



Investor Presentation

January 2017



Safe Harbor

SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS AND INFORMATION

This presentation contains statements about future events and expectations that constitute forward-looking statements, including statements about the Company's expectations for future financial performance. Forward-looking statements are based on our beliefs, assumptions and expectations of industry trends, our future financial and operating performance and our growth plans, taking into account the information currently available to us. These statements are not statements of historical fact. Forward-looking statements involve risks and uncertainties that may cause our actual results to differ materially from the expectations of future results we express or imply in any forward-looking statements and you should not place undue reliance on such statements. Factors that could contribute to these differences include, but are not limited to, the factors described in "Risk Factors" in Civitas' Registration Statement on Form S-1. Words such as "anticipates", "believes", "continues", "estimates", "expects", "goal", "objectives", "intends", "may", "opportunity", "plans", "potential", "near-term", "long-term", "projections", "assumptions", "projects", "guidance", "forecasts", "outlook", "target", "trends", "should", "could", "would", "will" and similar expressions are intended to identify such forward-looking statements. We qualify any forward-looking statements entirely by these cautionary factors. We assume no obligation to update or revise any forward-looking statements for any reason, or to update the reasons actual results could differ materially from those anticipated in these forward-looking statements, even if new information becomes available in the future. Comparisons of results for current and any prior periods are not intended to express any future trends or indications of future performance, unless expressed as such, and should only be viewed as historical data.

NON-GAAP FINANCIAL MEASURES

This presentation includes disclosures of EBITDA, Adjusted EBITDA, free cash flow and pro forma free cash flow. Reconciliations of net loss to EBITDA and Adjusted EBITDA are presented in the accompanying Appendix. Reconciliations of cash flow from operations to free cash flow and pro forma free cash flow are presented in the accompanying Appendix. EBITDA, Adjusted EBITDA, free cash flow and pro forma free cash flow are not determined in accordance with GAAP and should not be considered in isolation or as an alternative to net income, income from operations, net cash provided by operating, investing or financing activities or other financial statement data presented as indicators of financial performance or liquidity, each as presented in accordance with GAAP. EBITDA, Adjusted EBITDA, free cash flow and pro forma free cash flow should be considered as a measure of discretionary cash available to us to invest in the growth of our business. While EBITDA, Adjusted EBITDA, free cash flow and pro forma free cash flow are frequently used as measures of operating performance and the ability to meet debt service requirements, they are not necessarily comparable to other similarly titled captions of other companies due to potential inconsistencies in the method of calculation. Our presentation of EBITDA, Adjusted EBITDA, free cash flow and pro forma free cash flow should not be construed as an inference that our future results will be unaffected by unusual items.

Our Mission

- To offer adults, children, young people and their families innovative and high-quality services and support that lead to growth and independence, regardless of the physical, intellectual or behavioral challenges they face
- Our philosophy emphasizes partnerships – with those we serve, their families, our employees, Mentors, payors and the communities in which we work – in an effort to help people shape the direction of their own lives and thrive in less restrictive settings



Who We Are

- Leading provider of home- and community-based health and human services
 - Individuals with intellectual, developmental, physical or behavioral disabilities and other special needs
 - Customized solutions delivered in less restrictive, non-institutional settings
 - We serve approximately 11,500 clients in residential settings and approximately 16,500 clients in non-residential settings
 - Over 22,300 full-time equivalent employees and 3,700 independently-contracted host home caregivers
- 36-year history of providing services to must-serve populations
- FY2016 revenue of \$1.408 billion and adjusted EBITDA \$160.8 million¹
- FY 2017 Guidance - revenue of \$1.48 billion to \$1.52 billion and Adjusted EBITDA of \$162.0 million to \$166.0 million

