



*Take great care of the patient™*





# Jefferies 2013 Global Healthcare Conference June 3, 2013

*Take great care of the patient™*

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*Certain statements and information in this presentation may be deemed to contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements may include, but are not limited to, statements relating to our objectives, plans and strategies, and all statements, other than statements of historical facts, that address activities, events or developments that we intend, expect, project, believe or anticipate will or may occur in the future. These statements are often characterized by terminology such as “believe”, “hope”, “may”, “anticipate”, “should”, “intend”, “plan”, “will”, “expect”, “estimate”, “project”, “positioned”, “strategy” and similar expressions, and are based on assumptions and assessments made by MEDNAX’s management in light of their experience and their perception of historical trends, current conditions, expected future developments and other factors they believe to be appropriate. Any forward-looking statements in this press release are made as of the date hereof, and MEDNAX undertakes no duty to update or revise any such statements, whether as a result of new information, future events or otherwise. Forward-looking statements are not guarantees of future performance and are subject to risks and uncertainties. Important factors that could cause actual results, developments, and business decisions to differ materially from forward-looking statements are described in MEDNAX’s most recent Annual Report on Form 10-K and its Quarterly Reports on Form 10-Q, including the sections entitled “Risk Factors”, as well MEDNAX’s current reports on Form 8-K, filed with the Securities and Exchange Commission.*

# Today's Agenda

- What is a National Medical Group Practice?
- What is MEDNAX National Medical Group?
- What Makes MEDNAX Different?
- MEDNAX Financials
- Investment Summary



# What is a National Medical Group Practice?

- A network of local group practices that provide clinical care in their communities supported by a national administrative infrastructure that allows them to practice state-of-the-art, efficient, outcomes-based medicine.

- When MEDNAX acquires a practice, all of the back office functions are removed.
  - Managed care contract negotiations, coding, billing, collections, recruitment, medical malpractice, payroll, finance, risk management, compliance, etc. are handled centrally by our business professionals.
- This provides our physicians the opportunity to spend more time caring for their patients in their communities.



# What is MEDNAX National Medical Group?

- A proven National Group Practice with over 30 years experience that combines stability and practice experience with clinical autonomy, supported by superior back office systems, and driven by research, education and quality patient care.

- Unique and durable healthcare model in place for over 30 years
- Adaptive to the current healthcare environment, and growing
- Positioned well for the future of healthcare
- Team of peers, made up of physicians, practitioners, and administrators whose interests and goals are aligned for success
- Financial resources and administrative infrastructure necessary to maximize position as group practice model
- Focus on what is important...patient care and patient outcomes



# MEDNAX at a Glance



**More than 1,500 physicians and 625 nurse practitioners**

- Staff 330 NICUs

**Clinical Continuum from:**

- High-risk pregnancy
- Delivery
- Newborn and pediatric critical care
- Pediatric hospitalist
- Pediatric cardiology
- Pediatric surgery



**More than 650 physicians and 950 nurse anesthetists serve:**

- More than 50 hospitals
- More than 55 surgery centers
- More than 20 pain management centers

## Highlights:

- National Group Practice
- More than 2,150 Physicians
- 85 Metropolitan Areas
- 34 States and Puerto Rico
- \$1.8 Billion in Revenue
  - 14.6% Five-Year CAGR
- 30+ Years Experience

