

## Amedisys, Inc.(AMED)

**\$198.58** (As of 06/19/20)

Price Target (6-12 Months): **\$209.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 02/05/20)

Prior Recommendation: Outperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM:F

Value: D

Growth: D

Momentum: F

## Summary

Amedisys noted that on the one hand, while COVID-19 impacted its volumes and costs beginning the second half of March, on the other hand, it strengthened the medium and long-term value proposition of each of the company's lines of business. Although the impact of COVID-19 ultimately led to increased lupus and lost building periods in this population (the full impact is expected in the second quarter), the company is confident that it can achieve its target improvements to mitigate the impact of behavioral assumptions once COVID-19 subside. Amid coronavirus-led volume disruption across the United States, Amedisys' first quarter performance witnessed better-than-expected earnings. Over the past six months, Amedisys has outperformed the industry it belongs to. However, lower-than-expected revenues and escalating expenses are concerning.

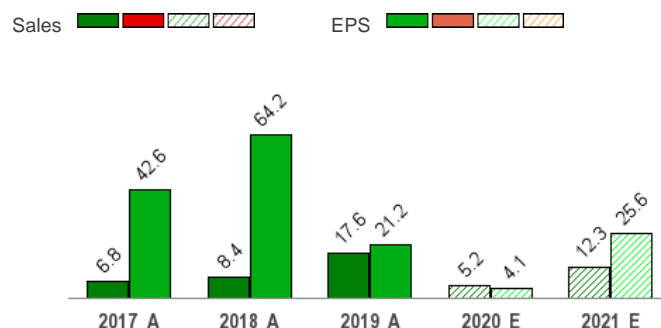
## Price, Consensus & Surprise



## Data Overview

52 Week High-Low	\$218.44 - \$115.41
20 Day Average Volume (sh)	341,515
Market Cap	\$6.4 B
YTD Price Change	19.0%
Beta	0.88
Dividend / Div Yld	\$0.00 / 0.0%
Industry	<a href="#">Medical - Outpatient and Home Healthcare</a>
Zacks Industry Rank	Bottom 33% (170 out of 252)

## Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	8.3%
Last Sales Surprise	-4.0%
EPS F1 Est- 4 week change	-1.8%
Expected Report Date	07/29/2020
Earnings ESP	-31.7%

P/E TTM	45.7
P/E F1	43.5
PEG F1	2.2
P/S TTM	3.3

## Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021	567 E	573 E	584 E	607 E	2,309 E
2020	492 A	465 E	533 E	564 E	2,057 E
2019	467 A	493 A	495 A	501 A	1,956 A

## EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021	\$1.32 E	\$1.47 E	\$1.50 E	\$1.60 E	\$5.75 E
2020	\$1.05 A	\$0.81 E	\$1.25 E	\$1.46 E	\$4.58 E
2019	\$1.11 A	\$1.21 A	\$1.15 A	\$0.94 A	\$4.40 A

\*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 06/19/2020. The reports text is as of 06/22/2020.

## Overview

Amedisys Inc. provides home health and hospice services throughout the U.S. to the growing chronic, co-morbid, and aging American population. The company also offers clinically focused programs for chronic conditions and various diseases such as diabetes, coronary artery disease, congestive heart failure, orthopedics, complex wound care, geriatric surgical recovery, balance retraining, behavioral health and stroke recovery, as well as various rehabilitative programs. It provides hospice services to patients using an interdisciplinary care team comprising a physician, nurses, home health aides, social workers, therapists, dietitians, volunteers, counselors, chaplains and bereavement coordinators, when required. Amedisys was founded in 1982 and is headquartered in Baton Rouge, LA.