1. For definition and reconciliation of Adjusted EBITDA please see page 27

Investment Highlights

Large and Expanding “Must Serve” Markets

Diversified Payor Base and Stable Reimbursement

Strong and Stable Cash Flow

**Multiple Growth Drivers: Organic expansion, Acquisitions,
Adjacent Markets**

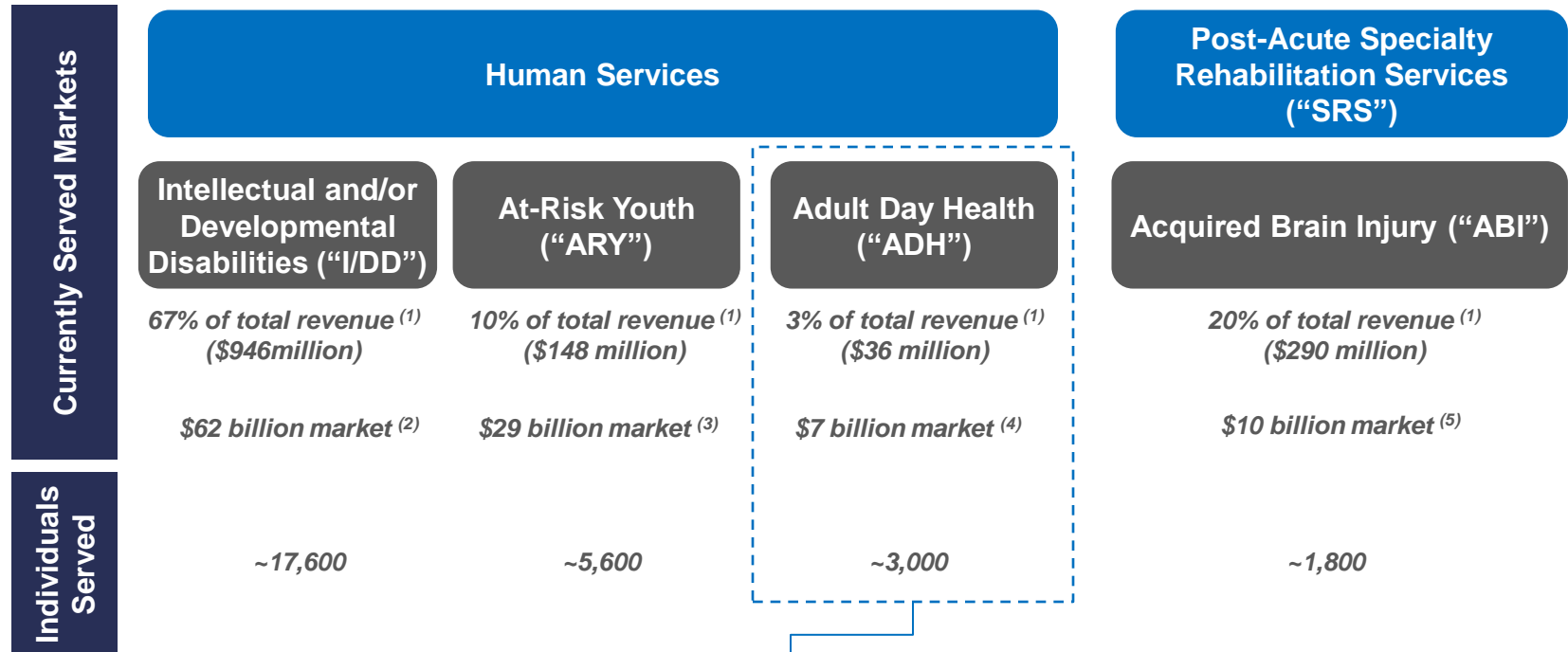
First Mover Advantage in SRS

Leader and Consolidator in Large Fragmented Market

**Proven Management Team with Average of 22 years
in Human Services Industry**



Leading Provider of Home- and Community-Based Health and Human Services

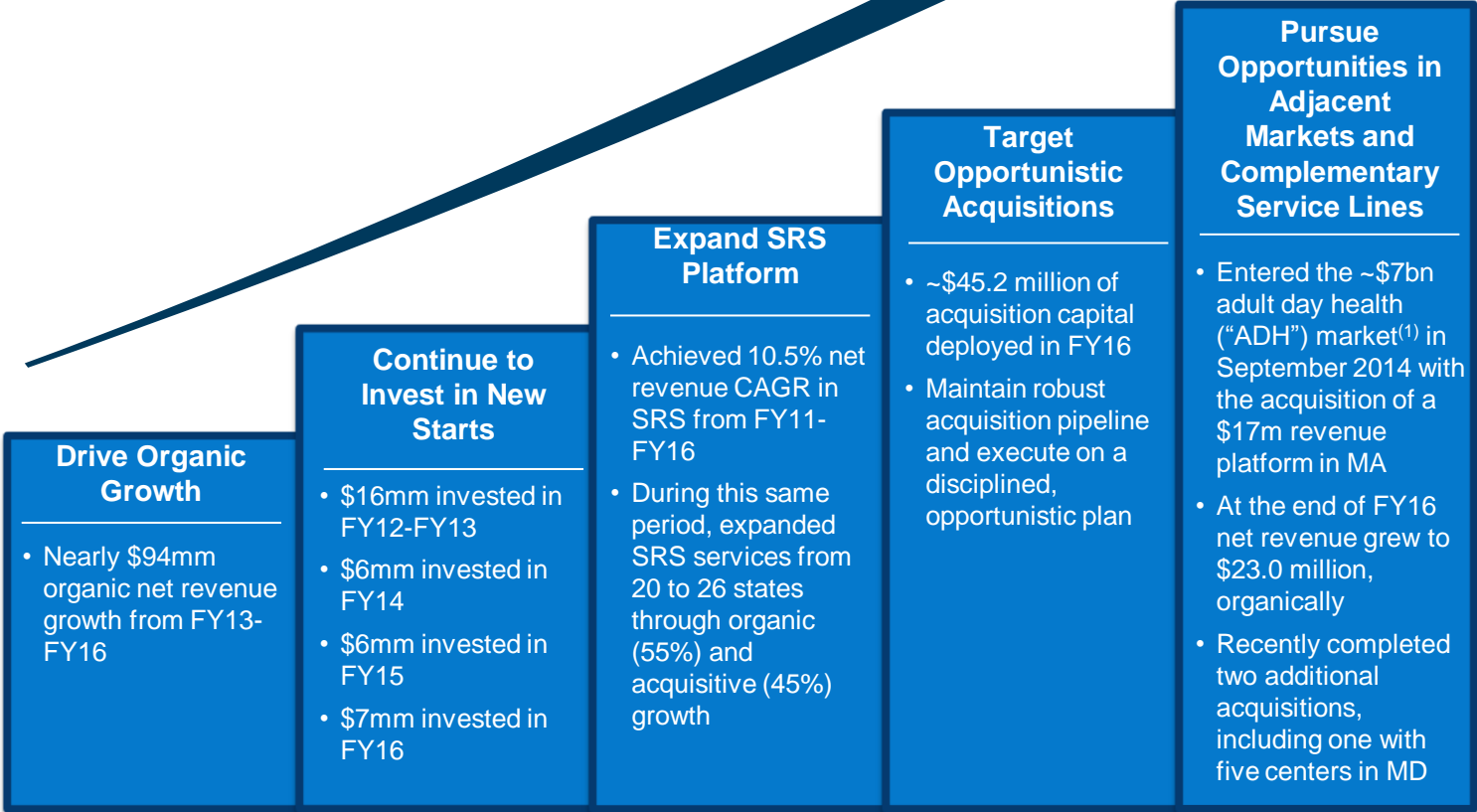
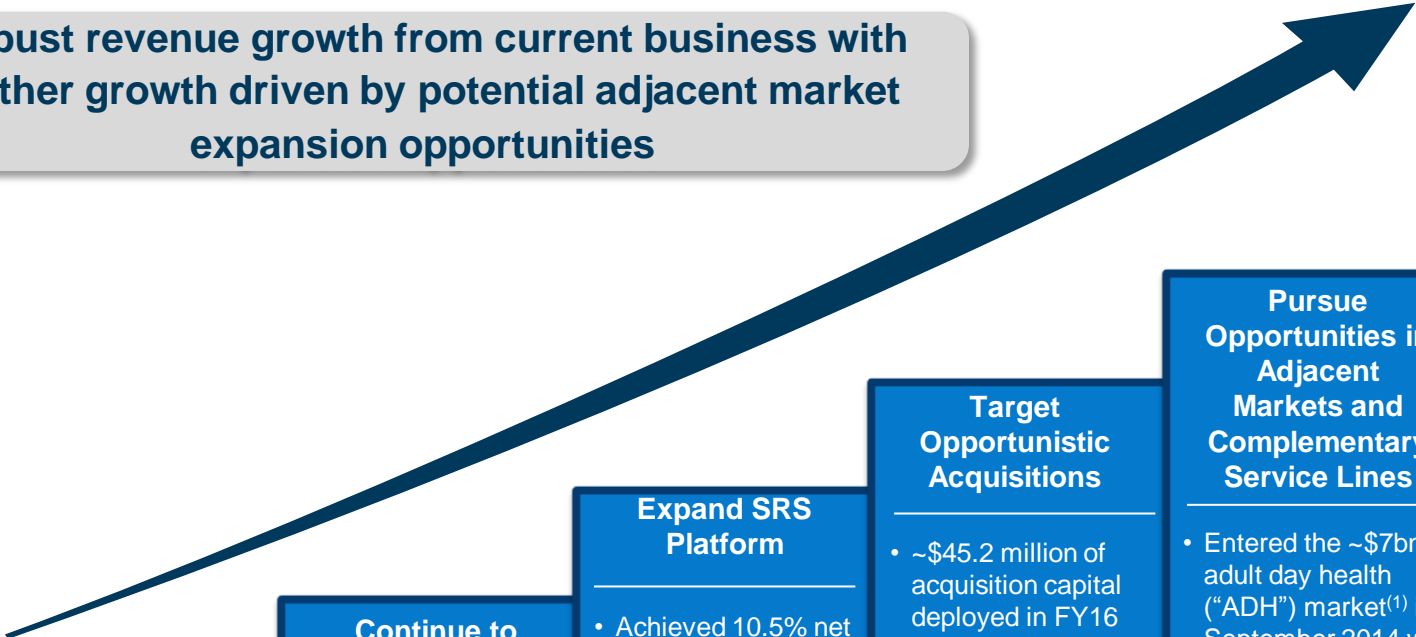


With September 2014 acquisition of Massachusetts Adult Day Health, we entered \$7 billion market for elder day services (serving ~1,500 individuals) ⁽⁴⁾

1. Represents percent of total gross revenue for the LTM period as of 9/30/2016.
 2. Based on data from the Braddock report; represents size for 2013.
 3. Based on data from Child Trends; represents size for state fiscal year 2014.
 4. Based on IBISWorld, spending on Adult Day Health in 2015.
 5. Based on data from the CDC; represents annual spend.

Our Growth Strategy

Robust revenue growth from current business with further growth driven by potential adjacent market expansion opportunities



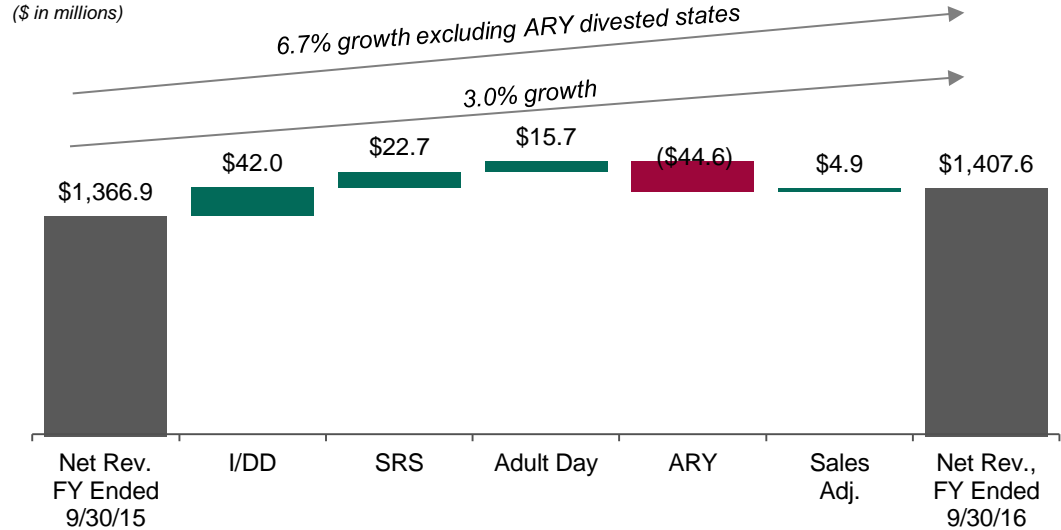
1. IBISWorld estimates for spending on adult day care in 2015.

Strong Organic and Acquisition Revenue Growth

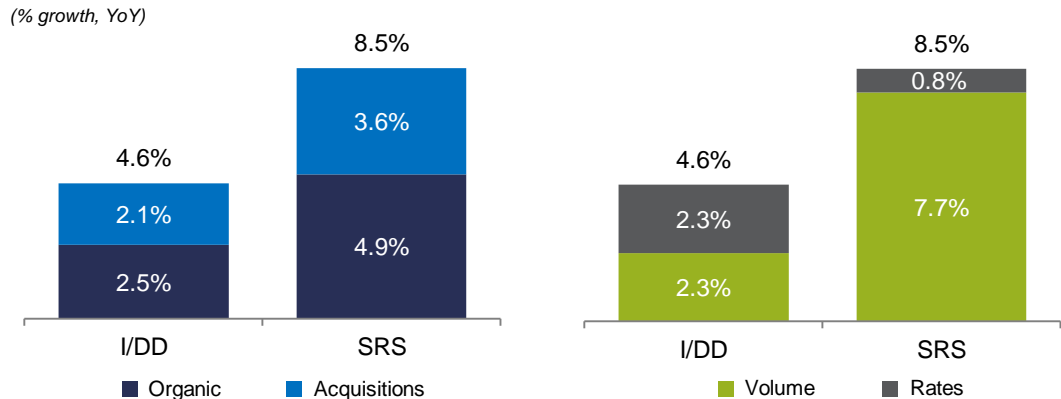
FY16 Update

- Overall net revenue growth of 3.0% driven by acquisition growth offset by decline from organic sources
 - Organic decline of (0.1%), excluding the ARY divested states growth of 3.5%
 - Acquisition growth of 3.1%
 - Net Revenue growth of 6.7% excluding the ARY divested states
- I/DD and SRS gross revenue grew by 4.6% and 8.5%, respectively. ARY gross revenue grew by 2.3% in our remaining 8 states.
 - I/DD growth was split 2.5% organic and 2.1% acquisition
 - SRS growth was split 4.9% organic and 3.6% acquisition
- 12 acquisitions in FY16 with total annual revenues of ~\$48.6mm

