

Summary of Financial Operations

Fiscal Year 2014 – Period 1 7/1/2013 to 7/31/2013

EL CAMINO HOSPITAL

(Excludes Controlled Affiliates)

EXECUTIVE FINANCIAL SUMMARY

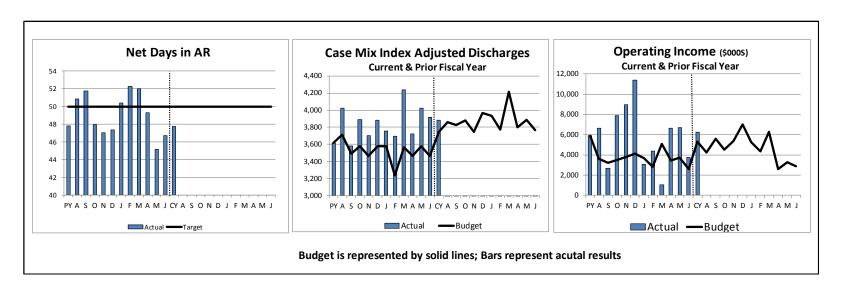
Period Ending July 31, 2013

YTD STATEMENT OF REVENUE AND EXPENSES (\$000s)		BALANCE SHEET (\$000s)				
	Actual	Budget	Var F(U)	_	July 31, 2013	Jul 31, 2012
Gross Revenue	\$201,253	\$198,229	\$3,024	Cash and Investments	580,031	470,180
Deductions from Revenue	(142,382)	(139,585)	(2,797)	Non Cash Current Assets	144,668	136,124
Net Patient Revenue	58,871	58,644	227	Property, Plant & Equipment (Net)	630,831	654,719
Other Operating Revenue	1,225	1,372	(146)	Other Assets	36,875	37,491
Total Operating Revenue	60,096	60,016	81	Total Assets	1,392,406	1,298,514
Salaries & Wages	31,898	31,875	(23)	Current Liabilities	95,603	89,878
Supplies	7,933	8,594	661	Long-Term Debt	230,416	235,242
Fees & Purchased Services	6,670	6,419	(251)	Fund Balance/Capital Accounts	1,066,386	973,394
Other Operating Expense	2,685	2,851	166	Total Liabilities & Equity	1,392,406	1,298,514
Total Non Capital Operating Expense	49,186	49,738	552	KEY ECH STATIST	ICS - YTD	
OPERATING EBITDA	10,911	10,278	633	Balance Sheet	Actual	Target (1)
				Debt Service Coverage Ratio (MADS)	8.4	1.2
Interest, Depreciation & Amortization	4,654	4,948	295	Debt to Capitalization	13.7%	37.5%
_				Days of Cash	361	278
NET OPERATING SURPLUS	6,257	5,330	927	Net AR Days	47.7	49.7
Non Operating Income	10,994	1,660	9,333	Other	Actual	Budget
				Acute Discharges	1,542	1,541
TOTAL NET SURPLUS	17,251	6,990	10,261	Acute Average Daily Census 221		218
-				Deliveries	450	405
Yield Percent (NPR / Gross Revenue)	29.3%	29.6%	-0.3%	Emergency Department Visits	4,908	4,469
EBITDA Margin	18.2%	17.1%		Surgical Cases	920	852
Operating Margin	10.4%	8.9%	1.5%	Full Time Equivalent Employees	2,360	2,369
Total Margin	28.7%	11.6%	17.1%	Worked Hrs/CMI Adjusted Discharge	93.01	97.41

⁽¹⁾ For Debt Service Coverage Ratio and Debt to Capitalization, Target represents Bond Convenants For Days Cash and Net AR Days, Target represents S&P A+ Rated Hospital Medians



Management Commentary (1)



Net Days in AR Net days in A/R, while still favorable to goal, increased for the second month, coming in at 47.7 days for the first period of the new fiscal year. Net outstanding receivables increased \$1.6 million in July. For the most recent 12-month period, A/R days averaged 49.0 or 1 day favorable to the 50-day target.

CMI Adjusted Discharges Although Case Mix was 1% below budget in July and discharges were 0.4% short, outpatient activity that was 8% above budget more than offset the shortfall resulting in CMI Adjusted Discharges which were 3% favorable to budget.