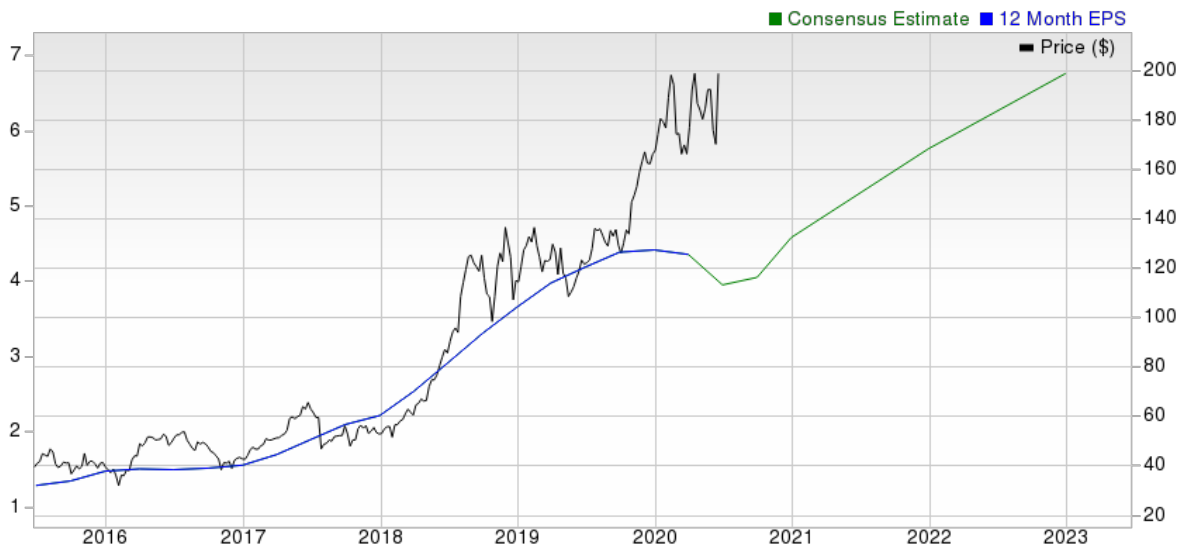
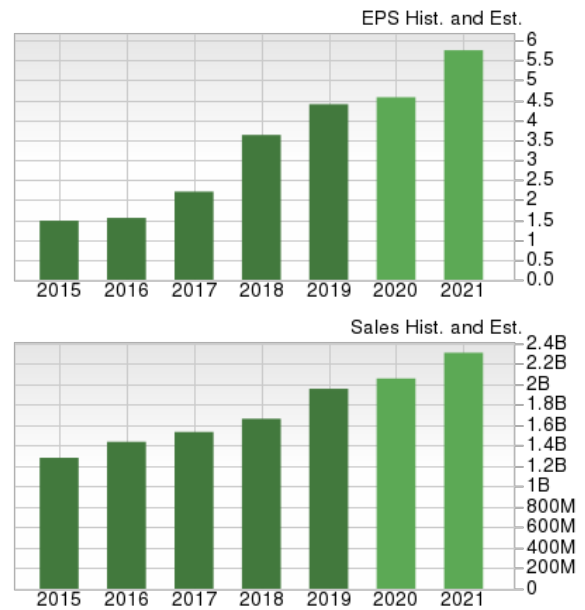
The company depends on reimbursement from Medicare (for chronic care) for a significant portion of its revenues on account of the age demographics of its patient base (average age of 81). Medicare represented approximately 82% to 84% of Amedisys' net service revenue in the last three years.

Amedisys plans to diversify its payment sources and becomes less reliant upon Medicare, based on the needs of the aging population, uncertainty surrounding health care reform, and new health care models currently in development, such as Accountable Care Organizations (ACOs).

The company's operations involve servicing patients through four reportable business segments: Home Health (63.8% of total revenues in the 2019; underlying growth being 6.8% from 2018), Hospice (31.1%; up 50.2%), Personal Care and Corporate.

Home health segment delivers a wide range of services in the homes of individuals who may be recovering from an illness, injury or surgery.

Hospice segment on the other hand, provides care that is designed to provide comfort and support for those who are facing a terminal illness.



## Reasons To Buy:

▲ **Share Price Movement:** Over the past six months, Amedisys outperformed the industry it belongs to. As per the last trading price, the stock gained 22.7% against the 4.1% fall of the industry. The company noted that, the COVID-19-led economic mayhem so far is having a mixed impact on the company's business. Before the second week of March, Amedisys was witnessing a decline in referral volumes and an increase in MIS visits. Beginning the second week of March, the company started to see a drop in MIS visits while witnessing steady recovery in referral volumes in all lines of businesses. In hospice, while referrals hit their low point, admission volumes have significantly improved.

The company has already started to see signs of progress in episodes in March. Although the impact of COVID-19 ultimately led to increased lupus and lost building periods in this population (the full impact is expected in the second quarter), the company is confident that it can achieve its target improvements to mitigate the impact of behavioral assumptions once COVID-19 subside.

Meanwhile, we note that, Amedisys is currently exploring opportunities in Home Health and Hospice segments. Amedisys has been benefitting from the recent acquisitions of hospice care providers — Asana Hospice, RoseRock Healthcare and Compassionate Care Hospice (CCH).

Amedisys is currently exploring new opportunities in Home Health and Hospice segments. The company's favorable demographic trend and strategic acquisitions undertaken also encourages us.

