



2nd Quarter 2025 Results
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August 7, 2025



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: 2025 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; Adjusted EBITDA margin; Adjusted Net Income; Free Cash Flow and Net Cash Position. 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 or www.sec.gov.

Management has not reconciled forward-looking non-GAAP measures to its most directly comparable GAAP measure of Gross Profit, Operating Income, Net Income, and Net cash provided by operating activities. This is because the Company cannot predict with reasonable certainty and without unreasonable efforts the ultimate outcome of certain GAAP components of such reconciliations 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.



Agenda

- Key Highlights
- 2Q and Six-Month Performance
- Updated 2025 Guidance and Outlook
- Q&A



Very Strong Second Quarter and First-Half Performance

- Implemented Providers +13.8% vs. 2Q'24
- Practice Collections growth +18.5% vs. 2Q'24
- Adjusted EBITDA ¹ growth +31.6%
 - Adjusted EBITDA margin of 25.2%, +310 bps vs. 2Q'24
- FY 2025 guidance raised to above high end of range for Practice Collections, GAAP Revenue, Platform Contribution and Adjusted EBITDA
- 1H'25 performance highlights strength and differentiation of Privia Health's business model and outstanding operational execution



Proven, Differentiated Business and Economic Model

Multi-Specialty Medical Groups

- ✓ Diversified FFS & VBC Contracts
- ✓ All Providers, Patients & Reimbursement Models
- ✓ Aligned for Success



- ✓ Significant Provider Autonomy
- ✓ Physician-led Governance
- ✓ Very Large TAM

Risk-Bearing Entities

Tech and Services Privia Platform

- ✓ Strong Recurring Revenue, EBITDA and Free Cash Flow
- ✓ Balance of Growth, Profitability, Capital Efficiency



Consistent Growth & Profitability Across Cycles

	Annual Performance Metrics (2018A-2023A)						MA / MEDICAID Headwinds		CAGR
	PRE-COVID		COVID		POST-COVID		2024A	2025 Guidance ¹ (High End)	
	2018A	2019A	2020A	2021A	2022A	2023A			
Number of States (Year End)	4	5	6	7	9	13	14	15	20.8%
Implemented Providers (Year End)	1,796	2,482	2,550	3,317	3,606	4,305	4,789	5,300	16.7%
Attributed Lives ('000s, Year End)	575	704	682	786	856	1,120	1,256	1,400	13.9%
Practice Collections (\$mm)	\$930	\$1,136	\$1,301	\$1,626	\$2,424	\$2,839	\$2,968	\$3,250+	19.6+%
Care Margin (\$mm)	\$130	\$164	\$188	\$238	\$306	\$359	\$404	\$445	19.3%
Adjusted EBITDA (\$mm)	\$9	\$18	\$29	\$41.4	\$60.9	\$72.2	\$90.5	\$110+	43.1+%
Adj. EBITDA (as a % of Care Margin)	6.9%	11.1%	15.7%	17.4%	19.9%	20.1%	22.4%	24.7+%	
Free Cash Flow (FCF, \$mm)²	\$5	\$19	\$39	\$54.5	\$47.1	\$80.7	\$109.3		
Adj. EBITDA-FCF Conversion	56%	103%	131%	132%	77%	112%	121%	80+%	

¹ Any slight variations in percentages are due to rounding. Management has not reconciled forward-looking non-GAAP measures to their most directly comparable GAAP measures because the Company cannot predict with reasonable certainty and without unreasonable efforts the ultimate outcome of certain GAAP components of such reconciliations 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.

² Free Cash Flow is defined as Net cash provided by operating activities less capital expenditures (Purchases of property and equipment).