Operating Margin Although July's gross charges were \$3.2 million favorable to budget, an unfavorable payer mix provided a \$2.8 million unfavorable variance in revenue deductions. In addition, other operating revenues were \$146 thousand unfavorable to budget. Expenses were well-controlled, coming in 1.5% favorable to budget, in spite of the increased gross charges. Consequently, hospital operations were \$927 thousand or 17% favorable to budget. Very strong investment performance in July provided a \$9.3m favorable budget variance in non-operating income and total income which was \$10.3 million favorable to budget.



Key Hospital Indicators (1)

Statistic	FYE 2011	FYE 2012	FYE 2013	FYTD 2014	Target (2)	+/-
Operating Margin	7.9%	10.5%	9.9%	10.4%	8.9%	
EBITDA Margin	16.6%	19.4%	17.8%	18.2%	17.1%	
Days of Cash	250	321	350	361	278	
Debt Service Coverage Ratio (MADS)	7.5	7.2	7.9	8.4	5.1	
Debt to Capitalization	17.1%	15.8%	14.0%	13.7%	26.8%	
Net AR Days	48.6	48.1	48.3	47.7	49.7	

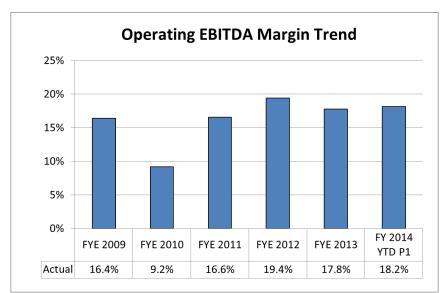
⁽¹⁾ Hospital Only - Excludes Affiliates



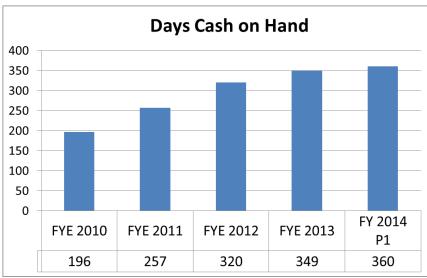
⁽²⁾ Target source: FYTD Budget for Operating Margin and EBITDA Margin Target source: S&P 2012 A+ Rated Hospital Medians for all others

^{*}Prior Year numbers represent full year

El Camino Hospital Financial Metrics Trend (1)



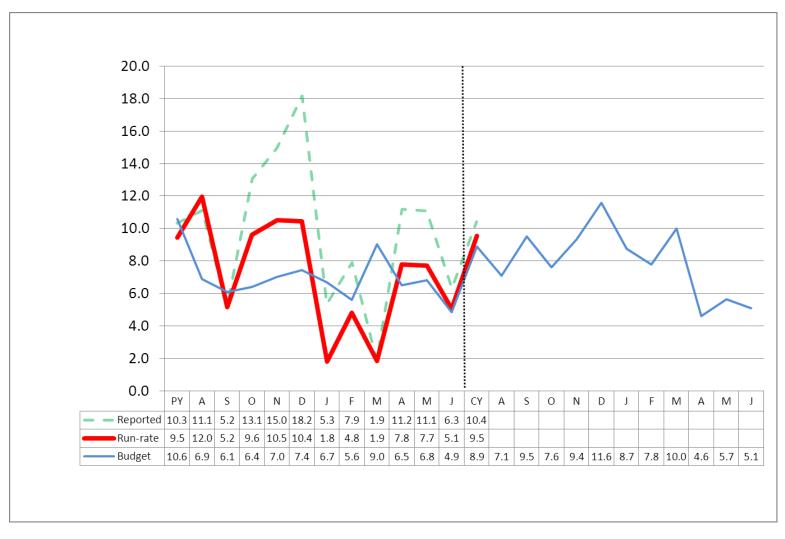
1.1% Favorable to Budget



8 Days Favorable to Budget

Represents cash of \$580 million

${\bf ECH\ Operating\ Margin}^{(1)}$



Run rate is booked operating income adjusted for material non-recurring transactions

ECH Volume Statistics (1)