▲ **Improving Clinical Quality:** Amedisys is currently focusing on improving clinical quality. In this regard, we take note that Amedisys' last-announced (during the 2019 earnings call) Quality of Patient Care Star QPC score was 4.26. The company now has 15% of its care centers rated at 5 stars, with 91% of overall portfolio rated at 4 stars or better. Amedisys is targeting to achieve a 4.0 Quality Star Rating for all its care centers. In Hospice, as a major breakthrough, during the fourth quarter as well, the company topped the national average in all measurement categories and presently is positioned at the top of the national players.

▲ **Positive Demographic Trend:** The home health industry is poised for tremendous growth in the long term, driven by the aging U.S. population, patients' desire for independence, and home health as a cheaper care modality. The company should continue to benefit from the aging demographics of the U.S. population and the need for higher acuity patients to be taken care of in a home nursing environment. In addition, with continued pressure on the U.S. healthcare system, we believe operators such as Amedisys will continue to benefit from increased volume shift from higher-cost institutional settings to a lower-cost environment such as home health.

▲ **Strategic Acquisitions and Partnerships to Add Values:** Amedisys is developing and acquiring new business lines that will complement its existing home care and hospice business and help seniors manage their health more effectively and stay in their homes longer. In July 2019, the company announced a crucial partnership with ClearCare, the personal care industry's leading software platform with 4,000 personal care agencies in every zip code in the United States. The company continued benefiting from the partnership during the fourth quarter.

In June 2020, the company closed the acquisition of Homecare Preferred Choice, Inc. which operates by the name of AseraCare Hospice, a national hospice care provider with an executive office in Plano, TX and administrative support center in Fort Smith, AK. In January, it acquired Asana hospice. In April 2019, Amedisys acquired hospice care provider- Oklahoma-based RoseRock Healthcare. The acquisition was made with the aim of boosting Amedisys' presence in the region. Further, the acquisition of Compassionate Care Hospice (CCH), a national hospice care provider, was made with the aim of adding significant new access to Amedisys' nationwide network of 83 hospice care centers. These previously-closed acquisitions contributed significantly to Amedisys' top line during the first quarter.

Currently, management expects the company to have enough cash balance to make a number of such acquisitions in the future.

▲ **Personal Care Prospects Bright:** Recently, the company integrated a new operating segment within its business – Personal Care. Per management, this segment is stabilizing and performing as per expectation. Moreover, the company is working on expanding the geographical presence of the Personal Care business through inorganic expansion. Amedisys is integrating tuck-in acquisitions like Bring Care Home, East Tennessee Personal Care Services and Intercity. According to the company, these buyouts will enlarge its personal care footprint outside of Massachusetts and Florida. This apart, the company's deal with ClearCare (a popular web-based operating platform representing 4,000 Personal Care agencies) creates an opportunity to establish a partnership between Amedisys and Personal Care agencies using the ClearCare platform.

▲ **Strong Solvency but Leveraged:** Amedisys exited the first quarter with cash and cash equivalents of \$178 million compared with \$96 million at the end of the fourth quarter of 2019. Meanwhile, total debt came up to \$474 million for the period, compared to \$326 million in the sequentially last reported quarter. This figure is much higher than the year-end cash and cash equivalent level apparently indicating weak solvency. However, if we go by the company's current-year debt level of \$39 million, this comes pretty low compared to the cash in hand, a good news in terms of solvency position of the company. At least during the year of economic downturn, the company is holding sufficient cash for debt repayment.

Debt comparison with the industry is, favorable too as, industry's total debt of \$3.02 billion, stands much higher to the company's debt level.

The quarter's total debt-to-capital of 41% stands at a moderately high level indicating a leveraged balance sheet. It also represents a sequential rise from 33.7% at the end of the third quarter. This again compares favorably with the total debt-to-capital of the industry which stands at a higher level of 47%. The overall data concludes that, in terms of solvency level, the company is positioned better than its industry average.

The times interest earned for the company stands at 12.8%, representing a sequential decrease from 12.7% at the end of the fourth quarter. This, however, compares favorably with the times interest earned for the industry which stands at a further low level (5%).

