

Fourth Quarter 2020 Earnings Release Presentation

February 9, 2021

Cautionary Statements

This presentation includes "forward-looking statements." These statements relate to future events, including, but not limited to, statements regarding our liquidity, operating results, future earnings, financial position, operational and strategic initiatives, and developments in legislation, regulation, and the healthcare industry more generally. These forward-looking statements represent management's expectations, based on currently available information, as to the outcome and timing of future events, but, by their nature, address matters that are uncertain, particularly with regard to developments related to the COVID pandemic. Actual results, performance or achievements could differ materially from those expressed in any forward-looking statement.

Examples of uncertainties that may cause our actual results, performance or achievements to be materially different from those expressed or implied by forward-looking statements include, but are not limited to, developments related to COVID and the factors described under "Forward-Looking Statements" and "Risk Factors" in our Form 10-K for the year ended December 31, 2019, subsequent Form 10-Q filings and other filings with the Securities and Exchange Commission.

We assume no obligation to update any forward-looking statements or information subsequent to the dates such statements are made. Investors are cautioned not to place undue reliance on our forward-looking statements.

NON-GAAP FINANCIAL INFORMATION

This presentation contains financial measures that are not in accordance with Generally Accepted Accounting Principles (GAAP). Reconciliations of these non-GAAP measures to the most comparable GAAP measures and management's reasoning for using these non-GAAP measures are included in our earnings press release dated February 9, 2021. GAAP to non-GAAP reconciliations are also included at the end of this slide presentation.



Resiliency in Q4 2020

Resiliency Amidst a COVID Surge

- > COVID inpatient cases peaked in early January at over 3,000; this was greater than the July surge
- Ended 2020 with ~2,700 inpatient cases and continue to have ~1,900 active cases across our system
- > Maintained staff infection rates in single digits by ensuring appropriate safety protocols, staffing and PPE resources
- Supported vaccination roll-out having administered over 151K COVID vaccine doses to over 86K people

Sustained Performance in Q4

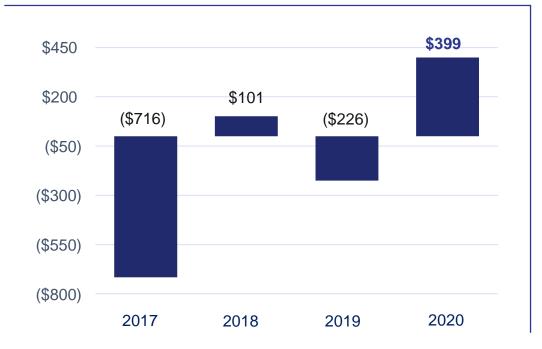
- > Q4 Consolidated Adjusted EBITDA excluding grant income of \$832 million was better than forecast
- Hospital Adjusted EBITDA excluding grant income met budget given new services, cost controls and strong COVID management
- > Ambulatory performance remained strong; revenue per surgical case improved by 5.0% from Q4 2019 given higher acuity
- Conifer Adjusted EBITDA increased 18.1% to \$111 million; revenues increased by 3.6% and revenues from 3rd party clients increased 5.2% from Q4 2019

Stable 2020 Despite Challenges

- > FY 2020 Consolidated Adjusted EBITDA excluding grant income was \$2.247 billion
- > FY 2020 Consolidated Adjusted EBITDA including grant income was \$3.146 billion



Income Available (Loss Attributable) to THC Shareholders from Continuing Operations (\$M)



Consolidated Adjusted EBITDA (\$M)





Proactively Managing Liquidity

There was proactive management of liquidity throughout the pandemic

- Capital budget was reduced and resources were redirected to manage the pandemic impact
- Conifer focused on cash collections and made significant progress
- Actions were taken to increase secured debt capacity; now at ~\$2.9 billion

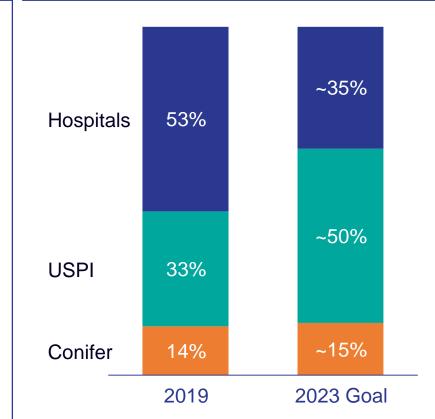
This enabled strategic actions and decisions