MOUNTAIN VIEW

Discharges (2)
ADC (2)
Deliveries
ED Visits
Surgical Cases

Month of Jul, 2013						
Act Bud Var%						
1,235	1,270	-2.7%				
173	179	-3.4%				
386	343	12.4%				
3,787	3,545	6.8%				
556	536	3.7%				

Ye	ear to Date	Prior Year					
Act	Act Bud		Act	Var%			
1,235	1,270	-2.7%	1,275	-3.1%			
173	179	-3.4%	173	-0.2%			
386	343	12.4%	423	-8.7%			
3,787	3,545	6.8%	3,460	9.5%			
556	536	3.7%	482	15.4%			

Discharges ⁽²⁾
ADC (2)
Deliveries
ED Visits
Surgical Cases

Month of Jul, 2013						
Act	Var					
307	272	13.0%				
48	39	23.3%				
64	61	4.4%				
1,121	924	21.3%				
364	316	15.2%				

LOS GATOS							
Ye	ear to Date		Prior Year				
Act	Bud	Var	Act	Var%			
307	272	13.0%	304	1.0%			
48	39	23.3%	41	18.5%			
64	61	4.4%	64	0.0%			
1,121	924	21.3%	983	14.0%			
364	316	15.2%	367	-0.8%			

Discharges ⁽²⁾
ADC (2)
Deliveries
ED Visits
Surgical Cases

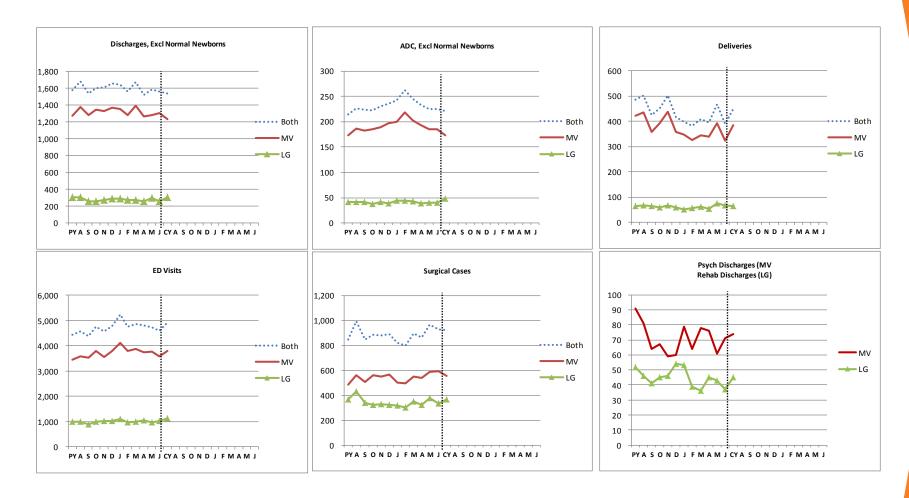
Month of Jul, 2013						
Act	Var					
1,542	1,541	0.0%				
221	218	1.4%				
450	405	11.2%				
4,908	4,469	9.8%				
920	852	7.9%				

ECH					
Ye	ear to Date		Prior Year		
Act Bud		Var	Act	Var%	
1,542	1,541	0.0%	1,579	-2.3%	
221	218	1.4%	214	3.4%	
450	405	11.2%	487	-7.6%	
4,908	4,469	9.8%	4,443	10.5%	
920	852	7.9%	849	8.4%	

⁽¹⁾ Hospital entity only, excludes controlled affiliates

⁽²⁾ Excludes normal newborns (MS-DRG 795)