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## Reasons To Sell:

- ▼ **Expensive Valuation:** Amedisys' P/E (F12M) ratio is expensive in comparison to the broader industry. The company is currently trading at a forward P/E (F12M basis) ratio of 38.7 for the past year, whereas the current P/E ratio (F12 basis) for the industry it belongs to is 21.2.
- ▼ **Escalating Costs a Concern:** During the first quarter, expense on salaries and benefits advanced 7.1%. Other expenses increased 13.5%. Operating margin accordingly contracted 31 bps to 11.2% from the prior-year level.
- ▼ **Competitive Landscape:** The market for home health and hospice is fragmented with a number of small local providers. With few barriers to entry in this market, Amedisys primarily faces tough competition from local privately and publicly-owned and hospital-owned health care providers. It competes based on the availability of personnel, the quality of services, expertise of visiting staff and the price of services. In addition, it competes with a number of non-profit organizations that finance acquisitions and capital expenditures on a tax-exempt basis or receive charitable contributions that are unavailable to the company.

Reimbursement headwinds and competitive challenges that the company faces remain our concerns.

## Last Earnings Report

### Amedisys Q1 Earnings Beat Estimates, Revenues Miss

Amedisys reported adjusted earnings per share (EPS) of \$1.05 for first-quarter 2020, down 5.4% from the year-ago figure. The bottom line however beat the Zacks Consensus Estimate by 8.3%.

Net service revenues grossed \$491.7 million, up 5.2% year over year. However, the top line missed the Zacks Consensus Estimate by 4%.

#### Quarter in Detail

Within the company's Home Health division, net service revenues totaled \$303.6 million in the quarter, reflecting 2.1% decline year over year. Moreover, Medicare revenues of \$203.9 million dropped 4.5% year over year. Non-Medicare revenues improved 3.1% to \$99.7 million.

Within the Hospice division, net service revenues were \$169.4 million (up 23.6% year over year) including Medicare revenues of \$160.5 million (up 22.8%) and non-Medicare revenues of \$8.9 million (up 41.3%).

The company recently integrated two additional operating segments within its business, namely, Personal Care and Corporate. At Personal Care, net service revenues totaled \$18.7 million, representing a decline of 7.4% from the year-ago number. Meanwhile, the Corporate segment did not register any revenues in the first quarter.

#### Margins

Gross margin expanded 79 basis points (bps) to 41.9% in the quarter under review. Further, expense on salaries and benefits rose 7.1% to \$101.6 million. Other expenses increased 13.5% to \$49.3 million as well. Operating profit of \$55.1 million reflected a 2.4% rise from the year-ago figure. Operating margin, however, contracted 31 bps to 11.2% from the prior-year level.

#### Cash Position

Amedisys exited the quarter with cash and cash equivalents of \$174.7 million compared with \$20.2 million at the end of 2019. The company's long-term obligations (excluding current portion) were \$379.9 million at the end of the first quarter compared with \$232.3 million in the year-ago quarter.

At the end of the first quarter, net cash provided by operating activities was \$6 million compared with \$20.1 million a year ago.

#### 2020 Guidance

Given the rapidly changing operating conditions related to the coronavirus outbreak Amedisys is currently unable to gauge the magnitude of the impact on its annual financial results. Hence, the company has decided to withdraw its full-year 2020 guidance.

Quarter Ending **03/2020**

Report Date	May 06, 2020
Sales Surprise	-4.02%
EPS Surprise	8.25%
Quarterly EPS	1.05
Annual EPS (TTM)	4.35

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## Recent News

On **Jun 1, 2020**, Amedisys announced the completion of the acquisition of Homecare Preferred Choice, Inc. (which is conducting its business as AseraCare Hospice). This is a national hospice care provider with an executive office in Plano, Texas and administrative support center in Fort Smith, Arkansas.

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## Valuation

Amedisys shares are up 18.9% in the year to date period and up 62.9% in the trailing 12-month periods. Stocks in the Zacks sub-industry are down 3.7% while the Zacks Medical sector fell 1.2% in the year to date period. Over the past year, the Zacks sub-industry is down 2.7% and sector is down 0.3%.

The S&P 500 index is down 3.8% in the year to date period and rose 5.2% in the past year.

The stock is currently trading at 38.7X Forward 12-months earnings, which compares to 21.2X for the Zacks sub-industry, 22.9X for the Zacks sector and 22.2X for the S&P 500 index.

Over the past five years, the stock has traded as high as 40.4X as low as 18.4X, with a 5-year median 26.4X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$209 price target reflects 40.7X forward 12-months earnings.

The table below shows summary valuation data for AMED.