Building One of the Largest Primary Care Centric Delivery Networks

15 States Plus D.C.

50+ Specialties

1,300+ Care Center Locations

5.3M+ Patients

1.38M Attributed Lives*

5,125 Implemented Providers **

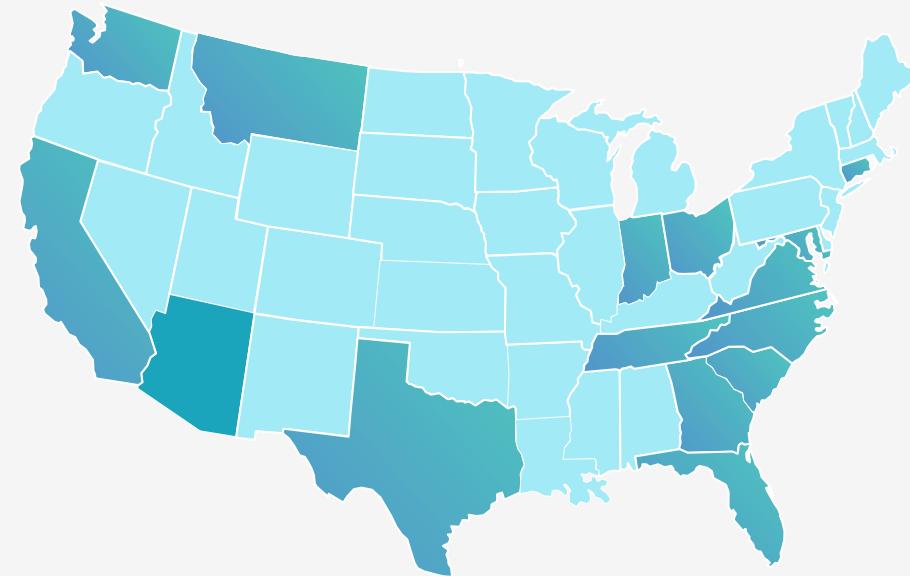
98% Gross Provider
Retention***

87 Patient NPS

*Includes Privia Care Partners' lives | **Excludes Privia Care Partners' providers