Net Revenue Growth Bridge, FY16⁽¹⁾

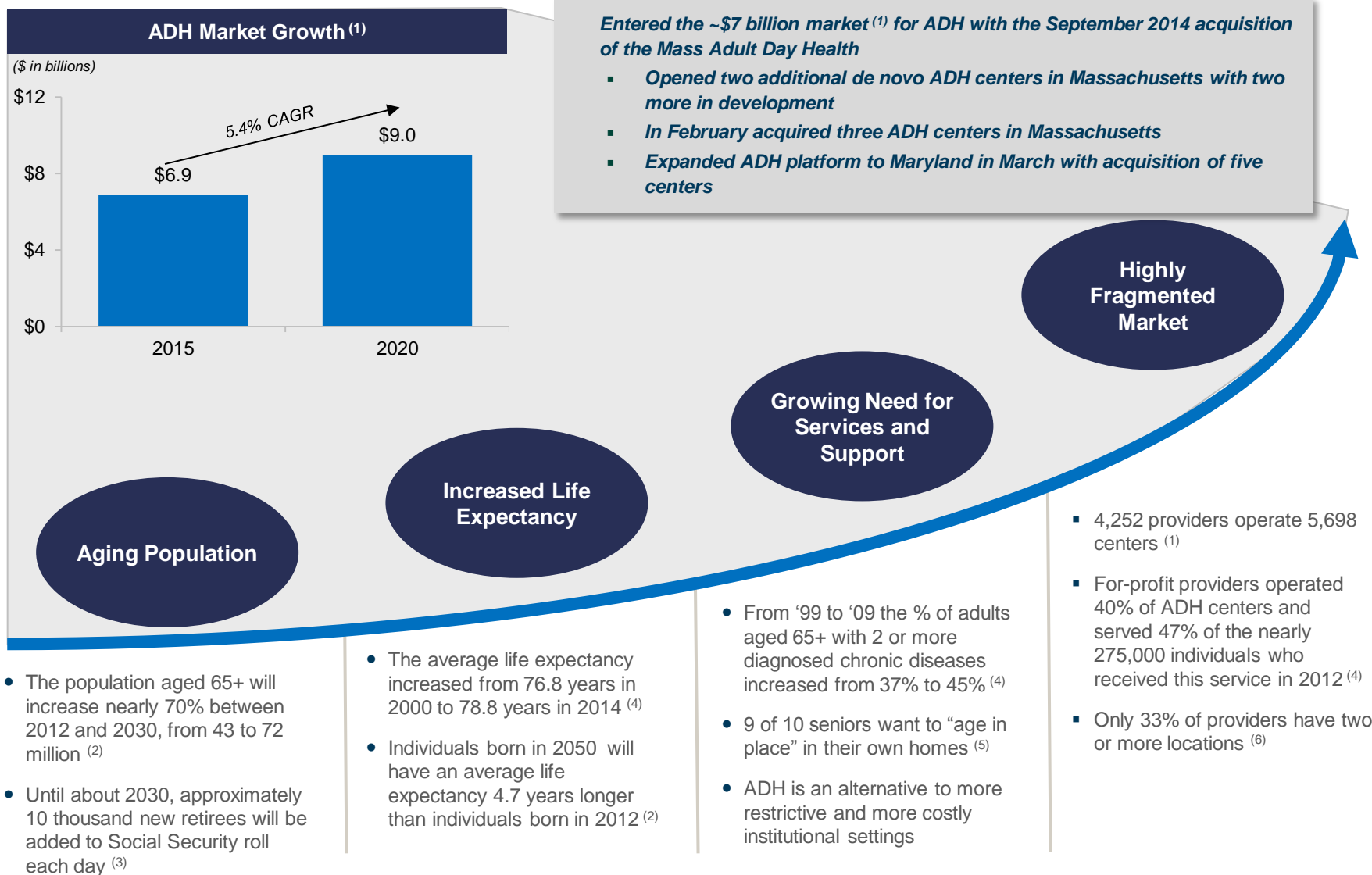


Gross Revenue Growth Drivers for Largest Service Lines, FY16⁽¹⁾



1. Segment growth based upon gross revenue before sales adjustments.

Adult Day Health Platform Launch



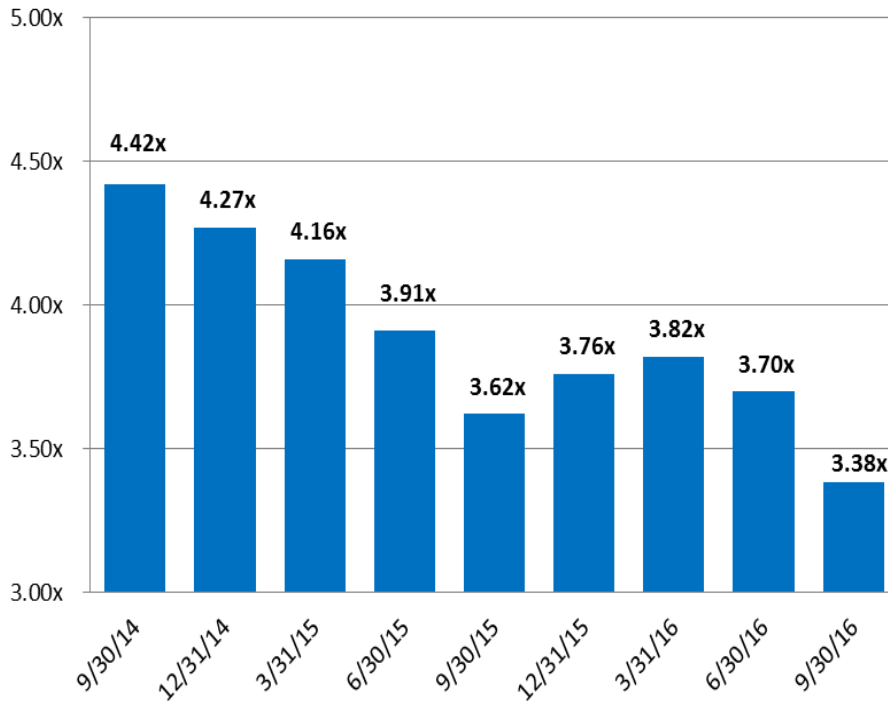
1. Based on data from IBISWorld estimated for spending on ADH in 2015. 2. Census Bureau. 3. Social Security Administration. 4. Center for Disease Control. 5. American Association of Retired Persons 6. According to a 2010 MetLife study.

Reduced Leverage and Strong Free Cash Flow

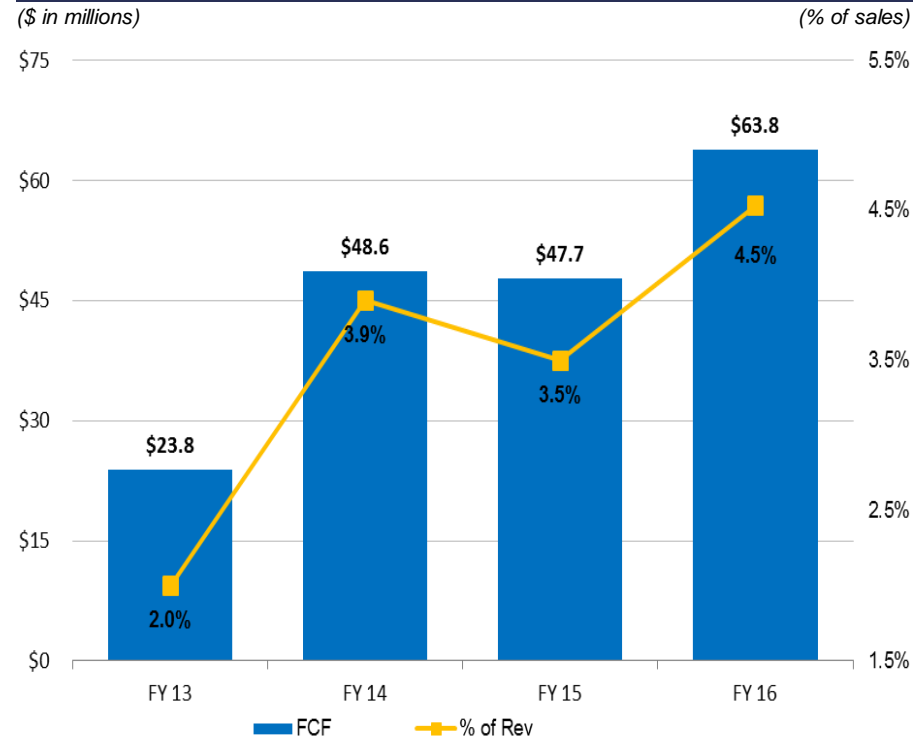
Commentary

- Free cash flow generation has improved by ~ \$40 million since FY13 ⁽¹⁾
- Key drivers include:
 - Full redemption of 12.5% Senior Notes and January 2014 refinancing transaction in attractive market conditions
 - Effective working capital management, reducing DSO from ~52 days at FY12 to ~43 days as of September 30, 2016

Net Debt / LTM Adjusted EBITDA



Free Cash Flow ⁽¹⁾



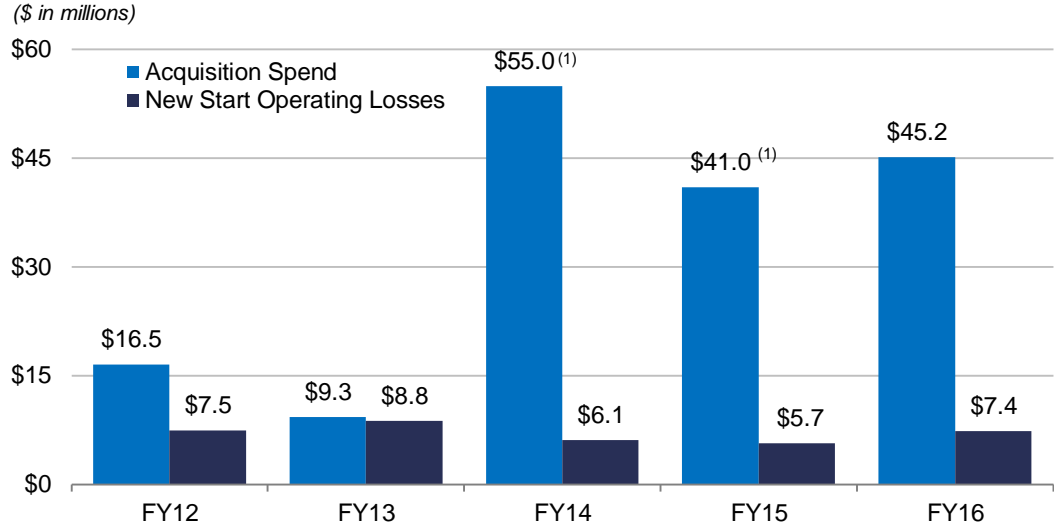
1. Free cash flow defined as cash flow from operations minus capital expenditures.