- > Acquired 45 ambulatory surgery centers from SurgCenter Development in December 2020
- Plan to retire \$478 million of 7% debt, which will reduce annual interest by \$33 million

Leverage ratio for Q4 2020 is 4.7x and we expect to finish 2021 below 5x

Tenet will be paying back a large portion of Medicare Advance funds in 2021





Portfolio Adjusted EBITDA Mix

Continuing to reposition and strengthen the Hospital segment

Evolving the portfolio mix as a diversified healthcare company

Positioning to grow in a high-growth, high margin ambulatory segment

> Expanding in specialty service lines to service chronically ill patients

Actively scaling USPI, the leader in ambulatory surgery

Increasing benefits of scale in the Global Business Center

- Executing against a robust pipeline of tuck-in acquisitions and de novos
- Continuing expansion of higher acuity service lines

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Continuously improving quality, safety and patient experience

Positioning Conifer for Successful Spin-Off

Initial plans to spin-off Conifer targeted late Q2 2021

Completed all filings to date

Significant management focus was placed on strengthening Conifer for the spin-off

- Recruited external talent for key roles including CEO, COO and Chief Consumer Officer
- Increased margins from 17.7% in 2017 to 28.1% in 2020
- Scaled Global Business Center services with the transition of ~1,000 positions

COVID created delays in executing against Conifer's growth strategy

- New business pipeline paused as health systems addressed the pandemic, now restarted
- Investments in technology and new services (e.g., financial services) postponed to 2021

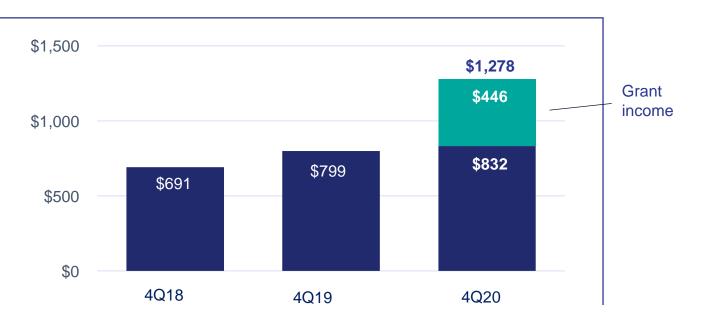
Delaying the spin-off for 12 months so that Conifer is better positioned for success



4Q20 Quarterly Highlights

Excluding grant income, we generated **\$832 million of consolidated Adjusted EBITDA in the 4th quarter**, which was **substantially better than our forecast** despite hospital adjusted admissions and USPI's surgical cases being only 85% and 95% of our Q4-2019 volumes, respectively, due to the pandemic.

- The Wall Street Consensus estimate as published by FactSet for our Q4 Adjusted EBITDA including grant income was \$773 million at the time of the Company's 4Q20 pre-announcement on January 11, 2021
- Including grant income, our 4th quarter Adjusted EBITDA was \$1.278 billion



Consolidated Adjusted EBITDA (\$M)



EBITDA With and Without Grant Income

\$ In millions	Q1'20	Q2'20	Q3'20	Oct	Nov	Dec	Q4'20	FY 2020		
		А	djusted E	BITDA Ex	cluding G	Grant Inco	me			
Hospital Segment	\$342	\$18	\$297	\$119	\$153	\$159	\$431	\$1,088		
Ambulatory Segment	156	118	228	87	74	129	290	792		
Conifer Segment	87	73	96	33	32	46	111	367		
Consolidated, Excluding Grant Income	\$585	\$209	\$621	\$239	\$259	\$334	\$832	\$2,247		
	Grant Income									
Hospital Segment	-	\$474	(\$57)	\$130	(\$3)	\$279	\$406	\$823		
Ambulatory Segment	-	37	(9)	0	0	31	31	59		
Ambulatory Segment Grants in Equity Earnings	-	12	(4)	3	0	6	9	17		
Conifer Segment	-	-	-	-	-	-	-			
Consolidated Operations	-	\$523	(\$70)	\$133	(\$3)	\$316	\$446	\$899		
		A	djusted E	BITDA In	cluding G	rant Inco	me			
Hospital Segment	\$342	\$492	\$240	\$249	\$150	\$438	\$837	\$1,911		
Ambulatory Segment	156	167	215	90	74	166	330	868		
Conifer Segment	87	73	96	33	32	46	111	367		
Consolidated, Including Grant Income	\$585	\$732	\$551	\$372	\$256	\$650	\$1,278	\$3,146		