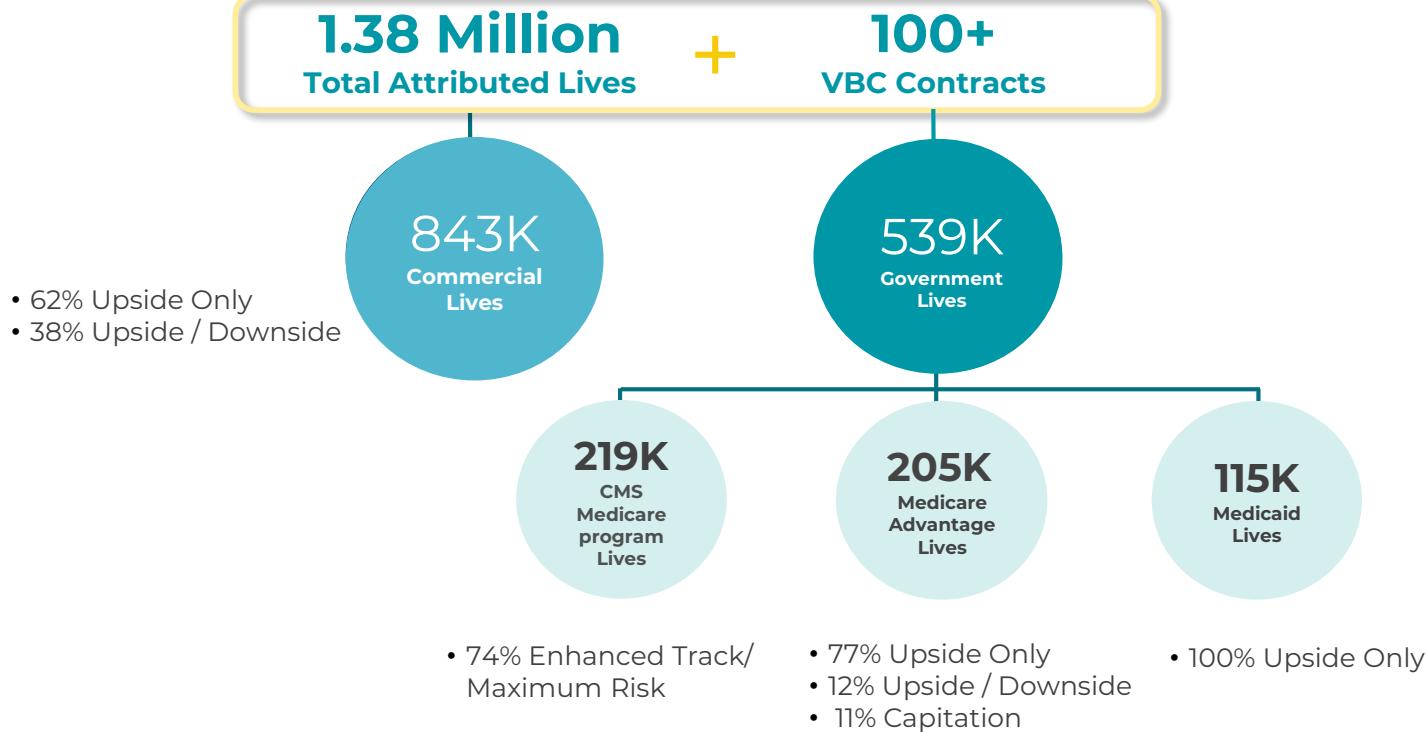
*** Average Over the Last 3 years

NATIONAL PRESENCE





Diversified Value-Based Platform¹

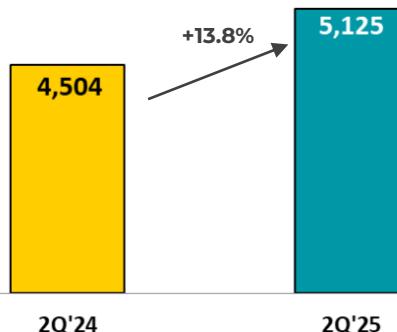


¹ All data estimated as of June 30, 2025. Any slight variations in totals due to rounding.

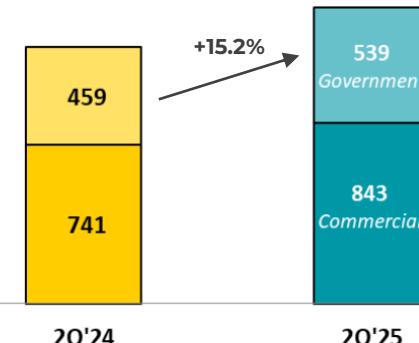


2Q Performance ¹

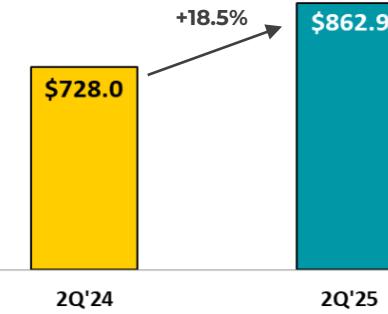
Implemented Providers
(end of period)



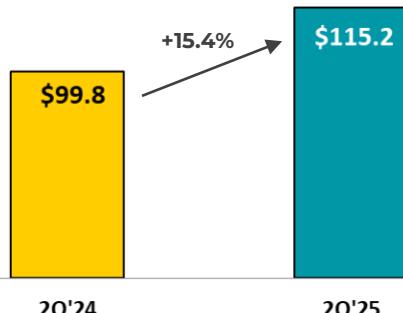
Attributed Lives
('000s, end of period)¹



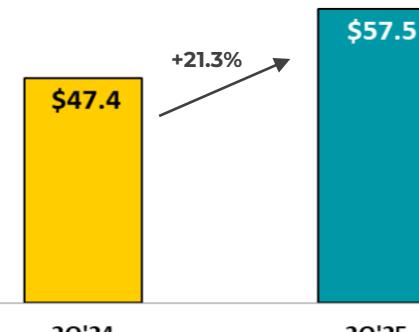
Practice Collections (\$mm)



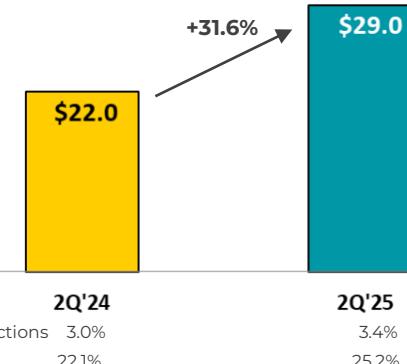
Care Margin (\$mm)