Robust Acquisition and New Start Capital Deployment

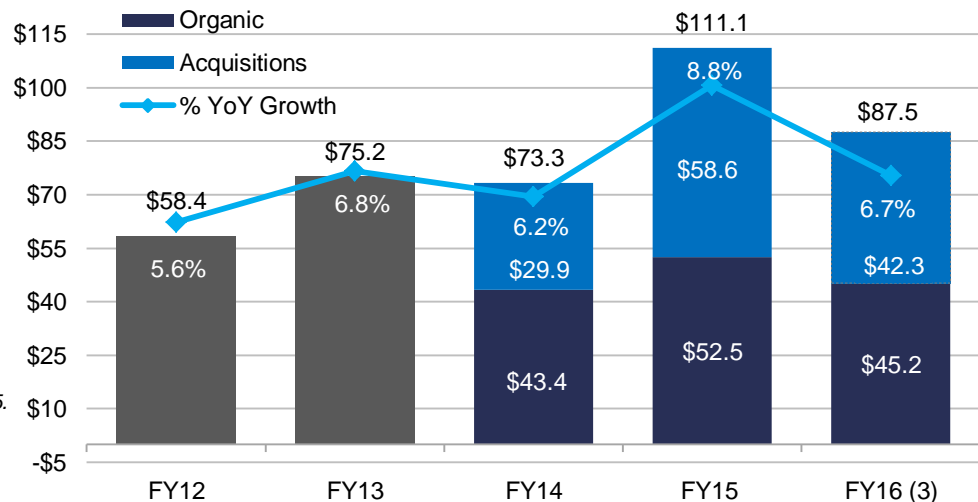
Commentary

- Completed 12 acquisitions in FY16 YTD with total annual revenues of ~\$48.6mm
- Active pipeline of acquisitions across I/DD, SRS and ADH
- One of two scale players in highly-fragmented markets
 - Executed 50 acquisitions from FY11 through FY16 with total capital deployment of approximately \$185 million ⁽²⁾
- Demonstrated ability to integrate and enhance operations, a clear competitive advantage in acquisition-focused growth
- Acquisitions often serve as platforms for expanding New Start initiatives
- Track record of growing both organically and through acquisitions
 - Demonstrated by 59% of organic net revenue growth in FY14, 47% in FY15, and (4%) FY16
 - Organic net revenue growth of 52% YTD FY16 without divested ARY states

Acquisition Spend vs. New Starts Losses, FY12-FY16



Net Revenue Growth over Prior Year, FY12 – FY16



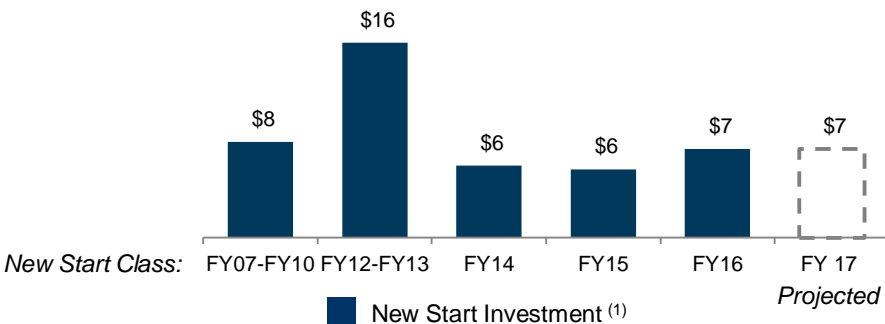
1. Does not include contingent consideration of \$1.3mm in FY14 and \$3.6mm in FY15.
 2. Includes contingent consideration.
 3. Excludes ARY divested states.

New Start Investments Drive Organic Growth

Commentary

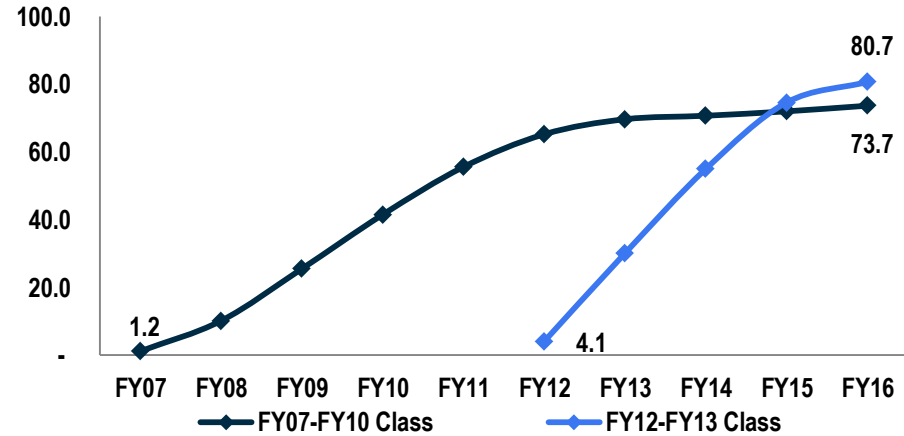
- New start program is our de novo build-out platform
- Typical time to profitability is 18-24 months
- Flexibility to accelerate or slow investments based on market conditions
- Investments from FY07-FY10 of \$8.1mm drove \$74.0mm of revenue and \$18.9mm of EBITDA in FY16 ⁽¹⁾
- Investments from FY12-FY13 of \$16.3mm drove \$80.7mm of revenue and \$17.4mm of EBITDA in FY16 ⁽¹⁾

New Start Investments

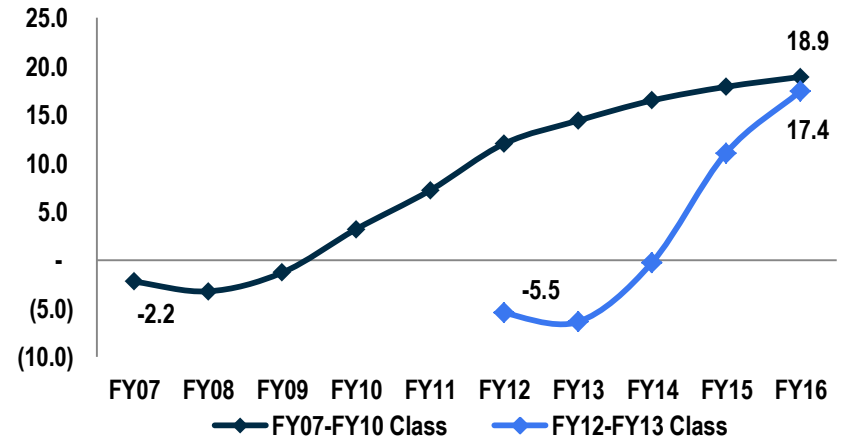


(\$ in millions)

Net Revenue



EBITDA



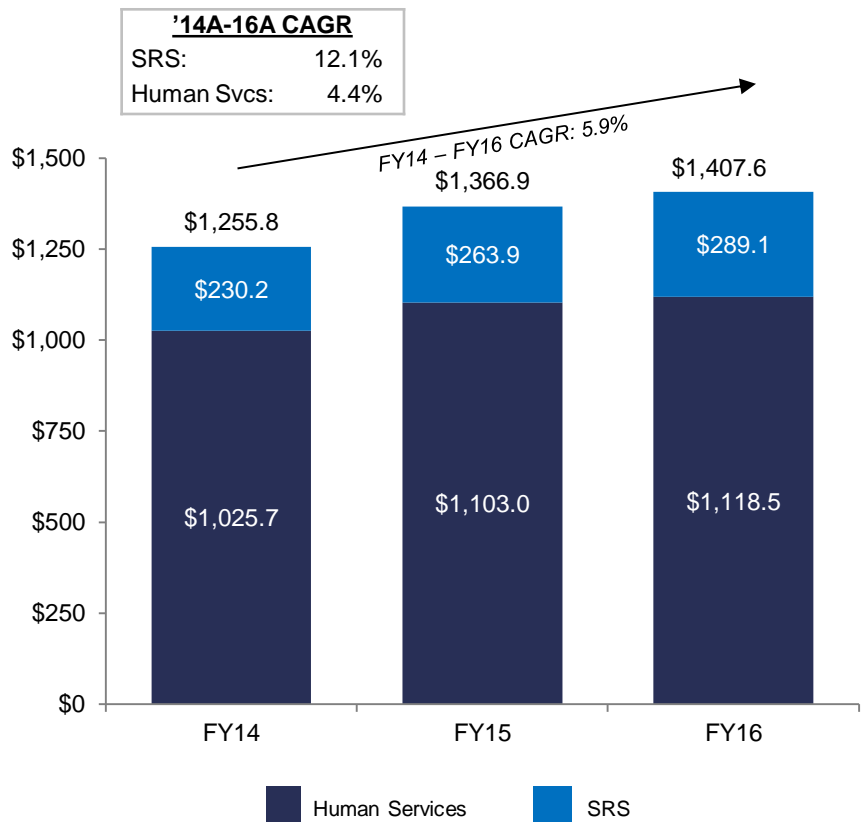
1. Represents net operating losses from any new start programs initiated within 18 months of the end of the period that had operating losses during the period. Net operating loss from a new start is defined as its revenue for the period less direct expenses but not including allocated overhead costs..