Tenet 9

Initial Outperformance vs. Initial COVID Impact Percent Change from Prior Year				Recovery Percent of pre-COVID Levels; Same business day basis										
Volume Statistics (a)	YTD February	March – full month	2H March	April	Мау	June	July	Aug	Sep	Q3	Oct	Nov	Dec	Q4
Admissions	1.1%	(15.2%)	(~25%)	(~33%)	~80%	~90%	~90%	~87%	~88%	~89%	~90%	~91%	~87%	~89%
OP visits (b)	5.5%	(22.3%)	(~35%)	(~61%)	~60%	~77%	~86%	~82%	~83%	~84%	~86%	~86%	~81%	~85%
ER visits (c)	6.0%	(16.2%)	(~27%)	(~48%)	~65%	~77%	~80%	~76%	~74%	~77%	~79%	~78%	~71%	~76%
Hospital surgeries (d)	0.4%	(21.1%)	(~38%)	(~55%)	~80%	~90%	~87%	~88%	~92%	~89%	~93%	~91%	~85%	~90%
USPI surgical cases	2.0%	(28.6%)	(~53%)	(~80%)	~70%	~90%	~94%	~93%	~96%	~94%	~96%	~93%	~93%	~95%

(a) Same-hospital basis for hospital statistics; USPI surgical cases on a same-facility system-wide basis

(b) Includes hospital ER outpatient visits and hospital outpatient surgeries(c) Includes hospital ER inpatient admissions and hospital outpatient ER visits.

(d) Includes hospital inpatient and outpatient surgeries



Improved Financial Position

Tenet is well positioned to make strategic investments to increase free cash flow, reduce debt and remains committed to <5x leverage

_____2020

Actions Taken

Improved cash collection performance; \$1.3B of Notes issued to enhance liquidity; Revolver capacity increased \$400M

Q1'21 – Tenet announced plan to retire \$478 million of 7% senior unsecured notes due in 2025; expects annualized interest savings of ~\$33 million

~\$900M

Increase in secured debt capacity post SCD surgery center portfolio acquisition; Total pro forma capacity now at \$2.9 billion

~\$2.5B

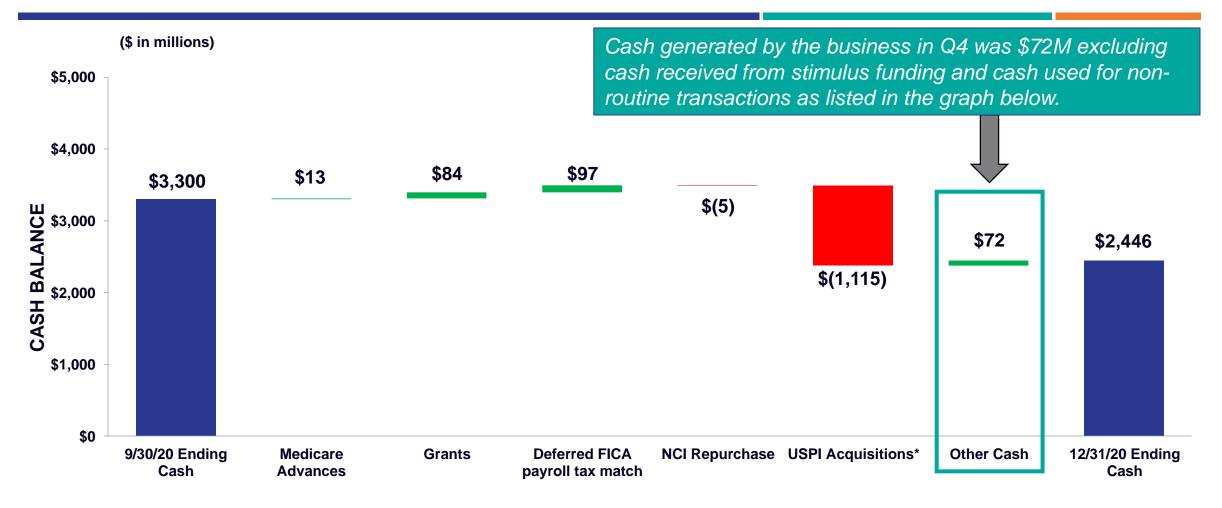
In debt restructured to provide ~\$50M of interest expense savings and eliminated all significant debt maturities until 2023