Valuation Multiples - AMED					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	38.68	21.15	22.87	22.24
	5-Year High	40.40	22.60	23.14	22.24
	5-Year Low	18.38	14.49	15.93	15.23
	5-Year Median	26.35	17.72	19.03	17.49
P/S F12M	Current	2.96	2.46	2.78	3.47
	5-Year High	3.17	2.59	3.74	3.47
	5-Year Low	0.79	0.71	2.21	2.53
	5-Year Median	1.25	1.01	2.91	3.02
P/B TTM	Current	9.45	3.03	4.29	4.23
	5-Year High	10.18	4.00	5.06	4.56
	5-Year Low	2.61	1.91	2.93	2.83
	5-Year Median	4.11	2.47	4.28	3.67

As of 06/19/2020

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## Industry Analysis Zacks Industry Rank: Bottom 33% (170 out of 252)



## Top Peers

Company (Ticker)	Rec	Rank
Addus HomeCare Corporation (ADUS)	Neutral	3
American Renal Associates Holdings, Inc (ARA)	Neutral	3
Catasys Inc. (CATS)	Neutral	3
Chemed Corporation (CHE)	Neutral	3
DaVita Inc. (DVA)	Neutral	3
Hanger Inc. (HNGR)	Neutral	3
RadNet, Inc. (RDNT)	Neutral	3
U.S. Physical Therapy, Inc. (USPH)	Neutral	4

Industry Comparison Industry: Medical - Outpatient And Home Healthcare				Industry Peers		
	AMED	X Industry	S&P 500	CHE	DVA	HNGR
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	F	-	-	B	A	F
Market Cap	6.43 B	716.61 M	21.51 B	7.24 B	9.69 B	641.73 M
# of Analysts	8	3	14	2	7	1
Dividend Yield	0.00%	0.00%	1.92%	0.28%	0.00%	0.00%
Value Score	D	-	-	C	B	D
Cash/Price	0.03	0.09	0.06	0.00	0.16	0.19
EV/EBITDA	27.85	11.50	12.62	23.93	10.70	11.63
PEG Ratio	2.18	2.73	2.90	2.83	1.42	NA
Price/Book (P/B)	9.45	2.99	2.99	10.59	4.54	NA
Price/Cash Flow (P/CF)	31.95	11.81	11.39	26.45	7.05	8.81
P/E (F1)	43.12	33.80	21.20	27.75	12.97	NA
Price/Sales (P/S)	3.25	1.23	2.29	3.63	0.84	0.59
Earnings Yield	2.30%	2.38%	4.42%	3.60%	7.71%	-2.41%
Debt/Equity	0.64	0.60	0.77	0.36	5.24	-41.48
Cash Flow (\$/share)	6.21	1.90	7.01	17.24	11.28	1.93
Growth Score	D	-	-	A	A	D
Hist. EPS Growth (3-5 yrs)	35.44%	7.83%	10.87%	21.36%	4.96%	NA
Proj. EPS Growth (F1/F0)	3.98%	-3.17%	-10.65%	17.78%	13.57%	-145.56%
Curr. Cash Flow Growth	47.20%	6.12%	5.46%	14.93%	19.72%	4.97%
Hist. Cash Flow Growth (3-5 yrs)	30.47%	13.00%	8.55%	14.21%	0.89%	13.27%
Current Ratio	1.48	1.36	1.29	0.81	1.81	1.96
Debt/Capital	39.00%	43.98%	45.14%	26.64%	85.33%	98.38%
Net Margin	6.43%	2.14%	10.53%	11.60%	7.85%	1.71%
Return on Equity	23.09%	9.48%	16.06%	35.99%	32.45%	-277.95%
Sales/Assets	1.55	0.82	0.55	1.64	0.64	1.33
Proj. Sales Growth (F1/F0)	5.16%	2.87%	-2.61%	8.78%	2.60%	-17.99%
Momentum Score	F	-	-	D	B	D
Daily Price Chg	4.75%	-0.13%	-1.02%	1.30%	1.82%	-2.86%
1 Week Price Chg	-3.25%	-5.34%	-7.25%	-4.63%	-11.36%	-12.87%
4 Week Price Chg	3.53%	0.96%	5.73%	-4.44%	1.04%	-3.58%
12 Week Price Chg	19.20%	11.91%	15.89%	8.96%	7.88%	7.74%
52 Week Price Chg	64.59%	7.90%	-6.79%	29.69%	51.78%	-9.58%
20 Day Average Volume	341,515	125,204	2,574,456	100,788	1,254,310	175,327
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	-1.80%	0.00%	0.00%	0.00%	0.00%	-70.83%
(F1) EPS Est 12 week change	-9.41%	-12.58%	-14.21%	-0.15%	1.13%	-140.20%
(Q1) EPS Est Mthly Chg	0.16%	0.00%	0.00%	0.00%	0.00%	0.00%

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## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

### Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

### Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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### Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	D
Growth Score	D
Momentum Score	F
VGM Score	F

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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