Historical Financial Performance

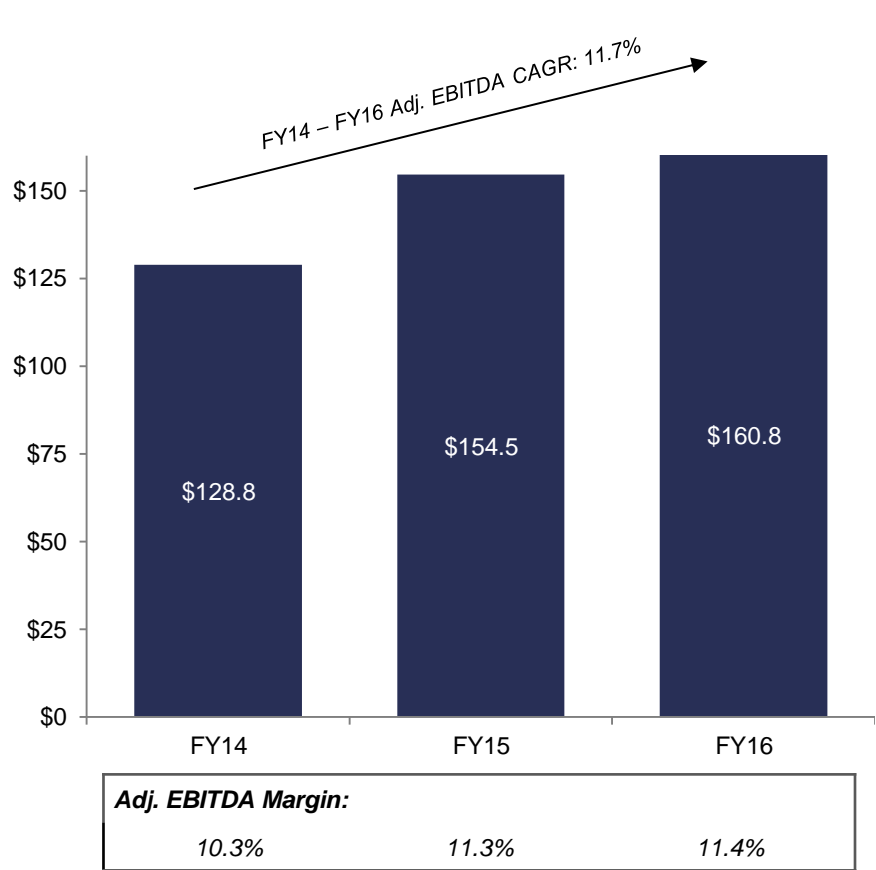
(\$ in millions)

Strong Net Revenue and Adj. EBITDA growth driven by disciplined investment in organic and acquisition growth opportunities and margin expansion

Net Revenue



Adjusted EBITDA⁽¹⁾

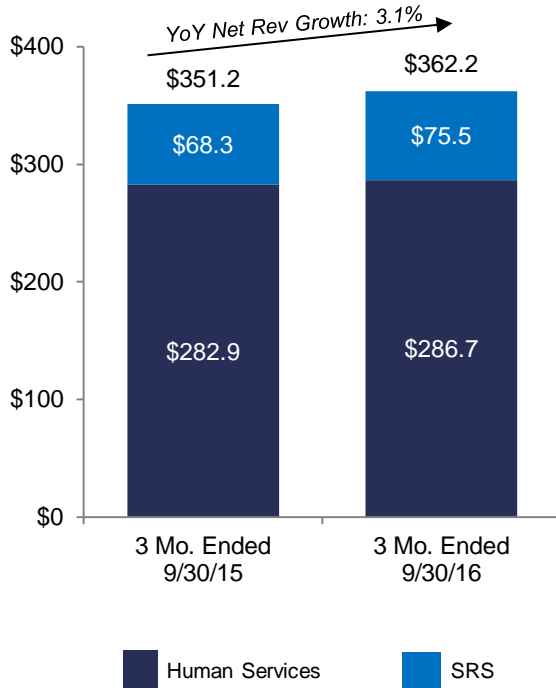


1. For definition and reconciliation of Adjusted EBITDA please see page 27

Financial Results for QTD Q4 FY16

(\$ in millions)

Net Revenue



QTD Q4 FY16 YoY Net Revenue Growth:

Human Services:	1.3%
SRS:	10.7%

Adjusted EBITDA



Adj. EBITDA Margin:

As reported:	10.8%	11.8%
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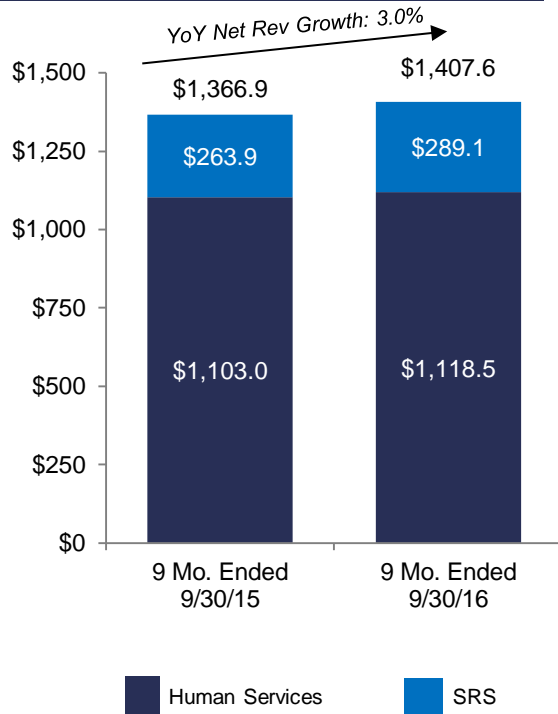
Key Highlights

- 3.1% increase in Net Revenue
- 12.5% increase in Adjusted EBITDA
- Performance driven by:
 - \$11.8 million of revenue from acquisitions.
 - Normalized for ARY divestitures and the increase in new start investment
 - QTD Q4 FY15 Net Revenue and Adj. EBITDA are \$340.5 and \$38.5, respectively
 - QTD Q4 FY16 Net Revenue and Adj. EBITDA are \$362.3 and \$42.6, respectively
 - **Normalized Net Revenue and Adj. EBITDA growth rates are 6.4% and 10.7%, respectively**
 - Not included is a \$3.5 million revenue headwind from WV system redesign

Financial Results for FY16

(\$ in millions)

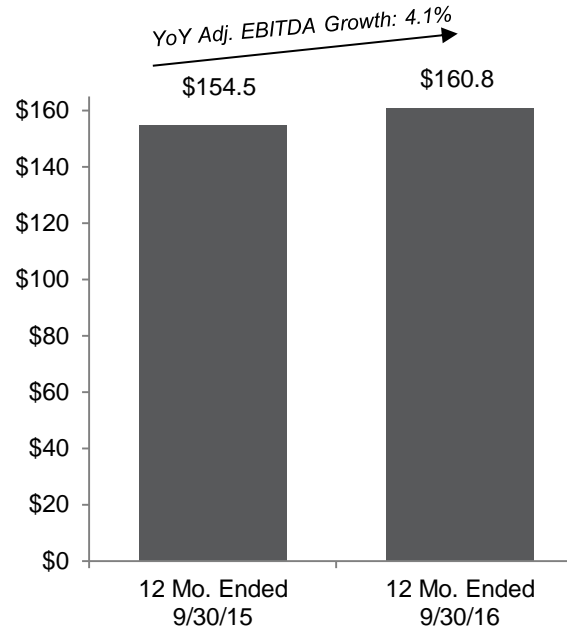
Net Revenue



FY16 YoY Net Revenue Growth:

Human Services:	1.4%
SRS:	9.5%

Adjusted EBITDA⁽¹⁾



Adj. EBITDA Margin:

As reported:	11.3%	11.4%
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Key Highlights

- 3.0% increase in Net Revenue
- 4.1% increase in Adjusted EBITDA
- Performance driven by:
 - \$42.3 million of revenue from acquisitions.
 - Normalized for one-time unusual benefit, ARY divestitures, and the increase in new start investment
 - FY15 Net Revenue and Adj. EBITDA are \$1,313.0 and \$150.0, respectively
 - FY16 Net Revenue and Adj. EBITDA are \$1,401.9 and \$163.9, respectively
 - **Normalized Net Revenue and Adj. EBITDA growth rates are 6.8% and 9.3%, respectively**
 - Not included is a \$12.3 million revenue headwind from WV system redesign

1. For definition and reconciliation of Adjusted EBITDA please see page 27

Appendix

Our Value Proposition

The services we offer provide higher quality care to clients at a lower cost to payors



Clients and Families

- Less restrictive care settings that promote client independence
- Integration into the community
- Unique and customized care delivery
- Supports a range of special needs populations



Payors

- Customized service plans across the continuum of care to address payor and client needs
- Lower cost of care than traditional institutional settings
- Best practices from a national network of clinicians
- Support from advocacy groups and clients
- National scale facilitates billing and other administration efficiencies

Driving Value for Clients, Families and Payors

Our Customized Approach

Saving Payors Money: California Case Study

Aggressively market our cost efficient and high quality models; achieved 70%+ increase in host home census from FY10-FY15

Driving Better Outcomes: NeuroRestorative Difference

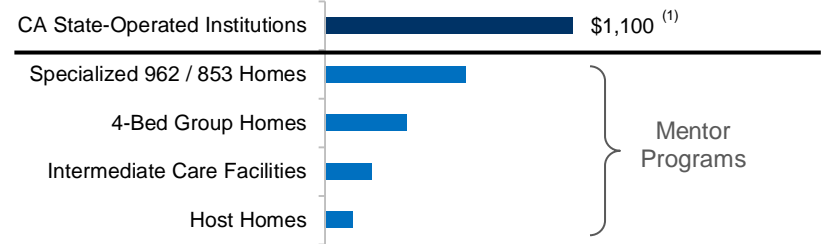
Leverage our clinical expertise to measure and drive better outcomes for individuals served