~\$140M

In anticipated proceeds from divesting urgent care business and completing MOB sale



4Q20 Cash Analysis (in millions)



* Includes SCD Acquisition for \$1.1 billion

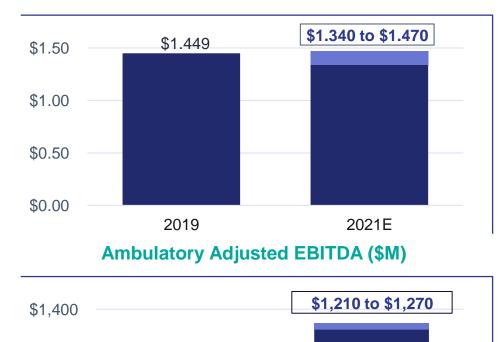
Adjusted EBITDA Bridge from FY 2020 to FY 2021

(\$ in millions)	Hospital	Ambulatory	Conifer	Consolidated
Tenet FY 2020 Adjusted EBITDA – Actuals	\$1,911	\$868	\$367	\$3,146
Grant income	(823)	(76)	-	(899)
Tenet FY 2020 Adj. EBITDA – Actuals excluding Grant Income	\$1,088	\$792	\$367	\$2,247
USPI acquisition and development activity		240		240
Anticipated Conifer/Tenet contract changes	35		(35)	-
Conifer impact of client divestitures			(5)	(5)
Arizona Medicaid Direct Payment Program revenue	45			45
Temporary Medicare sequestration delay	(44)	(2)		(46)
Gain on sale of medical office building	(19)			(19)
Bad debt recovery in 2020 associated with client bankruptcy			(9)	(9)
Volume, acuity, payer mix, pricing, other	300	210	37	547
Tenet FY 2021 Adjusted EBITDA Outlook – Midpoints	\$1,405	\$1,240	\$355	\$3,000



FY 2021 Outlook – Adjusted EBITDA by Segment

2021E



\$895

2019

\$700

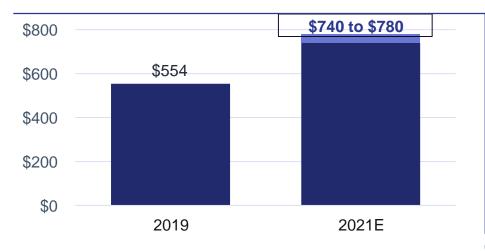
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Hospital Adjusted EBITDA (\$B)





Ambulatory Adj. EBITDA less total NCI (\$M)





Ron Rittenmeyer

Executive Chairman and Chief Executive Officer

Saum Sutaria President and Chief Operating Officer

Dan Cancelmi

Executive Vice President and Chief Financial Officer



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Additional Supplemental Non-GAAP disclosures

Table #1 – Reconciliations of Net Income Available to Tenet Healthcare CorporationCommon Shareholders to Adjusted Net Income Available from Continuing Operationsto Common Shareholders for 2020

(Dollars in millions except per share amounts)	2020			
	4	th Qtr	Ft	ull Year
Net income available to Tenet Healthcare Corporation common shareholders	\$	414	\$	399
Net income from discontinued operations				
Net income from continuing operations		414		399
Less: Impairment and restructuring charges, and acquisition-related costs		(124)		(290)
Litigation and investigation costs		(31)		(44)
Net gains on sales, consolidation and deconsolidation of facilities		10		14
Loss from early extinguishment of debt		_		(316)
Income from divested and closed businesses		20		20
Noncontrolling interest impact		1		1
Tax impact of above items		32		172
Adjusted net income available from continuing operations to common shareholders	<u>\$</u>	506	\$	842
Diluted earnings per share from continuing operations	\$	3.86	\$	3.75
Less: Impairment and restructuring charges, and acquisition-related costs		(1.16)		(2.73)
Litigation and investigation costs		(0.29)		(0.41)
Net gains on sales, consolidation and deconsolidation of facilities		0.09		0.13
Loss from early extinguishment of debt		_		(2.97)
Income from divested and closed businesses		0.19		0.18
Noncontrolling interest impact		0.01		0.01
Tax impact of above items		0.30		1.62
Adjusted diluted earnings per share from continuing operations	<u>\$</u>	4.72	<u>\$</u>	7.92
Weighted average basic shares outstanding (in thousands)		105,630	1	105,010
Weighted average dilutive shares outstanding (in thousands)		07,237	1	106,263