## Pediatrics Medical Group

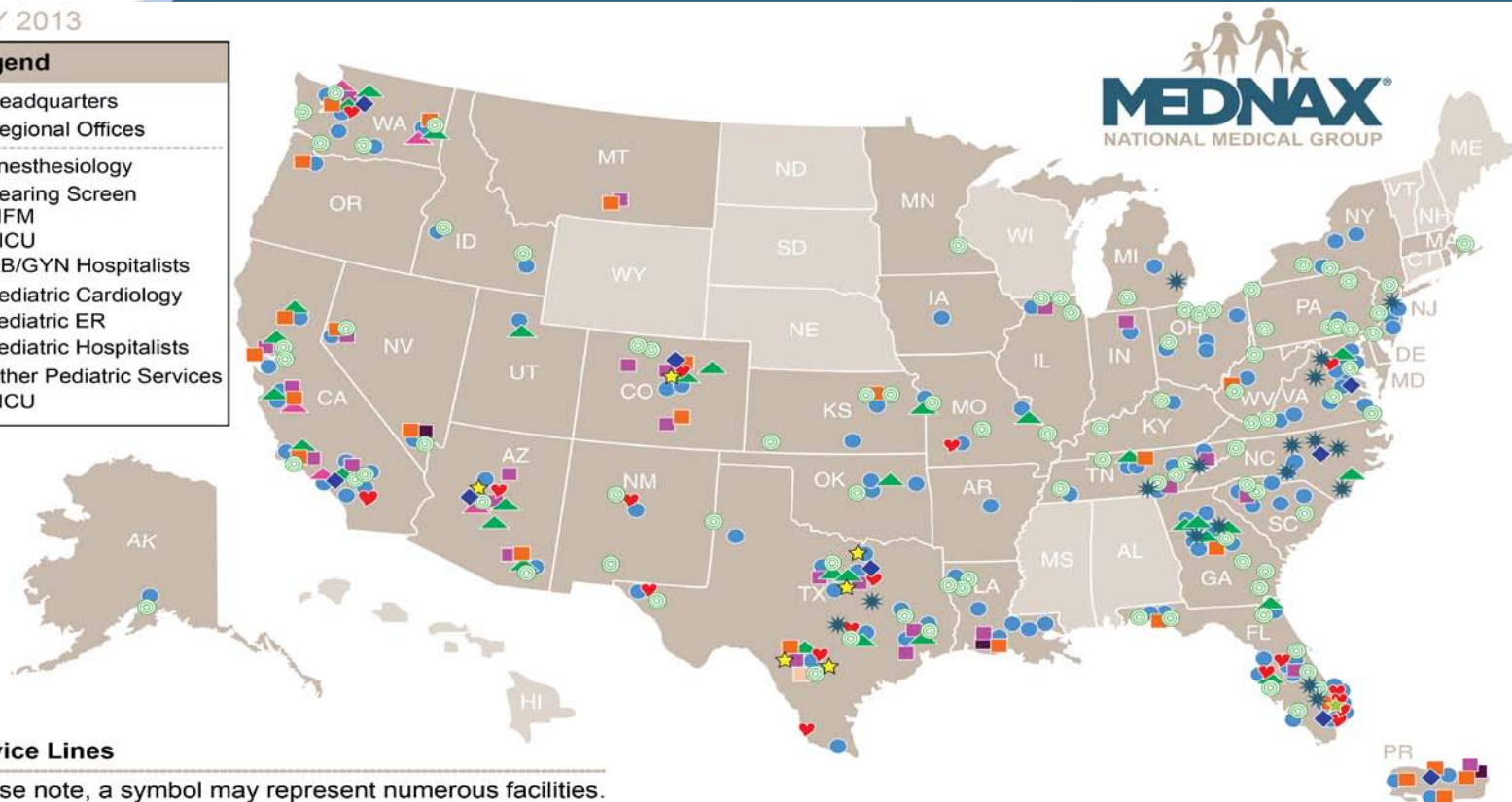
- Neonatal
- Maternal-Fetal
- Pediatric Cardiology
- Pediatric Critical Care
- Pediatric Surgery

## American Anesthesiology

- Anesthesiology

# MEDNAX Market Presence

MAY 2013



## Service Lines

Please note, a symbol may represent numerous facilities.



# MEDNAX Market Presence Defined

## Legend

- ✱ Anesthesiology
- ⊗ Hearing Screen
- ▲ MFM
- NICU
- ▲ OB/GYN Hospitalists
- ♥ Pediatric Cardiology
- Pediatric ER
- Pediatric Hospitalists
- ☆ Other Pediatric Services
- PICU



## American Anesthesiology

- More than 1,600 anesthesia providers across 8 states



## Hearing Screen

- More than 3 million screenings since inception and more than 650,000 screenings in 2012



## Maternal-Fetal Medicine (MFM)

- More than 200 physicians in 13 states



## Neonatal Intensive Care Units (NICUs)











- More than 1,000 physicians in more than 330 NICUs



## OB/GYN Hospitalists

- 35 physicians in 3 states

# MEDNAX Market Presence Defined contd.

Legend	
	Anesthesiology
	Hearing Screen
	MFM
	NICU
	OB/GYN Hospitalists
	Pediatric Cardiology
	Pediatric ER
	Pediatric Hospitalists
	Other Pediatric Services
	PICU