El Camino Hospital Volume Trends Prior and Current Fiscal Years



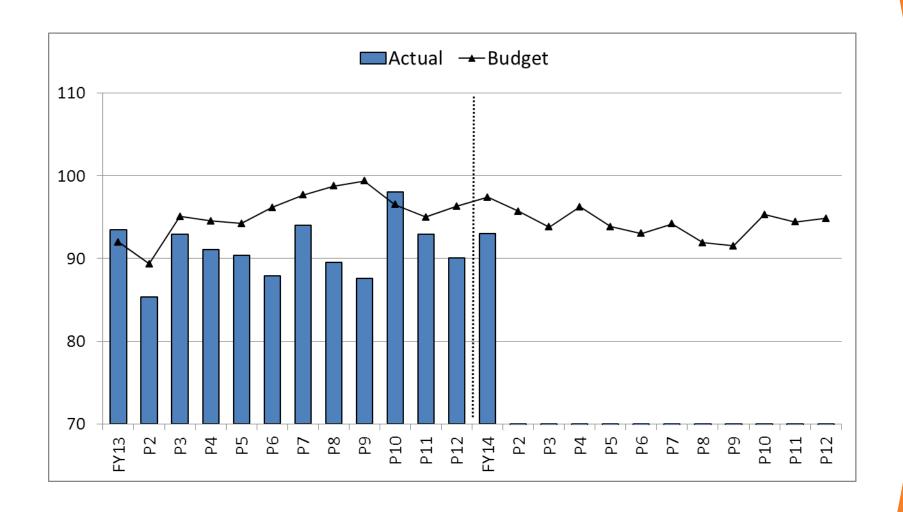
APPENDIX



Summary of Financial Results (1) \$ in Thousands

	Period 1 - Month		Period 1 - FYTD)	
	Actual	Budget	Variance	Actual	Budget	Variance
El Camino Hospital Income (Loss) from Operations						
Mountain View	4,450	4,482	(33)	4,450	4,482	(33)
Los Gatos	1,808	848	960	1,808	848	960
Sub Total - El Camino Hospital, excl. Afflilates	6,257	5,330	927	6,257	5,330	927
Operating Margin %	10.4%	8.9%		10.4%	8.9%	
El Camino Hospital Non Operating Income						
Investments **	10,815	2,012	8,803	10,815	2,012	8,803
Swap Adjustments	499	0	499	499	0	499
Community Benefit	(180)	0	(180)	(180)	0	(180)
Other	(141)	(351)	211	(141)	(351)	211
Sub Total - Non Operating Income	10,994	1,660	9,333	10,994	1,660	9,333
El Camino Hospital Net Income (Loss)	17,251	6,990	10,261	17,251	6,990	10,261
ECH Net Margin %	28.7%	11.6%		28.7%	11.6%	
Net Income Hospital Affiliates	741	234	508	741	234	508
Total Net Income Hospital & Affiliates	17,992	7,224	10,769	17,992	7,224	10,769

Worked Hours per CMI Adjusted Discharge (1)



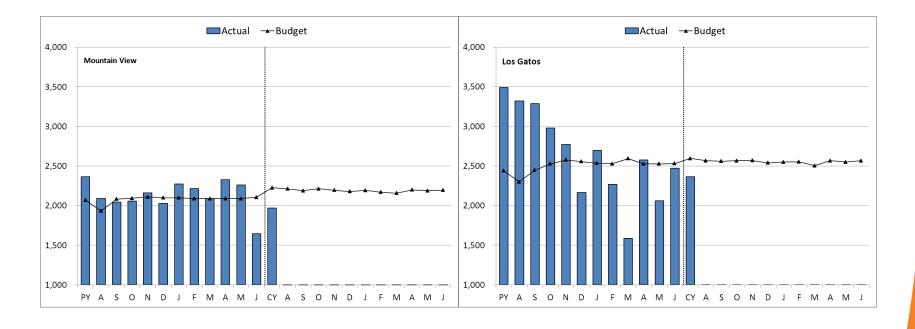
Supply Cost per CMI Adjusted Discharges (1)