Rapid Response: New Jersey Expansion

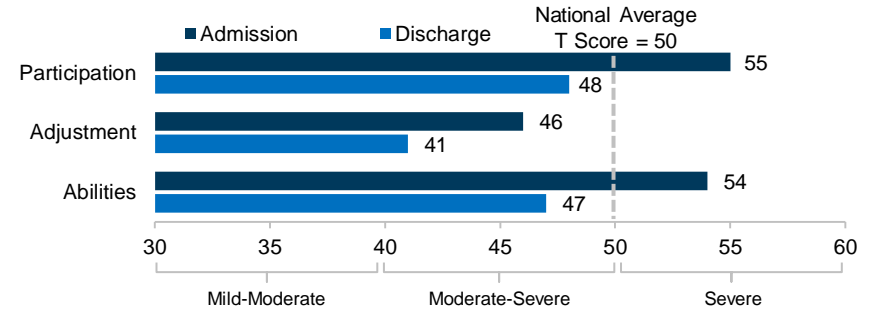
Utilize our scale and experience to rapidly deploy resources and meet NJ's needs and save the state money

Results

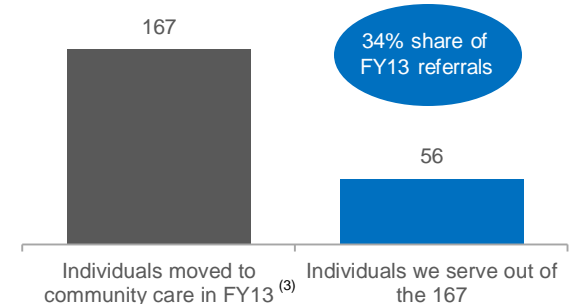
Average Daily Rates – State Institutions vs. Mentor Programs



Reduction in Measured Deficiencies⁽²⁾



New Jersey Deinstitutionalization Project



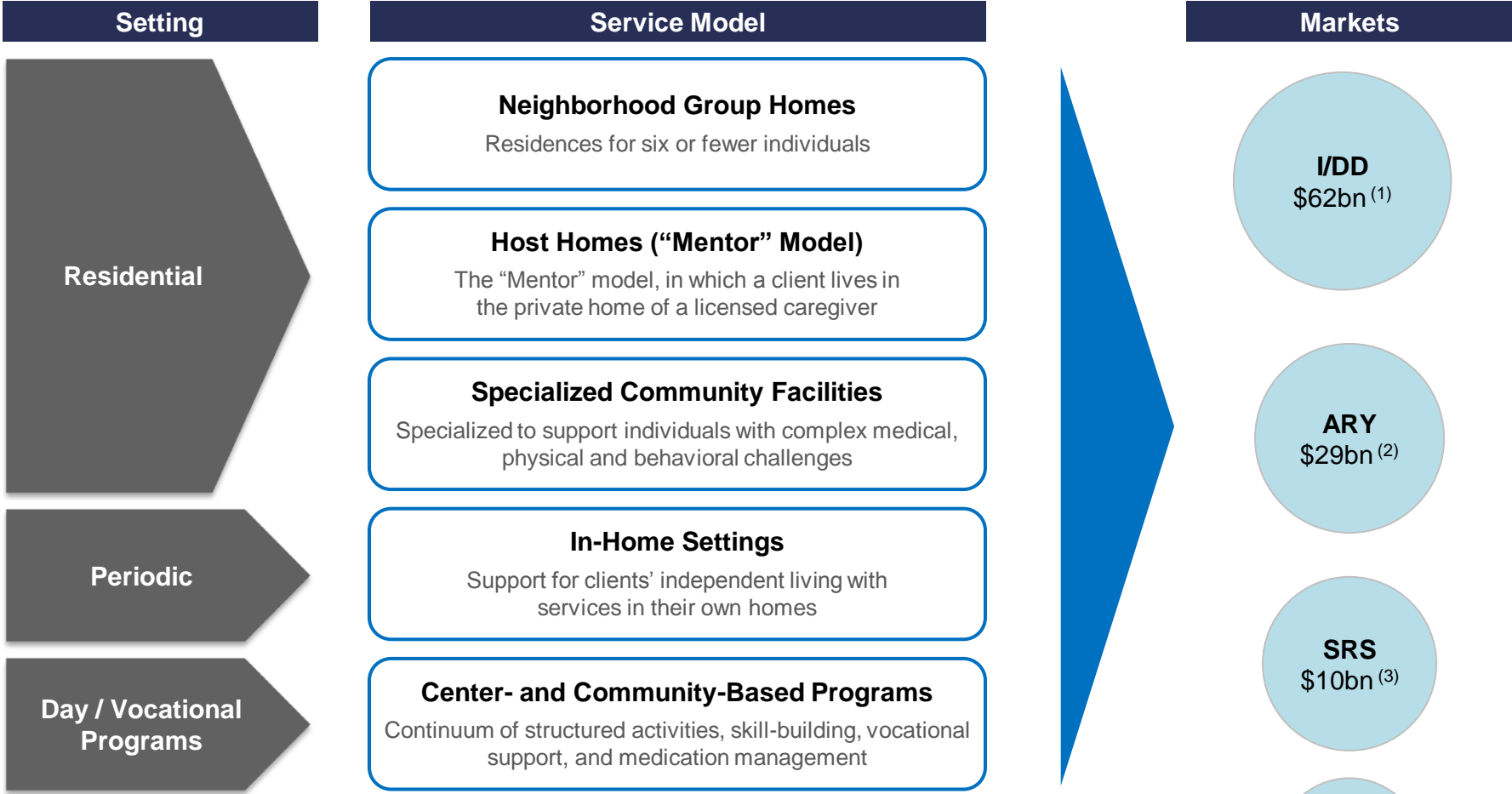
1. Based on data from *The Press Democratic* news article, published June 6, 2014.

2. Represents *Mayo-Portland Adaptability Inventory-4* summary results.

3. Based on data from the New Jersey Department of Human Services, Division of Developmental Disabilities.

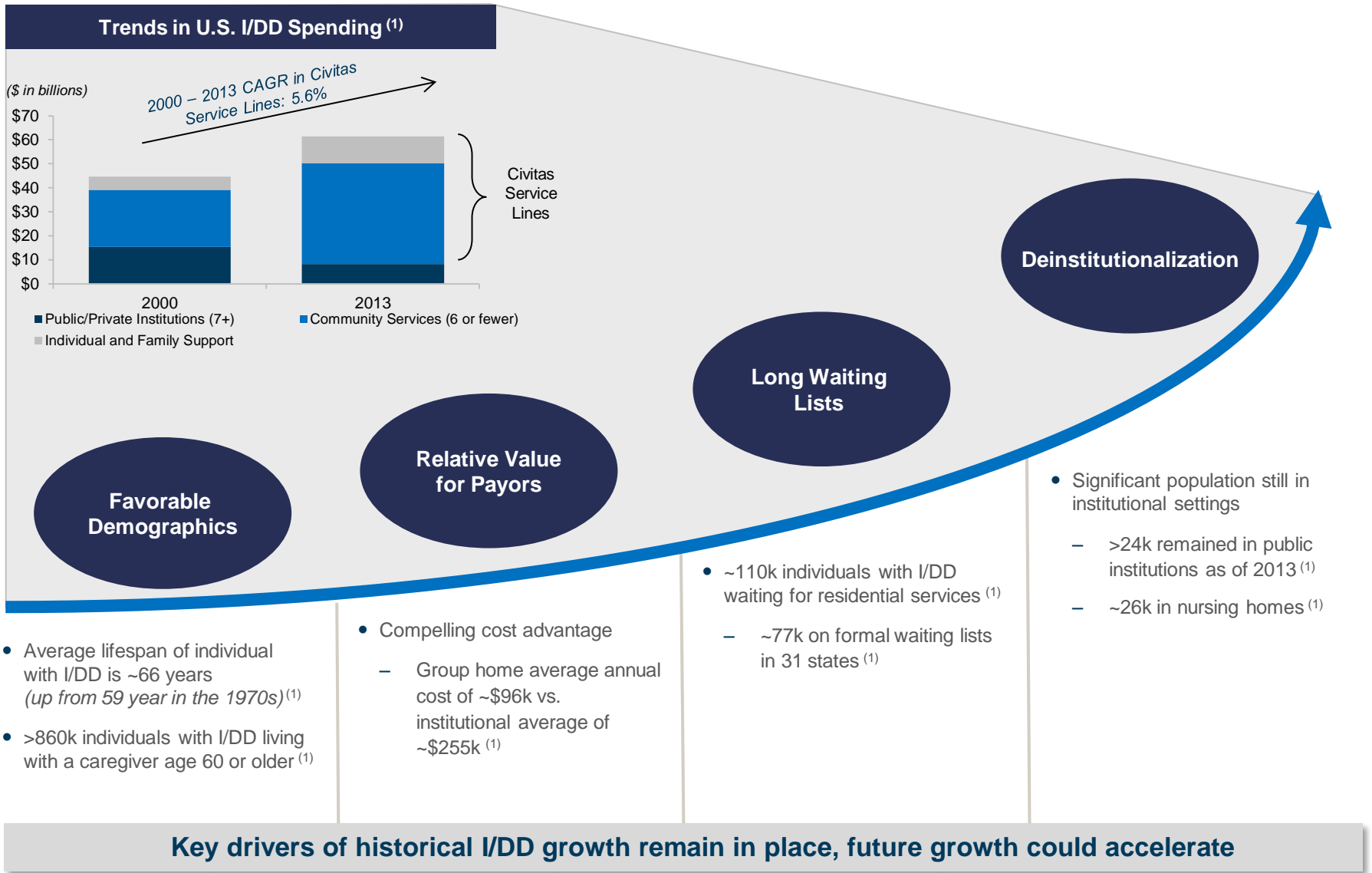
Our Service Models – A Continuum of Care