## Pediatric Cardiology

- Approximately 120 physicians in 9 states



## Pediatric ER

- 27 physicians in 3 states



## Pediatric Hospitalists

- More than 60 hospital-based physicians at more than 20 hospitals



## Other Pediatric Services

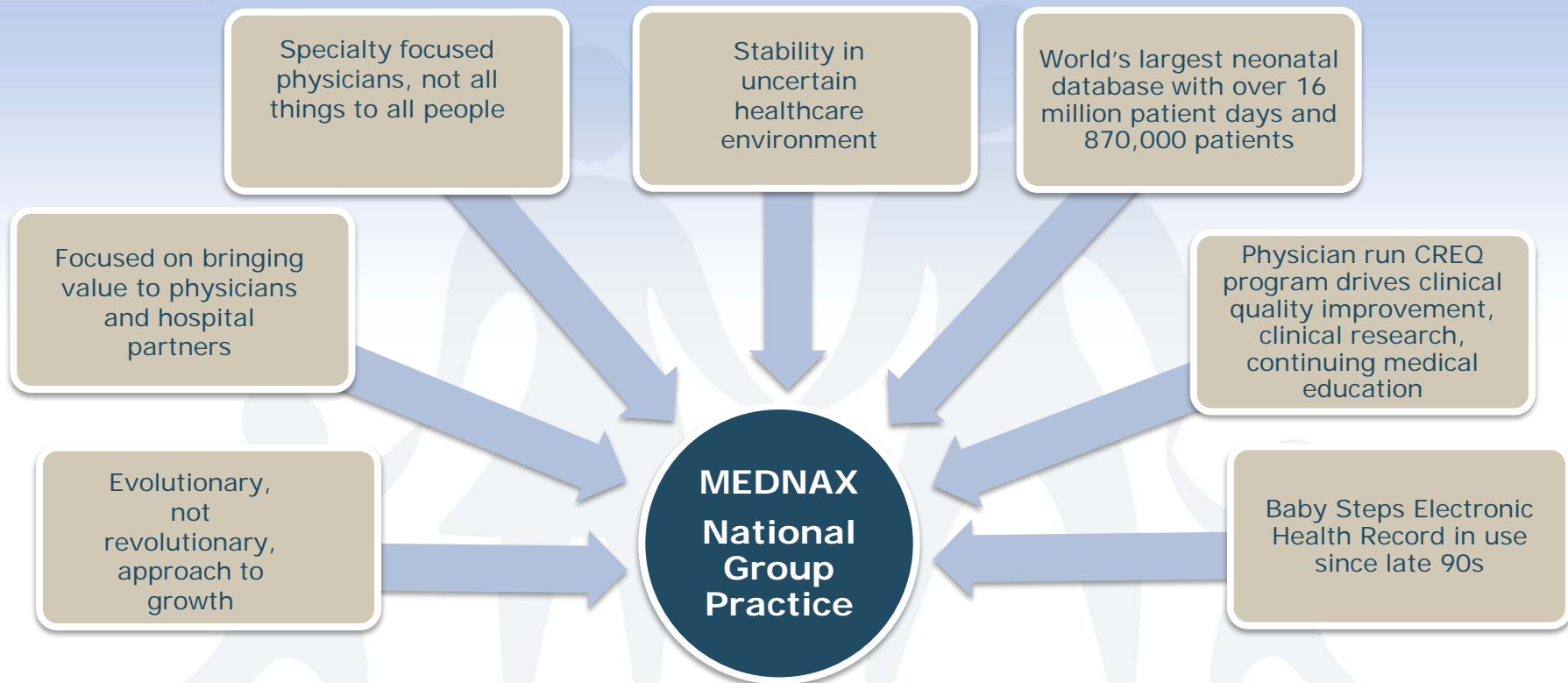
- Includes 15 pediatric surgeons



## Pediatric Intensive Care Units (PICUs)

- Approximately 100 affiliated physicians in more than 35 PICUs

# What Makes MEDNAX Different?





# How MEDNAX excels in today's healthcare environment

## Departmental Depth and Operational Excellence

Managed Care contracting team addresses our payors and our long-term contracts, making sure they are competitive in the current environment

Compliance team establishes the methods through which the company seeks to foster the highest levels of ethical and legal conduct by our associates as they focus on patient care

Human Resources team focuses on the attraction and retention of quality physicians throughout our regions and practices

Medical Affairs enhances practice collaboration by ensuring we are credentialing quality physicians

# How MEDNAX excels in today's healthcare environment contd.

## Departmental Depth and Operational Excellence

Outcomes data warehouse and QUANTUM Clinical Navigation System drive clinical quality improvement through CQI programs, research and continuing medical education efforts

Advocacy support through our Government Relations team and regulatory efforts at the federal and state level

Risk Management team provides proactive and strategic support services to identify, manage and reduce risk associated with patient care and the company's business operations