YTD: 11.5% under budget

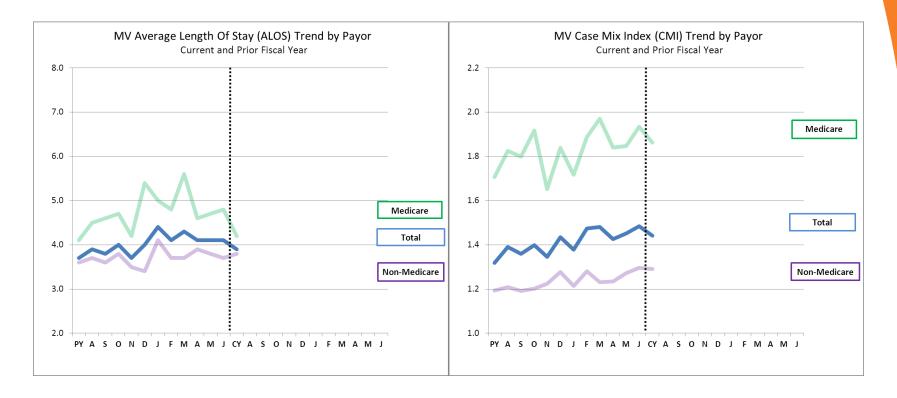
Mountain View

YTD: 8.9% under budget

Los Gatos

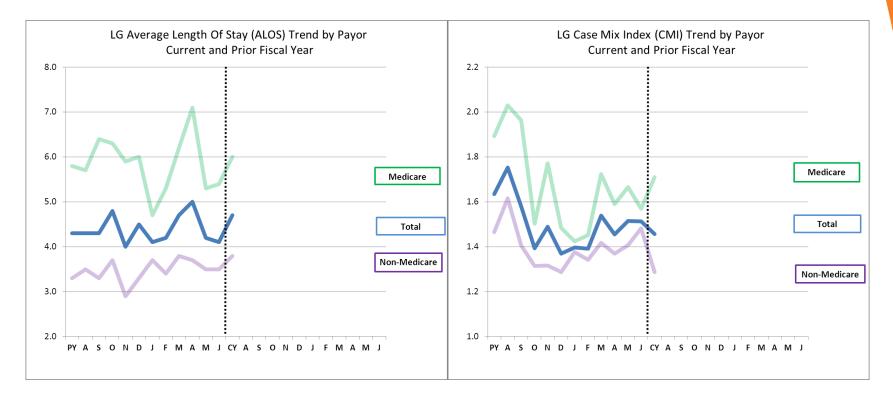


Mountain View LOS & CMI Trend



- Medicare: Due to DRG reimbursement, financial results usually improve with decreased LOS and increased CMI
- Non-Medicare: Reimbursement varies; financial results usually improve when both LOS & CMI increase

Los Gatos LOS & CMI Trend



- Medicare: Due to DRG reimbursement, financial results usually improve with decreased LOS and increased CMI
- Non-Medicare: Reimbursement varies; financial results usually improve when both LOS & CMI increase

El Camino Hospital (1)

Results from Operations vs. Prior Year 1 month ending 7/31/2013

		Variance				
\$000s	FY 2014	FY 2013	Fav (Unfav)	Var%		
OPERATING REVENUE:						
Gross Revenue	201,253	198,881	2,372	1.2%		
Deductions	(142,382)	(143,288)	906	0.6%		
Net Patient Revenue	58,871	55,593	3,278	5.9%		
Other Operating Revenue	1,225	1,398	(173)	-12.4%		
Total Operating Revenue	60,096	56,991	3,105	5.4%		
OPERATING EXPENSE:						
Salaries & Wages	31,898	28,302	(3,596)	-12.7%		
Supplies	7,933	9,412	1,479	15.7%		
Fees & Purchased Services	6,670	7,034	364	5.2%		
Other Operating Expense	7,339	6,356	(983)	-15.5%		
Total Operating Expense	53,839	51,104	(2,736)	-5.4%		
Net Operating Income/(Loss)	6,257	5,888	369	6.3%		
Non Operating Income	10,994	3,430	7,564	220.5%		
Net Income(Loss)	17,251	9,318	7,933	85.1%		
Collection Rate	29.3%	28.0%	1.3%			
Operating Margin	10.4%	10.3%	0.1%			
Net Margin	28.7%	16.3%	12.4%			

Variance

El Camino Hospital – Mountain View⁽¹⁾

Results from Operations vs. Prior Year 1 month ending 7/31/2013

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\$000s	FY 2014	FY 2013	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	159,794	154,859	4,934	3.2%
Deductions	(112,547)	(110,865)	(1,682)	-1.5%
Net Patient Revenue	47,246	43,994	3,252	7.4%
Other Operating Revenue	1,189	1,327	(138)	-10.4%
Total Operating Revenue	48,435	45,320	3,115	6.9%
OPERATING EXPENSE:				
Salaries & Wages	26,504	23,429	(3,075)	-13.1%
Supplies	6,289	6,744	455	6.7%
Fees & Purchased Services	5,404	5,911	506	8.6%
Other Operating Expense	5,788	4,800	(988)	-20.6%
Total Operating Expense	43,985	40,884	(3,101)	-7.6%
Net Operating Income/(Loss)	4,450	4,436	13	0.3%
Non Operating Income	10,994	3,430	7,564	220.5%
Net Income(Loss)	15,443	7,866	7,577	96.3%
Collection Rate	29.6%	28.4%	1.2%	
Operating Margin	9.2%	9.8%	-0.6%	
Net Margin	31.9%	17.4%	14.5%	