Platform Contribution (\$mm)



Adjusted EBITDA (\$mm)



% Practice Collections
% Care Margin

6.5%
47.5%

6.7%
49.9%

3.0%
22.1%

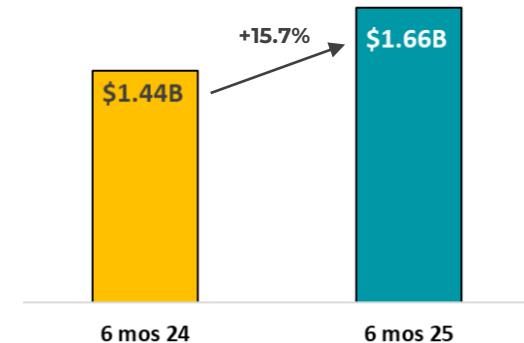
3.4%
25.2%

¹ Light blue bar represents government lives and dark blue bar represents commercial lives. Any slight variations in calculations due to rounding.

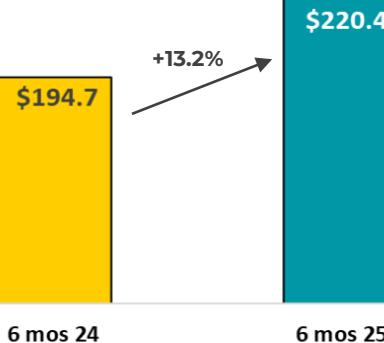


Six-Month Performance¹

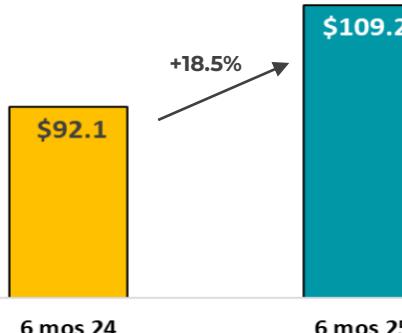
Practice Collections (\$mm)



Care Margin (\$mm)



Platform Contribution (\$mm)



Adjusted EBITDA (\$mm)



% Practice Collections 6.4%
% Care Margin 47.3%

6.6%
49.5%

% Practice Collections 2.9%
% Care Margin 21.5%

3.4%
25.4%

¹ Light blue bar represents government lives and dark blue bar represents commercial lives. Any slight variations in calculations due to rounding.



Strong Balance Sheet and Capital Position

- \$390.1M in cash and no debt as of 6.30.25
- \$95M in cash deployed in April 2025 for IMS transaction in Arizona
- Expect to end FY'25 with \$450M+ in cash assuming no further capital deployment for business development

(In millions)	At 6.30.25	At 6.30.24
Cash and cash equivalents	\$390.1	\$387.4
Debt	--	--
Net cash position	<u>\$390.1</u>	<u>\$387.4</u>



Updated FY'25 Guidance Metrics¹

(\$ in millions)	FY'24 Actual	Initial FY'25 Guidance at 2.27.25		Updated FY'25 Guidance at 8.7.25
		Low	High	
Implemented Providers	4,789	5,200	5,300	High End
Attributed Lives	1,256,000	1,300,000	1,400,000	High End
Practice Collections	\$ 2,968	\$ 3,150	\$ 3,250	Above High End
GAAP Revenue	\$ 1,736.4	\$ 1,800	\$ 1,900	Above High End
Care Margin	\$ 403.9	\$ 435	\$ 445	High End
Platform Contribution	\$ 195.6	\$ 208	\$ 218	Above High End
Adjusted EBITDA	\$ 90.5	\$ 105	\$ 110	Above High End

- Includes impact of Arizona market entry, and assumes no other new business development activity
- Expect at least 80% of FY'25 Adjusted EBITDA to convert to Free Cash Flow²

¹ Any slight variations in percentages are due to rounding. Management has not reconciled forward-looking non-GAAP measures to their most directly comparable GAAP measures because the Company cannot predict with reasonable certainty and without unreasonable efforts the ultimate outcome of certain GAAP components of such reconciliations 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. Free Cash Flow is defined as Net cash provided by operating activities less capital expenditures (Purchases of property and equipment).

