Value Creation*

- Increase membership in each practice of existing market
- Contract optimization focused on sustainable margin improvement
- Expand partnerships within each market to increase overall density through MA and ACO populations

# Building the Path to Value-Based Excellence

## Building the Foundation

*Early Momentum, Lasting Results*

1

- Build physician relationships, get feedback
- Identify and prioritize specialty/network opportunities
- Focus on High-Cost Drug Management
- Revamp Prior Authorization & Concurrent Review

## Empowering the Network

*Unlock network potential for measurable outcomes*

2

- Align physician incentives and create contractual relationship
- Establish EMR connectivity with practices
- Execute on specialty and network opportunities
- Launch TOC & Chronic Care Programs

## Optimize Performance

*Strengthening the PCPs Performance*

3

- Plan and implement Practice support services and clinical programs
- Establish performance reviews and real-time interventions
- Coaching for results and impact
- Influence referral patterns to higher quality – lower cost specialists and facilities

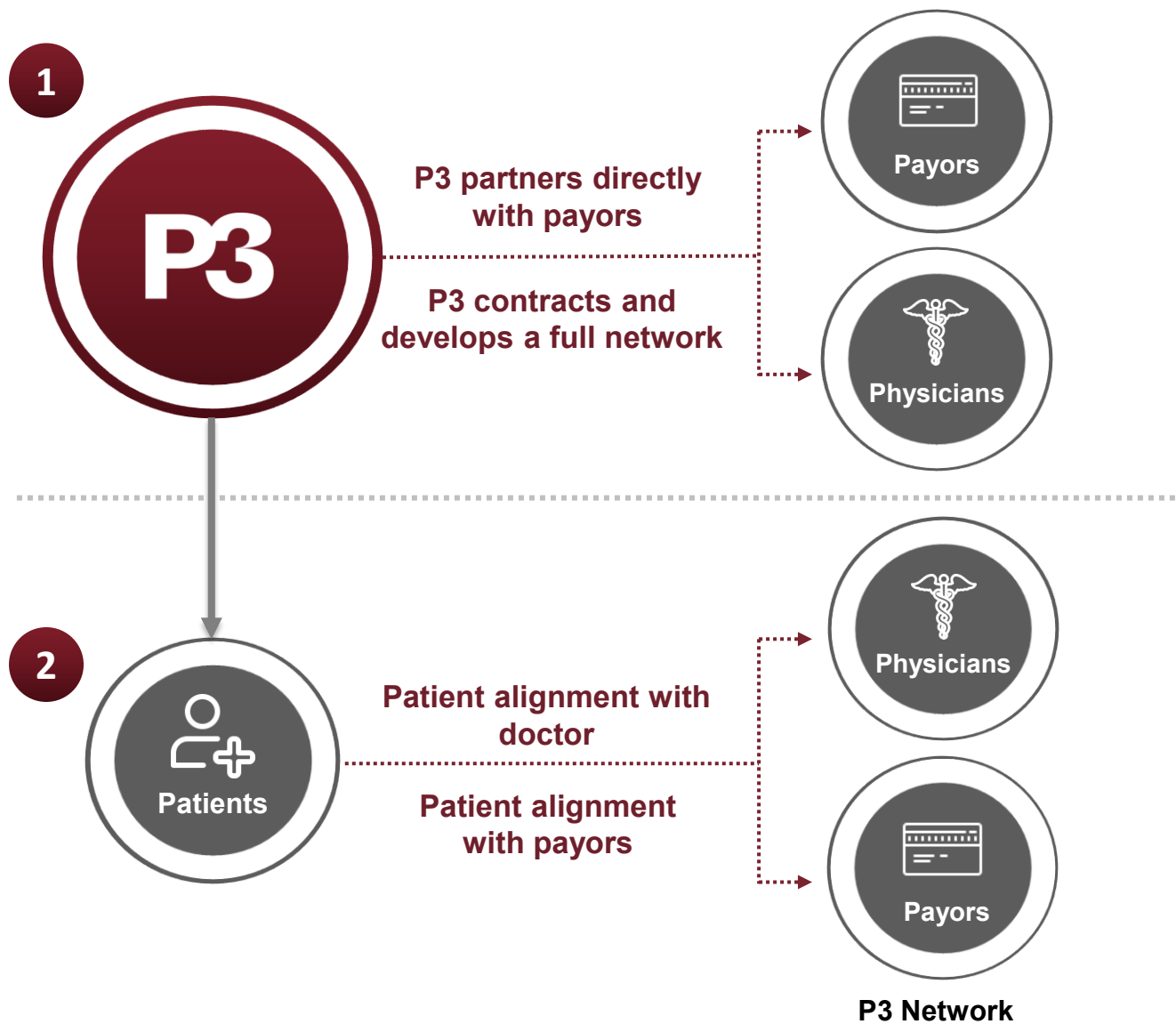
## Full Risk Transition

*Glide Path to Risk*

4

- Transition to risk
- Curate network
- PCP surplus sharing
- Age-in and AEP provider-based growth strategy

# P3 Integrated Patient Journey Results in Coordinated Care Delivery



**P3 navigates, coordinates, and integrates care to create a customized care plan for each patient.**

## P3 Assumes Financial Risk

Through its contract with the MA plan, P3 assumes the full financial risk for the patient, officially making them a “P3 Member.”