Our home- and community-based models can be applied across a range of markets



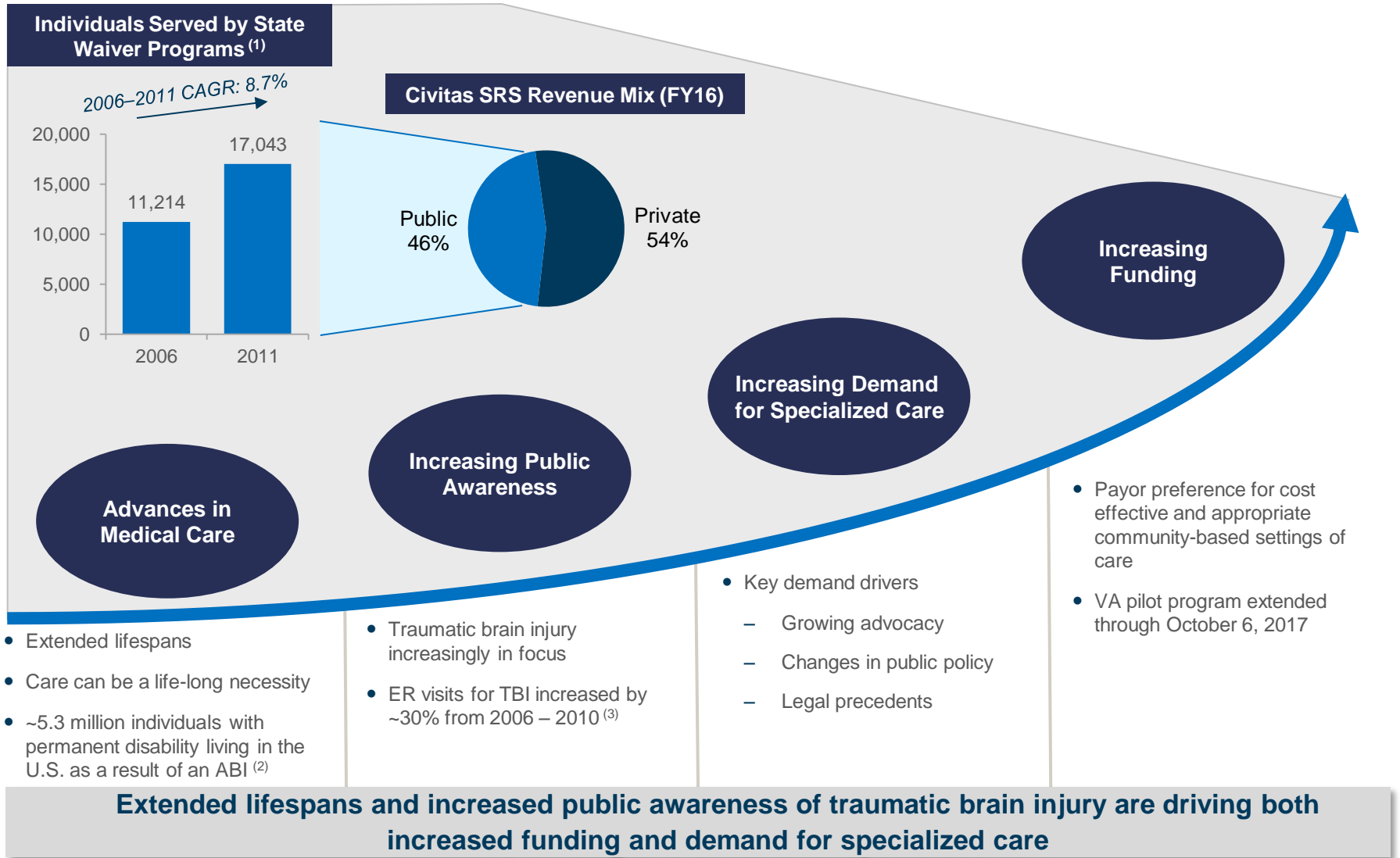
1. Based on data from the Braddock report; represents size for 2013.
 2. Based on data from Child Trends; represents size for state fiscal year 2014.
 3. Based on data from the CDC; represents annual spend.
 4. IBISWorld estimates for spending on Adult Day Health in 2015.

I/DD Market Growth Drivers



1. Based on data from the Braddock report.

SRS Market Growth Drivers

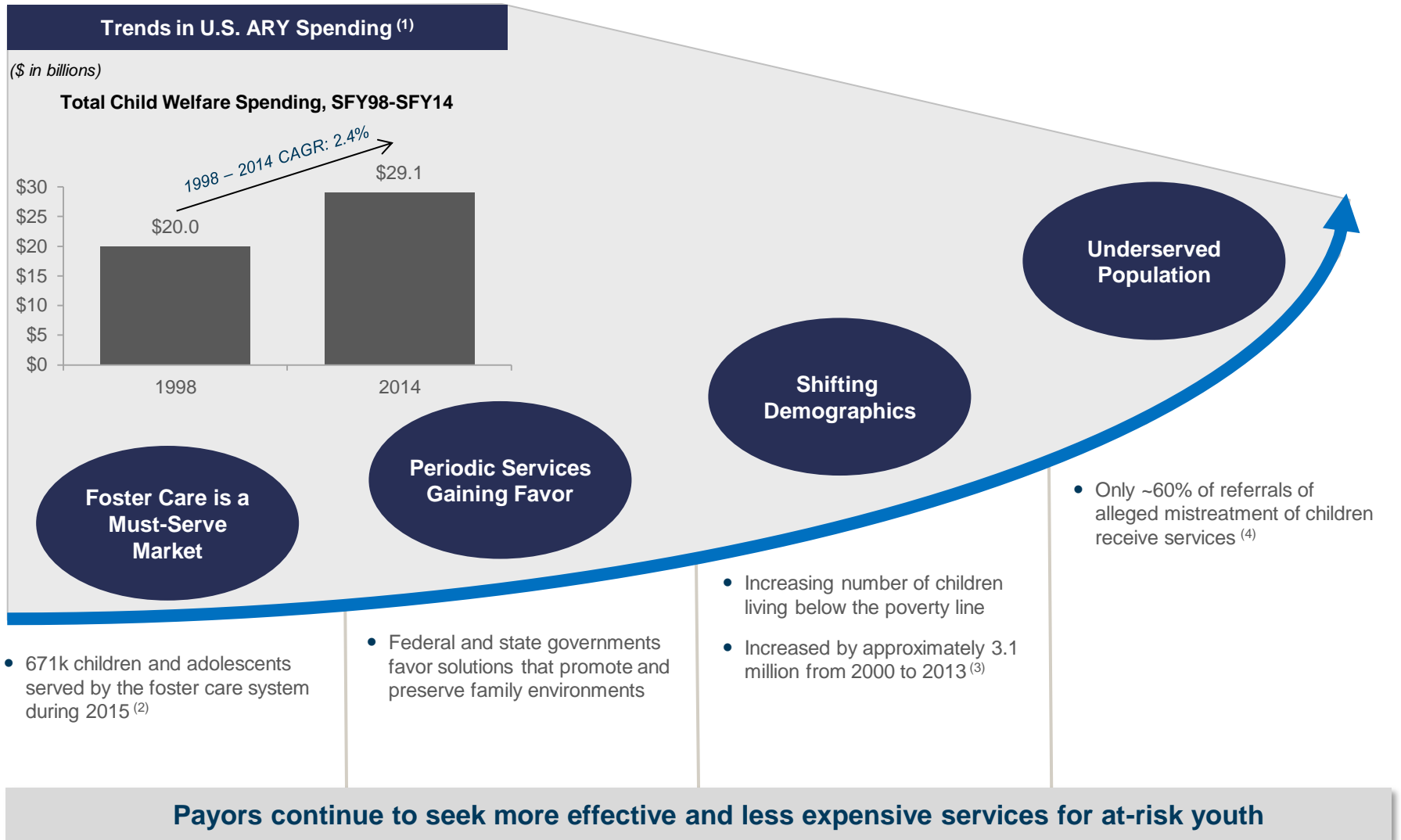


1. Based on data from the Henry J. Kaiser Family Foundation.

2. Based on data from the Brain Injury Association of America.

3. Based on data from the Journal of American Medical Association.

ARY Market Growth Drivers



1. Based on data from Child Trends.

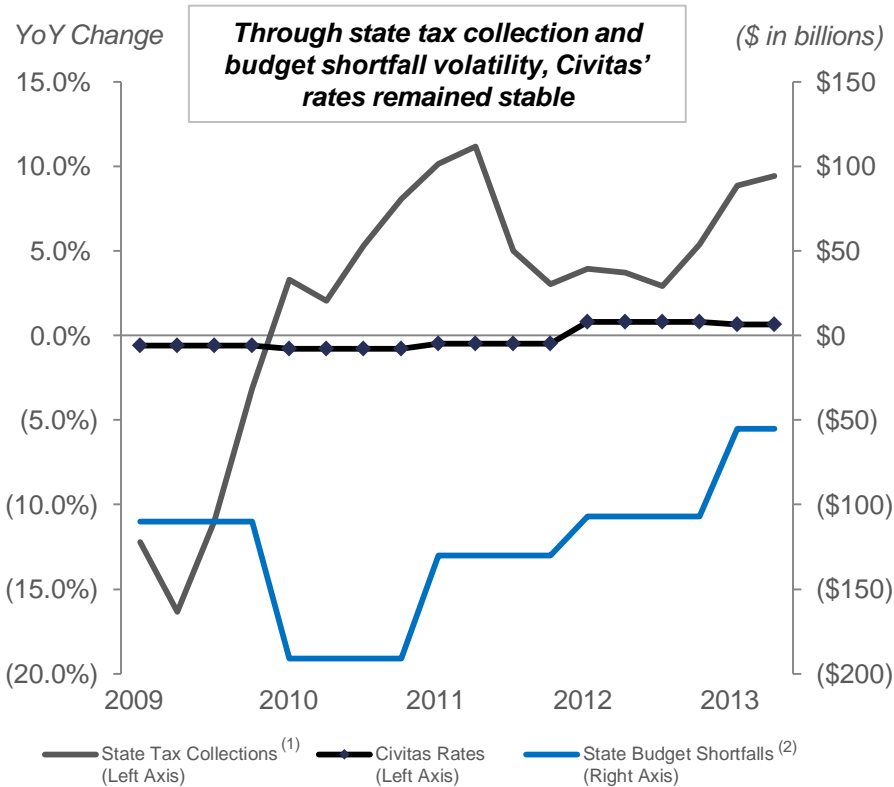
2. Based on data from the Children's Bureau, the U.S. Department of Health and Human Services, Administration on Children and Families.