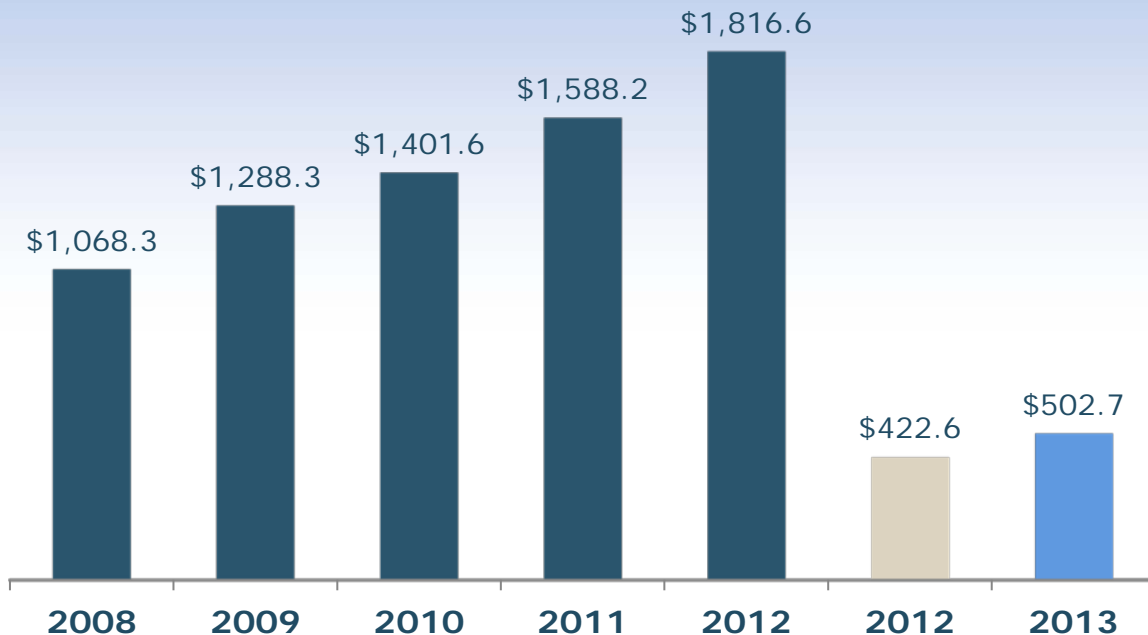
Business Development team focuses on future growth and ensures the acquisition pipeline is full, deep and active



# MEDNAX Financials



# Revenue (\$ millions)



- Five-year CAGR 14.6% thru 2012
- Three months ended March 31, 2013
  - 19.0% revenue growth
  - 2.2% same-unit growth (3.2% leap year adjusted same-unit growth\*)

\* Excludes the additional calendar day in February for the 2012 leap year

Three months ended March 31

# Operating Income (\$ millions)



\*Excludes discontinued operations related to sale of metabolic screening lab

Three months ended March 31

- Five-year CAGR 12.0% thru 2012
- Three months ended March 31, 2013
  - 15.3% operating income growth

# Net Income (\$ millions)



\*Excludes discontinued operations related to sale of metabolic screening lab

Three months ended March 31

- Five-year CAGR\* 11.0% thru 2012
- Three months ended March 31, 2013
  - 14.5% net income growth

# Earnings Per Share



- Five-year CAGR\* 11.5% through 2012
- Three months ended March 31, 2013
  - 12.2% earnings per share growth

\*Excludes discontinued operations related to sale of metabolic screening lab

Three months ended March 31



# Annual Cash Flow From Operations

(\$ millions)



- Strong cash flow
  - \$54.7 million increase from 2011-2012
  - 20.2% from 2011-2012
- Mostly free cash flow
  - Minimal capex
- Cash flow available for investing back into the growth of our business

# Annual GAAP Net Income/Cash Flow From Operations (\$ millions)



- Net income continues to generate increase in cash flow
- Strong cash flow from operations provides self funding growth mechanism


\*Net income excludes discontinued operations related to sale of metabolic screening lab

# MEDNAX Investment Highlights

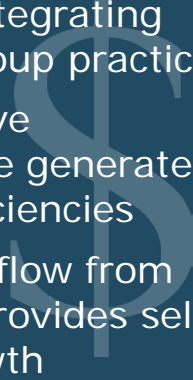
## Successful Model

- Unique and durable healthcare model that has been in place for over three decades
- Adaptive to the current healthcare environment and growing
- Physicians are integral part of improving care in their communities

## Clearly Defined Growth Opportunities

- Leading presence in core neonatology and related pediatric subspecialties
  - Growing presence in large anesthesia market
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## Platform for Long-Term Growth

- Proven track record acquiring, integrating physician group practices
  - Administrative infrastructure generates financial efficiencies
  - Strong cash flow from operations provides self funding growth mechanism
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