## Coordinated Care Delivery

Patient receives coordinated care focused on prevention and wellness, managed by their PCP and supported by P3’s resources.

## Status Quo Patient Journey:

- 1. Unconnected choices** – the plan and PCP are not connected by a shared risk model
- 2. Misaligned Incentives** – health plan’s goal (manage cost) and provider incentive (more services) are at odds creating inefficiency
- 3. Reactive, Episodic Care** – care is delivered and paid for on fee-for-service basis

**P3 drives coordinated care with lower costs and improved patient health outcomes.**

# Case Study: Medical Cost Reduction

In 2024, the P3 Direct Network had a **\$120 PMPM, or 14.3%**, lower Part C Medical Cost PMPM than Payer A members.

Applying these savings to the 12.5K Payer A members would equate to a **~\$18M medical cost reduction**.

CARDIOLOGY



**34%  
LOWER**

HOSPITAL –  
OUTPATIENT  
SURGERY



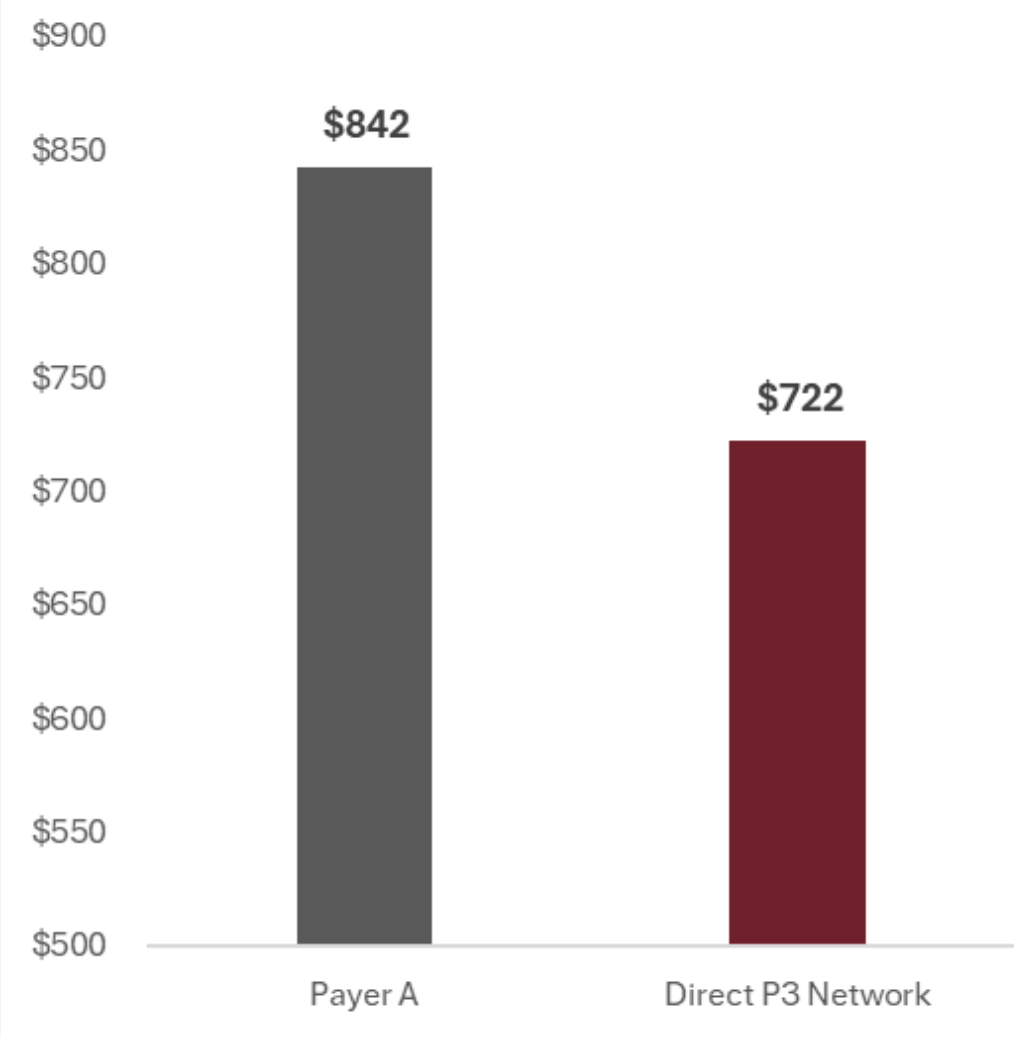
**40%  
LOWER**

HOME  
HEALTH



**69%  
LOWER**

Part C Medical Cost PMPM



Excludes: Dental and Primary Care from analysis.