² Full-year Free Cash Flow is defined as Net cash provided by operating activities less capital expenditures (Purchases of property and equipment).



Appendix



Reconciliation of Gross Profit to Care Margin¹

(unaudited; \$ in thousands)	For the Three Months Ended June 30,		For the Six Months Ended June 30,	
	2025	2024	2025	2024
Revenue	\$ 521,153	\$ 422,326	\$ 1,001,250	\$ 837,569
Provider expense	(405,992)	(322,536)	(780,801)	(642,872)
Amortization of intangible assets	(2,396)	(1,527)	(4,069)	(3,054)
Gross Profit	\$ 112,765	\$ 98,263	\$ 216,380	\$ 191,643
Amortization of intangibles assets	2,396	1,527	4,069	3,054
Care margin	<u>\$ 115,161</u>	<u>\$ 99,790</u>	<u>\$ 220,449</u>	<u>\$ 194,697</u>

⁽¹⁾ Any slight variations in totals are due to rounding.



Reconciliation of Gross Profit to Platform Contribution ^(m)

(unaudited; \$ in thousands)	For the Three Months Ended June 30,		For the Six Months Ended June 30,	
	2025	2024	2025	2024
Revenue	\$ 521,153	\$ 422,326	\$ 1,001,250	\$ 837,569
Provider expense	(405,992)	(322,536)	(780,801)	(642,872)
Amortization of intangibles assets	(2,396)	(1,527)	(4,069)	(3,054)
Gross Profit	\$ 112,765	\$ 98,263	\$ 216,380	\$ 191,643
Amortization of intangibles assets	2,396	1,527	4,069	3,054
Cost of platform	(64,918)	(57,106)	(124,444)	(111,163)
Stock-based compensation ⁽⁵⁾	7,223	4,710	13,194	8,597
Platform Contribution	<u><u>\$ 57,466</u></u>	<u><u>\$ 47,394</u></u>	<u><u>\$ 109,199</u></u>	<u><u>\$ 92,131</u></u>

^(m) Any slight variations in totals are due to rounding.

⁽⁵⁾ Amount represents stock-based compensation expense included in Cost of Platform.



Reconciliation of Net Income to Adjusted EBITDA ⁽ⁿ⁾

(unaudited; \$ in thousands)	For the Three Months Ended June 30,		For the Six Months Ended June 30,	
	2025	2024	2025	2024
Net income	\$ 2,687	\$ 3,467	\$ 6,907	\$ 6,451
Net income attributable to non-controlling interests	601	1,176	2,427	1,248
Provision for income taxes	2,456	3,421	4,559	4,172
Interest income, net	(2,408)	(2,966)	(5,339)	(5,950)
Depreciation and amortization	2,583	1,818	4,484	3,639
Stock-based compensation	18,849	14,391	36,639	26,295
Other expenses ⁽⁶⁾	4,224	716	6,230	6,090
Adjusted EBITDA	<u><u>\$ 28,992</u></u>	<u><u>\$ 22,023</u></u>	<u><u>\$ 55,907</u></u>	<u><u>\$ 41,945</u></u>

⁽ⁿ⁾ Any slight variations in totals are due to rounding.

⁽⁶⁾ Other expenses include employer taxes on equity vesting/exercises, severance and certain non-recurring costs.