Additional Supplemental Non-GAAP disclosures

Table #1 – Reconciliations of Net Loss Attributable to Tenet Healthcare Corporation Common Shareholders to Adjusted Net Income Available from Continuing Operations

to Common Shareholders for 2019

(Dollars in millions except per share amounts)	2019			
	4	th Qtr	Ft	ull Year
Net loss attributable to Tenet Healthcare Corporation common shareholders	\$	(3)	\$	(215)
Net income from discontinued operations				11
Net loss from continuing operations		(3)		(226)
Less: Impairment and restructuring charges, and acquisition-related costs		(84)		(185)
Litigation and investigation costs		(26)		(141)
Net losses on sales, consolidation and deconsolidation of facilities		(12)		(15)
Loss from early extinguishment of debt		_		(227)
Loss from divested and closed businesses		_		(2)
Noncontrolling interest impact		_		4
Tax impact of above items		19		42
Adjusted net income available from continuing operations to common shareholders	<u>\$</u>	100	<u>\$</u>	298
Diluted loss per share from continuing operations	\$	(0.03)	\$	(2.19)
Less: Impairment and restructuring charges, and acquisition-related costs		(0.79)		(1.76)
Litigation and investigation costs		(0.25)		(1.34)
Net losses on sales, consolidation and deconsolidation of facilities		(0.11)		(0.14)
Loss from early extinguishment of debt		_		(2.16)
Loss from divested and closed businesses		_		(0.02)
Noncontrolling interest impact		_		0.04
Tax impact of above items		0.18		0.40
Adjusted diluted earnings per share from continuing operations	<u>_</u>	0.95	<u>\$</u>	2.84
Weighted average basic shares outstanding (in thousands)		104,048		103,398
Weighted average dilutive shares outstanding (in thousands)		105,666		104,855



Additional Supplemental Non-GAAP disclosures

Table #2 – Reconciliations of Net Income Available to Tenet Healthcare Corporation

Common Shareholders to Adjusted EBITDA for 2020

(Dollars in millions)	2020				
		4th Qtr		Full Year	
Net income available to Tenet Healthcare Corporation common shareholders	\$	414	\$	399	
Less: Net income available to noncontrolling interests		(132)		(369)	
Income from discontinued operations, net of tax				_	
Income from continuing operations		546		768	
Income tax (expense) benefit		(130)		97	
Loss from early extinguishment of debt		_		(316)	
Other non-operating (expense) income, net		(2)		1	
Interest expense		(242)		(1,003)	
Operating income		920		1,989	
Litigation and investigation costs		(31)		(44)	
Net gains on sales, consolidation and deconsolidation of facilities		10		14	
Impairment and restructuring charges, and acquisition-related costs		(124)		(290)	
Depreciation and amortization		(233)		(857)	
Income from divested and closed businesses		20		20	
Adjusted EBITDA	\$	1,278	\$	3,146	
Net operating revenues	\$	4,915	\$	17,640	
Less: Net operating revenues from closed health plan business		21		21	
Adjusted net operating revenues	\$	4,894	\$	17,619	
Net income systems to Tonot Healtheave Correction common shorts alders as a 9/ of ret					
Net income available to Tenet Healthcare Corporation common shareholders as a % of net operating revenues		8.4 %		2.3 %	
Adjusted EBITDA as a % of Adjusted net operating revenues (Adjusted EBITDA margin)		26.1 %		17.9 %	
Aujusted EDITIDA as a // of Aujusted het operating revenues (Aujusted EDITDA margin)		20.1 /0		11.3 /0	



Additional Supplemental Non-GAAP disclosures

Table #2 – Reconciliations of Net Loss Attributable to Tenet Healthcare Corporation