El Camino Hospital – Los Gatos⁽¹⁾

Results from Operations vs. Prior Year 1 months ending 7/31/2013

			Variance	
\$000s	FY 2014	FY 2013	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	41,460	44,022	(2,563)	-5.8%
Deductions	(29,835)	(32,423)	2,588	-8.0%
Net Patient Revenue	11,625	11,599	26	0.2%
Other Operating Revenue	37	72	(35)	-49.1%
Total Operating Revenue	11,661	11,671	(10)	-0.1%
OPERATING EXPENSE:				
Salaries & Wages	5,394	4,873	(521)	-10.7%
Supplies	1,644	2,668	1,024	38.4%
Fees & Purchased Services	1,265	1,123	(142)	-12.7%
Other Operating Expense	1,551	1,556	5	0.3%
Total Operating Expense	9,854	10,220	366	3.6%
Net Operating Income/(Loss)	1,808	1,452	356	24.5%
Non Operating Income	0	0	0	0.0%
Net Income(Loss)	1,808	1,452	356	24.5%
Collection Rate	28.0%	26.3%	1.7%	
Operating Margin	15.5%	12.4%	3.1%	
Net Margin	15.5%	12.4%	3.1%	

El Camino Hospital

Results from Operations vs. Budget 1 month ending 7/31/2013

			Variance	
\$000s	FY 2014	Budget 2014	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	201,253	198,229	3,024	1.5%
Deductions	(142,382)	(139,585)	(2,797)	-2.0%
Net Patient Revenue	58,871	58,644	227	0.4%
Other Operating Revenue	1,225	1,372	(146)	-10.7%
Total Operating Revenue	60,096	60,016	81	0.1%
OPERATING EXPENSE:				
Salaries & Wages	31,898	31,875	(23)	-0.1%
Supplies	7,933	8,594	661	7.7%
Fees & Purchased Services	6,670	6,419	(251)	-3.9%
Other Operating Expense	7,339	7,799	460	5.9%
Total Operating Expense	53,839	54,686	847	1.5%
Net Operating Income/(Loss)	6,257	5,330	927	17.4%
Non Operating Income	10,994	1,660	9,333	562.1%
Net Income(Loss)	17,251	6,990	10,261	146.8%
Collection Rate	29.3%	29.6%	-0.3%	
Operating Margin	10.4%	8.9%	1.5%	
Net Margin	28.7%	11.6%	17.1%	

El Camino Hospital – Mountain View⁽¹⁾

Results from Operations vs. Budget 1 month ending 7/31/2013

			Variance	
\$000s	FY 2014	Budget 2014	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	159,794	161,617	(1,823)	-1.1%
Deductions	(112,547)	(113,368)	821	-0.7%
Net Patient Revenue	47,246	48,249	(1,002)	-2.1%
Other Operating Revenue	1,189	1,327	(138)	-10.4%
Total Operating Revenue	48,435	49,576	(1,141)	-2.3%
OPERATING EXPENSE:				
Salaries & Wages	26,504	26,862	358	1.3%
Supplies	6,289	6,807	518	7.6%
Fees & Purchased Services	5,404	5,173	(232)	-4.5%
Other Operating Expense	5,788	6,252	464	7.4%
Total Operating Expense	43,985	45,093	1,108	2.5%
Net Operating Income/(Loss)	4,450	4,482	(33)	-0.7%
Non Operating Income	10,994	1,660	9,333	562.1%
Net Income(Loss)	15,443	6,143	9,301	151.4%
Collection Rate	29.6%	29.9%	-0.3%	
Operating Margin	9.2%	9.0%	0.1%	
Net Margin	31.9%	12.4%	19.5%	