# 2025 Progress on \$130M+ EBITDA Growth

Publicly reported on Q3-24 Earnings Call; expected realization in 2025E

1

## Operational Efficiencies

- Re-structured operational deployment
- Removed redundancies and inefficiencies

**\$20M+** *EBITDA Opportunity*

\$20M in EBITDA contribution **completed**

2

## Contract Rationalization

- Reduced unprofitable payer contracts
- Eliminated unprofitable physicians from network

**\$35M+** *EBITDA Opportunity*

\$35M in EBITDA contribution **completed**

3

## Revenue Optimization

- Vendor deployment and re-tooling at POC
- Accessing members through multiple touchpoints to optimize risk adjustment

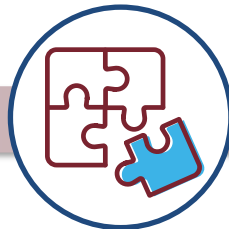
**\$75M+** *EBITDA Opportunity*

In process

## Near Term Initiatives to Drive EBITDA



**Star Ratings**  
Aiming for care quality gaps & HCCs



**Network Rationalization**  
Optimizing provider and payor contracting



**Smart Growth**  
ACO Reach & increased member penetration



**Operational Efficiencies**  
Improved tools to drive provider engagement



# 2026 EBITDA Opportunities and Industry Tailwinds

## EBITDA Opportunity of \$120M-\$170M in 2026+

1

### Base Rate & Burden of Illness

- 2026 CMS base rate final notice
- Improved alignment with population burden of illness

40%

Of EBITDA Opportunity

2

### Operational Performance & Medical Management

- Utilization Management
- COPD
- End of Life Care

30%

Of EBITDA Opportunity

3

### Contract & Network Management

- Carry-forward from 2025 payer renegotiations
- Provider network maintenance

20%

Of EBITDA Opportunity

4

### Market Dynamics

- Product offering shifts from Payers
- Payer Benefit Design

10%

Of EBITDA Opportunity

## Industry Tailwinds

**Strong, sustained enrollment growth in MA**  
*MA enrollment projected to exceed 55% of all Medicare eligible in 2026*



**Favorable base rate environment**  
*CMS 2026 Final Notice signals improved reimbursement and stability*



**Market stabilization and rationalization**  
*Payers offering fewer PPO plans and pulling back on overly rich benefit designs*



## Outlook for 2025

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### 2025 Guidance

#### Low

#### High

At-Risk Members	109,000	119,000
Total Revenues (in millions)	\$1,350	\$1,500
Medical Margin (in millions)	\$124	\$154
Medical Margin PMPM	\$90	\$111
Adj. EBITDA	\$(69)	\$(39)

# P3 OPPORTUNITY: NEW LEADERSHIP TEAM IN PLACE FROM HEALTHCARE PARTNERS & OPTUM



**Aric Coffman, MD**  
*Chief Executive Officer*



**Leif Pedersen**  
*Chief Financial Officer*



**Amir Bacchus, MD**  
*Co-Founder &  
Chief Medical Officer*



**Bill Betterman**  
*Chief Operating Officer*



**Todd Smith**  
*Chief Legal and  
Compliance Officer*

**~20 Years of Experience**

Honest Medical Group:  
Grew revenue from zero to \$1.3BN from 2021 to 2024, raising \$150M+ in equity capital

Everett Clinic: Grew revenue from \$650M to \$1.15BN and Operating Income from (\$10M) to \$38M from 2017 to 2020

**~25 Years of Experience**

CFO of shared services across large national value-based care enterprise

Responsible for driving operational improvements while driving cost effective outcomes

**~30 Years of Experience**

Responsible for HCP Nevada market with ~\$125M of EBITDA, 52 clinics, 200 employed clinicians, and 1,400 affiliates

Successfully bent the cost curve in HCP Nevada, decreasing medical costs by 12%+

**~25 Years of Experience**

Optum: Accountable for \$1B+ P&L for the Pacific Northwest Region, growing from 600 clinicians to over 1,100

Aurora Healthcare: COO of Aurora Medical Group, grew the practice to ~\$1.2B in operating revenue

**~25 Years of Experience**

Optum: Supported growth from 3 to 75 markets through M&A, delegated risk models, and regulatory strategy

Elevance Health: General Counsel oversaw legal teams across business units and co-led the launch of Mosaic Health in 2024



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# Questions?