3. Based on data from the U.S Census Bureau

4. Based on data from the U.S. Department of Health and Human Services, Administration on Children and Families.

Protected and Growing Reimbursement for Our Services

Stable Rates through Challenging Cycles



Highlights

- “Must serve” population:
 - Strong advocacy support
 - Litigation risk for state and local governments
- Strong value proposition to payors and states
- Medicaid matching increases funds available to states and amplifies impacts of cuts
- Budget Control Act (sequestration) exempted Medicaid and Foster Care from automatic across-the-board budget cuts
- We benefited from pricing increases from FY12 – FY16; West Virginia is notable exception
- In addition to a stable public payor base, we have a growing non-public payor base in our SRS segment

Protected and growing funding with limited “stroke of the pen” reimbursement risk

1. Based on data from the Nelson A. Rockefeller Institute of Government.

2. Based on data from the Henry J. Kaiser Family Foundation.

Summary Financials

(\$ in millions)	Fiscal Year Ending September 30,		
	2014	2015	2016
Human Services	1,025.7	1,103.0	1,118.5
SRS	230.2	263.9	289.1
Net Revenue	\$1,255.8	\$1,366.9	\$1,407.6
Gross Profit	\$272.8	\$307.6	\$315.4
Less: General and Administrative	145.0	162.8	184.6
Less: Depreciation and Amortization	67.5	82.2	73.1
Income From Operations	\$60.3	\$62.6	\$57.7
EBITDA	\$103.8	\$126.9	\$129.6
Adjusted EBITDA ⁽¹⁾	\$128.8	\$154.5	\$160.8
<i>% Margin</i>	10.3%	11.3%	11.4%
G&A as % of Revenue	11.5%	11.9%	13.1%
Capital Expenditures	\$35.3	\$42.8	\$43.4
<i>% of Revenue</i>	2.8%	3.1%	3.1%
Cash Paid for Acquisitions	\$53.7	\$38.7	\$45.2
Days Sales Outstanding	43	41	43

1. For a reconciliation of EBITDA to Adjusted EBITDA please see page 27

Summary Capitalization

Summary Capitalization as of 9/30/16	
(\$ in millions)	<u>September 30, 2016</u>
Cash and cash equivalents:	
Cash and cash equivalents	\$50.7
Restricted cash:	
Restricted cash ⁽¹⁾	50.0
Debt:	
Capital Leases	5.6
Revolving Credit Facility ⁽²⁾	-
Term Loan Facility ⁽³⁾	639.0
Total debt ⁽⁴⁾	<u>\$644.6</u>
Stockholders' equity:	
Total stockholders' (deficit) equity	<u>\$145.6</u>
Total capitalization	<u><u>\$790.2</u></u>
LTM Adj. EBITDA	\$160.8
Credit statistics:	
Total debt / Adj. EBITDA	4.01x
Net debt / Adj. EBITDA	3.38x

1. Represents cash deposited in a cash collateral account in support of the issuance of undrawn letters of credit.

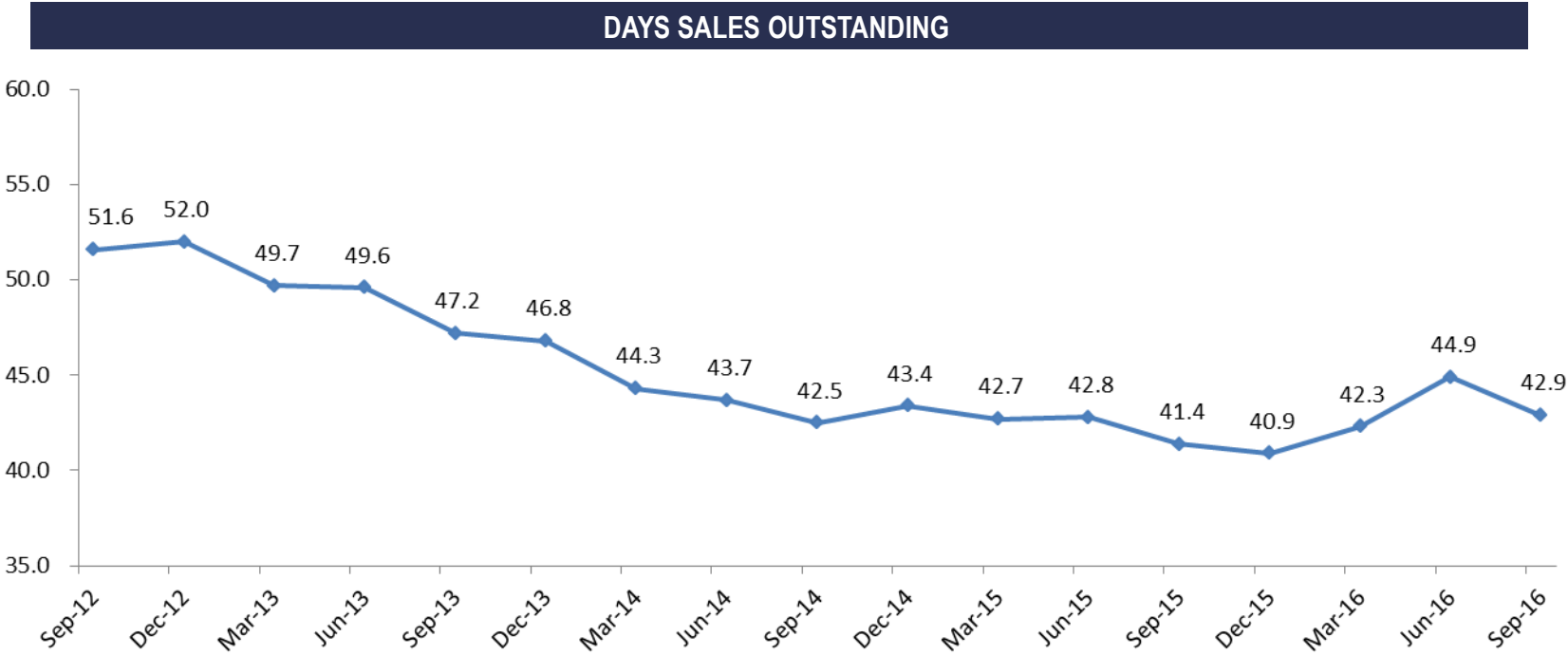
2. As of September 30, 2016, we had \$117.1 million of availability under our senior revolver. Availability was reduced due to \$2.9 million of Revolving Letters of Credit

3. Excludes the impact of original issue discount, net of accumulated amortization.

4. Includes current portion of Long Term Debt.

Working Capital Management

Our improved working capital has been driven by a reduction in DSO



Adjusted EBITDA Reconciliation

Annual Adjusted EBITDA Reconciliation

(\$ in millions)

	Fiscal Year Ending September 30,		
	2014	2015	2016
EBITDA	\$103.8	\$126.9	\$129.6
Adjustments:			
Management fee of related party (1)	9.5	(0.0)	
Stock-based compensation (2)	0.9	5.2	17.1
Predecessor provider tax reserve adjustment (3)			
Extinguishment of debt and related costs (4)	14.7	17.3	
Long-term compensation plan payment (5)		2.5	
Secondary offering costs (6)		1.0	
Retirement Compensation (7)		1.7	
Non-cash impairment charges (8)			
Exit costs (9)			2.0
Contingent consideration adjustment (10)			0.6
Sale of business (11)			1.2
Goodwill impairment (12)			10.3
Adjusted EBITDA	\$128.8	\$154.5	\$160.8

1. Represents management fees and reimbursable expenses incurred under our management agreement with our private equity sponsor that was terminated in September 2014
2. Represents non-cash stock-based compensation expense.
3. Represents an adjustment to a reserve for a provider tax that is not required to be paid.
4. In fiscal 2015, represents the costs associated with the redemption \$212 million of senior notes including the write-off of the associated deferred financings costs and original issue discount, and the \$55.0 million incremental term loan that closed in February 2015. In fiscal 2014, represents the write-off of the remaining deferred financing costs on debt that we refinanced.
5. Represents payments associated with the termination of an equity-like plan for employees of the CareMeridian business unit made in connection with the IPO.
6. Represents professional service fees and other costs incurred in connection with the Company's secondary offering that was completed in October 2015.
7. Represents expense for the contractual retirement benefits to the Company's Executive Chair that are payable over a 24-month period beginning on the retirement date of December 31, 2015.
8. Impairment charges associated with indefinite lived intangible assets and goodwill related to the closure of certain businesses.
9. Represents expenses of \$0.5 million for severance and \$1.5 million for lease terminations associated with our ARY divestitures.
10. Represents the fair value adjustment associated with acquisition related contingent consideration liabilities. The associated impact to the accretion of interest of \$0.2 million is included within Interest expense, net.
11. Represents the loss recorded on the sale of our ARY North Carolina business.
12. Represents the non-cash goodwill charge related to the ADH reporting unit.