Reconciliation of Net Income to Adjusted Net Income Per Share °

(unaudited; \$ in thousands)	For the Three Months Ended June 30,		For the Six Months Ended June 30,	
	2025	2024	2025	2024
Net income	\$ 2,687	\$ 3,467	\$ 6,907	\$ 6,451
Stock-based compensation	18,849	14,391	36,639	26,295
Intangible amortization expense	2,396	1,527	4,069	3,054
Provision for income tax	2,456	3,421	4,559	4,172
Other expenses ⁽⁷⁾	4,224	716	6,230	6,090
Adjusted net income	<u>\$ 30,612</u>	<u>\$ 23,522</u>	<u>\$ 58,404</u>	<u>\$ 46,062</u>
Adjusted net income per share attributable to Privia Health Group, Inc. stockholders – basic	<u>\$ 0.25</u>	<u>\$ 0.20</u>	<u>\$ 0.48</u>	<u>\$ 0.39</u>
Adjusted net income per share attributable to Privia Health Group, Inc. stockholders – diluted	<u>\$ 0.24</u>	<u>\$ 0.19</u>	<u>\$ 0.46</u>	<u>\$ 0.37</u>
Weighted average common shares outstanding – basic	<u>122,132,245</u>	<u>119,301,350</u>	<u>121,370,949</u>	<u>118,902,095</u>
Weighted average common shares outstanding – diluted	<u>128,447,069</u>	<u>125,317,908</u>	<u>128,148,252</u>	<u>125,315,681</u>

^(o) Any slight variations in totals due to rounding.

⁽⁷⁾ Other expenses include employer taxes on equity vesting/exercises, severance and certain non-recurring costs.



Reconciliation of Gross Profit to Care Margin

(\$ in thousands)

	Year Ended						
	12/31/2024	12/31/2023	12/31/2022	12/31/2021	12/31/2020	12/31/2019	12/31/2018
Revenue	\$ 1,736,390	\$ 1,657,737	\$ 1,356,660	\$ 966,220	\$ 817,075	786,360	\$ 657,609
Less - Provider Expense	(1,332,537)	(1,298,573)	(1,051,041)	(727,827)	(629,487)	(622,632)	(527,923)
Less - Amortization of Intangibles	(6,164)	(5,359)	(3,351)	(1,312)	(642)	(643)	(642)
Gross Profit	\$ 397,689	\$ 353,805	\$ 302,268	\$ 237,081	\$ 186,946	\$ 163,085	\$ 129,044
Plus - Amortization of Intangibles	6,164	5,359	3,351	1,312	642	643	642
Care margin	\$ 403,853	\$ 359,164	\$ 305,619	\$ 238,393	\$ 187,588	\$ 163,728	\$ 129,686



Reconciliation of Net Income (Loss) to Adjusted EBITDA

(\$ in thousands)

	Year Ended						
	12/31/2024	12/31/2023	12/31/2022	12/31/2021	12/31/2020	12/31/2019	12/31/2018
Net income (loss)	\$ 14,385	\$ 23,079	\$ (8,585)	\$ (188,230)	\$ 31,244	\$ 8,244	\$ (3,044)
Net income (loss) attributable to non-controlling interests	2,659	(2,051)	(3,479)	(2,419)	(340)	(299)	(1,145)
Provision for (benefit from) Income taxes	10,826	7,993	(6,516)	(27,857)	(7,441)	1,207	(76)
Interest (income) expense, net	(10,888)	(8,372)	(542)	1,070	1,917	6,910	6,420
Depreciation and amortization	7,268	6,533	4,571	2,464	1,843	1,427	1,070
Stock-based compensation	56,680	37,098	67,359	253,531	484	207	1,941
Other expenses	9,525	7,948	8,044	2,818	1,665	430	3,765
Adjusted EBITDA	\$ 90,455	\$ 72,228	\$ 60,852	\$ 41,377	\$ 29,372	\$ 18,126	\$ 8,931
Adjusted EBITDA Margin (%)	22.4%	20.1%	19.9%	17.4%	15.7%	11.1%	6.9%



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

(\$ in thousands)

	Year Ended						
	12/31/2024	12/31/2023	12/31/2022	12/31/2021	12/31/2020	12/31/2019	12/31/2018
Net cash provided by operating activities	\$ 109,282	\$ 80,785	\$ 47,196	\$ 55,058	\$ 38,891	\$ 24,358	\$ 5,249
Less: Purchases of PP&E	(21)	(113)	(104)	(547)	(380)	(5,709)	(220)
Free Cash Flow	\$ 109,261	\$ 80,672	\$ 47,092	\$ 54,511	\$ 38,511	\$ 18,649	\$ 5,029