Common Shareholders to Adjusted EBITDA for 2019

(Dollars in millions)	2019				
		4th Qtr		Full Year	
Net loss attributable to Tenet Healthcare Corporation common shareholders	\$	(3)	\$	(215)	
Less: Net income available to noncontrolling interests		(127)		(386)	
Income from discontinued operations, net of tax				11	
Income from continuing operations		124		160	
Income tax expense		(85)		(160)	
Loss from early extinguishment of debt		_		(227)	
Other non-operating expense, net		(2)		(5)	
Interest expense		(243)		(985)	
Operating income		454		1,537	
Litigation and investigation costs		(26)		(141)	
Net losses on sales, consolidation and deconsolidation of facilities		(12)		(15)	
Impairment and restructuring charges, and acquisition-related costs		(84)		(185)	
Depreciation and amortization		(223)		(850)	
Loss from divested and closed businesses		_		(2)	
Adjusted EBITDA	\$	799	\$	2,730	
Net operating revenues	\$	4,806	\$	18,479	
Less: Net operating revenues from closed health plan business		_		1	
Adjusted net operating revenues	<u>\$</u>	4,806	\$	18,478	
Net loss attributable to Tenet Healthcare Corporation common shareholders as a % of net operating revenues		(0.1)%		(1.2)%	
operating revenues		(0.1)/0		(1.2)/0	
Adjusted EBITDA as a % of Adjusted net operating revenues (Adjusted EBITDA margin)		16.6 %		14.8 %	
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Additional Supplemental Non-GAAP disclosures

Table #3 – Reconciliations of Net Cash Provided by Operating Activities to Free Cash Flow and Adjusted Free Cash Flow from Continuing Operations for 2020 (Unaudited)

(Dollars in millions)	 2020				
	 4th Qtr	F	ull Year		
Net cash provided by operating activities	\$ 446	\$	3,407		
Purchases of property and equipment	 (166)		(540)		
Free cash flow	\$ 280	\$	2,867		
Net cash used in investing activities	\$ (1,202)	\$	(1,608)		
Net cash (used in) provided by financing activities	\$ (98)	\$	385		
Net cash provided by operating activities	\$ 446	\$	3,407		
Less: Payments for restructuring charges, acquisition-related costs, and litigation costs and settlements	(81)		(333)		
Net cash used in operating activities from discontinued operations	 		(1)		
Adjusted net cash provided by operating activities from continuing operations	527		3,741		
Purchases of property and equipment	 (166)		(540)		
Adjusted free cash flow – continuing operations	\$ 361	\$	3,201		



Additional Supplemental Non-GAAP disclosures

Table #3 – Reconciliations of Net Cash Provided by Operating Activities to Free Cash Flow and Adjusted Free Cash Flow from Continuing Operations for 2019 (Unaudited)

(Dollars in millions)	2019			
	4	th Qtr	F	ull Year
Net cash provided by operating activities	\$	520	\$	1,233
Purchases of property and equipment		(178)		(670)
Free cash flow	\$	342	\$	563
Net cash used in investing activities	\$	(193)	\$	(619)
Net cash used in financing activities	\$	(379)	\$	(763)
Net cash provided by operating activities	\$	520	\$	1,233
Less: Payments for restructuring charges, acquisition-related costs, and litigation costs and settlements		(56)		(192)
Net cash used in operating activities from discontinued operations		(1)		(5)
Adjusted net cash provided by operating activities from continuing operations		577		1,430
Purchases of property and equipment				
		(178)		(670)
Adjusted free cash flow – continuing operations	\$	399	\$	760



Additional Supplemental Non-GAAP disclosures

Table #4 – Reconciliations of Outlook Net Income Available (Loss Attributable) to Tenet Healthcare Corporation Common Shareholders to Outlook Adjusted EBITDA

(Unaudited)

(Dollars in millions)	1Q21				 FY	<u>202</u> ^	2021		
		Low		High	 Low		High		
Net income available (loss attributable) to Tenet Healthcare Corporation common shareholders	\$	(39)	\$	41	\$ 226	\$	411		
Less: Net income available to noncontrolling interests		(115)		(125)	(545)		(565)		
Income tax expense		(5)		(30)	(150)		(200)		
Interest expense		(250)		(240)	(945)		(935)		
Loss from early extinguishment of debt ⁽¹⁾		(24)		(24)	(24)		(24)		
Other non-operating income (expense), net		(5)					10		
Impairment and restructuring charges, acquisition-related costs, and litigation costs and settlements ⁽¹⁾		(50)		(40)	(150)		(100)		
Depreciation and amortization		(215)		(225)	(855)		(875)		
Loss from divested and closed businesses		_		_	(5)		_		
Adjusted EBITDA	\$	625	\$	725	\$ 2,900	<u>\$</u>	3,100		
Income (loss) from continuing operations	\$	(39)	\$	41	\$ 226	\$	411		
Net operating revenues	\$	4,600	\$	4,800	\$ 19,200	\$	19,600		
Income (loss) from continuing operations as a % of operating revenues		(0.8)%		0.9 %	1.2 %		2.1 %		
Adjusted EBITDA as a % of net operating revenues (Adjusted EBITDA margin)		13.6 %		15.1 %	15.1 %		15.8 %		