El Camino Hospital – Los Gatos⁽¹⁾

Results from Operations vs. Budget 1 month ending 7/31/2013

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\$000s	FY 2014	Budget 2014	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	41,460	36,612	4,847	13.2%
Deductions	(29,835)	(26,217)	(3,617)	-13.8%
Net Patient Revenue	11,625	10,395	1,230	11.8%
Other Operating Revenue	37	45	(8)	-18.4%
Total Operating Revenue	11,661	10,440	1,221	11.7%
OPERATING EXPENSE:				
Salaries & Wages	5,394	5,013	(381)	-7.6%
Supplies	1,644	1,787	143	8.0%
Fees & Purchased Services	1,265	1,246	(19)	-1.5%
Other Operating Expense	1,551	1,547	(4)	-0.3%
Total Operating Expense	9,854	9,592	(261)	-2.7%
Net Operating Income/(Loss)	1,808	848	960	113.3%
Non Operating Income	0	0	0	n/a
Net Income(Loss)	1,808	848	960	113.3%
Collection Rate	28.0%	28.4%	-0.4%	
Operating Margin	15.5%	8.1%	7.4%	
Net Margin	15.5%	8.1%	7.4%	



El Camino Hospital (1)

Balance Sheet (\$ Thousands)

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_	Period Ending Jul 31	
CURRENT ASSETS	FY 2014	FY 2013
Cash	59,687	43,885
Short Term Investments	134,016	156,393
Patient Accounts Receivable, NET	87,235	89,267
Other Accounts and Notes Receivable	3,294	3,344
Intercompany Receivables	996	1,281
Inventories and Prepaids	53,142	42,231
Total Current Assets	338,370	336,401
BOARD DESIGNATED ASSETS		
Plant & Equipment Fund	83,689	59,511
Operational Reserve Fund	100,196	100,989
Community Benefit Fund	-	4,926
Workers Compensation Reserve Fund	26,221	20,585
Postretirement Health/Life Reserve Fund	15,629	14,927
PTO Liability Fund	18,609	16,437
Malpractice Reserve Fund	2,002	2,318
Catastrophic Reserves Fund	15,246	12,101
Total Board Designated Assets	261,592	231,795
FUNDS HELD BY TRUSTEE	9,385	9,385
LONG TERM INVESTMENTS	124,737	38,108
INVESTMENTS IN AFFILIATES	22,837	23,274
PROPERTY AND EQUIPMENT		
Fixed Assets at Cost	1,011,754	1,003,166
Less: Accumulated Depreciation	(391,533)	(353,520)
Construction in Progress	10,611	5,073
Property, Plant & Equipment - Net	630,831	654,719
DEFERRED COSTS/BOND ISSUE COSTS	4,647	4,828
RESTRICTED ASSETS - CASH	7	4
TOTAL ASSETS	1,392,406	1,298,514

LIABILITIES AND FUND BALANCE

	Period Ending Jul 31	
CURRENT LIABILITIES	FY 2014	FY 2013
Accounts Payable	21,595	16,948
Salaries and Related Liabilities	16,461	17,270
Accrued PTO	18,609	16,437
Worker's Comp Reserve	2,383	2,300
Third Party Settlements	21,117	19,682
Intercompany Payables	235	236
Malpractice Reserves	2,002	2,318
Bonds Payable - Current	3,000	2,850
Bond Interest Payable	4,387	4,501
Other Liabilities	5,814	7,337
Total Current Liabilities	95,603	89,878
LONG TERM LIABILITIES Post Retirement Benefits Worker's Comp Reserve Other L/T Obligation (Asbestos) Other L/T Liabilities (IT/Medl Leases) Bond Payable	15,629 23,838 3,320 - 187,629	14,927 18,285 3,216 2,806 196,008
Total Long Term Liabilities	230,416	235,242
FUND BALANCE/CAPITAL ACCOUNTS Unrestricted Board Designated Restricted Total Fund Bal & Capital Accts	804,760 261,592 34 1,066,386	741,595 231,795 4 973,394
TOTAL LIABILITIES AND FUND BALANCE	1,392,406	1,298,514
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