(1) The Company has provided an estimate of restructuring charges and loss on extinguishment of debt it anticipates in 2021. The Company does not generally forecast impairment charges, acquisition-related costs, litigation costs and settlements because it does not believe that it can forecast these items with sufficient accuracy since some of these items are indeterminable at the time the Company provides its financial Outlook.



Additional Supplemental Non-GAAP disclosures

Table #5 – Reconciliations of Outlook Net Income Available (Loss Attributable) to Tenet Healthcare Corporation Common Shareholders to Outlook Adjusted Net Income Available from Continuing Operations to Common Shareholders

(Dollars in millions except per share amounts)	nounts) 1Q21					2021		
		Low		High		Low		High
Net income available (loss attributable) to Tenet Healthcare Corporation common shareholders	\$	(39)	\$	41	\$	226	\$	411
Net income from discontinued operations, net of tax								_
Net income (loss) from continuing operations		(39)		41		226		411
Less: Impairment and restructuring charges, acquisition-related costs, and litigation costs and settlements		(50)		(40)		(150)		(100)
Loss from early extinguishment of debt		(24)		(24)		(24)		(24)
Loss from divested and closed businesses		—		_		(5)		_
Tax impact of above items		10		5		25		15
Noncontrolling interests impact of above items								
Adjusted net income available from continuing operations to common shareholders	<u>\$</u>	25	<u>\$</u>	100	<u>\$</u>	380	<u>\$</u>	520
Diluted earnings (loss) per share from continuing operations	\$	(0.37)	\$	0.38	\$	2.09	\$	3.81
Less: Impairment and restructuring charges, acquisition-related costs, and litigation costs and settlements		(0.47)		(0.38)		(1.39)		(0.92)
Loss from early extinguishment of debt		(0.22)		(0.22)		(0.22)		(0.22)
Loss from divested and closed businesses		_		_		(0.05)		_
Tax impact of above items		0.09		0.05		0.23		0.14
Noncontrolling interests impact of above items								
Adjusted diluted earnings per share from continuing operations	<u>\$</u>	0.23	<u>\$</u>	0.93	<u>\$</u>	3.52	<u>\$</u>	4.81
Weighted average basic shares outstanding (in thousands)	1	06,000		106,000	-	107,000	1	07,000
Weighted average dilutive shares outstanding (in thousands)	1	07,000		107,000		108,000	1	08,000

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Additional Supplemental Non-GAAP disclosures

Table #6 – Reconciliations of Outlook Net Cash Provided by Operating Activities to Outlook Free Cash Flow – Continuing Operations and to Outlook Adjusted Free Cash Flow – Continuing Operations

(Dollars in millions)	FY	2021
	Low	High
Net cash provided by operating activities	\$ 1,075	\$ 1,375
Purchases of property and equipment – continuing operations	(700)	(750)
Free cash flow – continuing operations	\$ 375	\$ 625
Net cash provided by operating activities	\$ 1,075	\$ 1,375
Less: Payments for restructuring charges, acquisition-related costs and		
litigation costs and settlements ⁽¹⁾	(150)	(100)
Adjusted net cash provided by operating activities – continuing		
operations	1,225	1,475
Purchases of property and equipment – continuing operations	(700)	(750)
Adjusted free cash flow – continuing operations ⁽²⁾	<u>\$ 525</u>	<u>\$ 725</u>

- (1) The Company has provided an estimate of payments that it anticipates in 2021 related to restructuring charges. The Company does not generally forecast payments related to acquisition-related costs and litigation costs and settlements because it does not believe that it can forecast these items with sufficient accuracy since some of these items may be indeterminable at the time the Company provides its financial Outlook.
- (2) The Company's definition of Adjusted Free Cash Flow does not include other important uses of cash including (1) cash used to purchase businesses or joint venture interests, or (2) any items that are classified as Cash Flows From Financing Activities on the Company's Consolidated Statement of Cash Flows, including items such as (i) cash used to repay borrowings, and (ii) distributions paid to noncontrolling interests.

