

Summary of Financial Operations

Fiscal Year 2014 – Period 12 Revised 7/1/2013 to 6/30/2014

EL CAMINO HOSPITAL

(Excludes Controlled Affiliates)

EXECUTIVE FINANCIAL SUMMARY

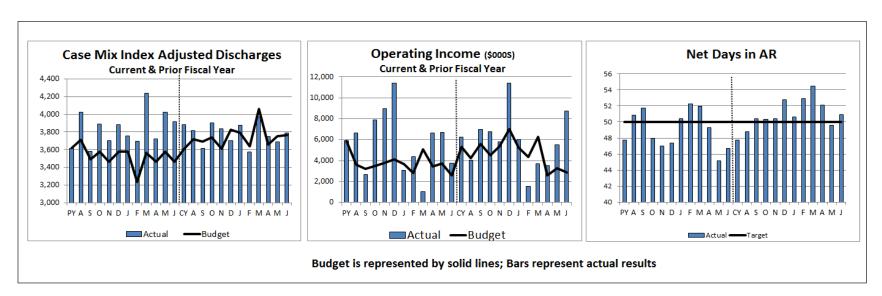
Period Ending June 30, 2014

YTD STATEMENT OF REVE	NUE AND E	XPENSES (\$0	00s)	BALANCE SHEET	(\$000s)	
	Actual	Budget	Var F(U)		June 30, 2014	Jun 30, 2013
Gross Revenue	\$2,504,515	\$2,455,800	\$48,715	Cash and Investments	651,709	559,801
Deductions from Revenue	(1,783,392)	(1,766,903)	(16,489)	Non Cash Current Assets	161,295	141,999
Net Patient Revenue	721,123	688,897	32,225	Property, Plant & Equipment (Net)	651,573	634,950
Other Operating Revenue	18,862	15,689	3,173	Other Assets	35,972	36,490
Total Operating Revenue	739,985	704,587	35,398	Total Assets	1,500,549	1,373,240
Salaries & Wages	395,286	377,614	(17,672)	Current Liabilities	108,045	91,893
Supplies	104,353	104,893	541	Long-Term Liabilities	228,867	230,407
Fees & Purchased Services	78,460	74,353	(4,107)	Fund Balance/Capital Accounts	1,163,637	1,050,940
Other Operating Expense	36,632	33,037	(3,595)	Total Liabilities & Equity	1,500,549	1,373,240
Total Non Capital Operating Expense	614,731	589,898	(24,833)	KEY ECH STATISTI	ICS - YTD	
OPERATING EBITDA	125,254	114,689	10,565	Balance Sheet	Actual	Target ⁽¹⁾
				Debt Service Coverage Ratio (MADS)	9.5	1.2
Interest, Depreciation & Amortization	54,949	58,047	3,098	Debt to Capitalization	12.6%	30.3%
				Days of Cash	382	225
NET OPERATING SURPLUS	70,305	56,642	13,663	Net AR Days	50.9	50.0
Non Operating Income	48,601	19,284	29,317	Other	Actual	Budget
Non Operating Income	48,601	19,284	29,317	Other Acute Discharges	Actual 18,567	Budget 19,512
Non Operating Income TOTAL NET SURPLUS	48,601 118,906	19,284 75,927				
				Acute Discharges	18,567	19,512
			42,979	Acute Discharges Acute Average Daily Census	18,567 238	19,512 242
TOTAL NET SURPLUS	118,906	75,927	42,979	Acute Discharges Acute Average Daily Census Deliveries	18,567 238 5,239	19,512 242 5,124
TOTAL NET SURPLUS Yield Percent (NPR / Gross Revenue)	118,906 28.8%	75,927 28.1%	42,979 0.7% 0.6%	Acute Discharges Acute Average Daily Census Deliveries Emergency Department Visits	18,567 238 5,239 57,839	19,512 242 5,124 56,580

⁽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)



CMI Adjusted Discharges Gross revenues were 1.4% better than budget for services delivered in the month of June. Inpatient discharges were 2.3% below budget and case mix index is lower than budget. Outpatient gross revenues were 12% over budget and CMI adj discharges were slightly above budget. Year to date CMI adj discharges are 2.2% below than budget.

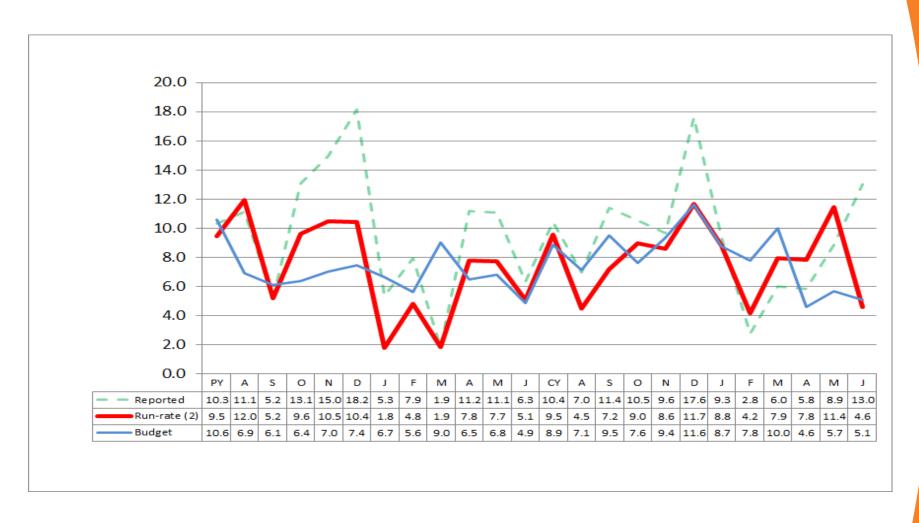
Operating Margin Net patient revenues were \$10.6 million favorable to budget (19.3%), helped by one-time positive adjustments of \$8.8 million. Labor costs were \$1.9 million unfavorable to budget and non-labor costs were \$3.2 million unfavorable. There were \$0.8 million of planned Epic costs that were not in the original operating budget, and \$1.8 million of other unusual expenses hitting in June The operating margin was favorable by \$5.8 million for the month, \$13.6 million favorable year-to-date.

Net Days in AR Net outstanding receivables increased by \$7.5 million between May and June. Net days in A/R increased from 49.6 days to 50.9 days. This is above the targeted A/R of 50.0 days.

Non Operating Income Non operating income was favorable to budget by \$4.9 million, primarily due to \$3.8 million favorable variance on unrealized gains on investments.



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



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



Key Hospital Indicators (1)

Statistic	FYE 2011	FYE 2012	FYE 2013	FYTD 2014	Target (2)	+/-
Operating Margin	7.9%	10.5%	9.9%	9.5%	8.0%	
EBITDA Margin	16.6%	19.4%	17.8%	16.9%	16.3%	
Days of Cash	250	321	350	382	225	
Debt Service Coverage Ratio (MADS)	7.5	7.2	7.9	9.5	4.5	
Debt to Capitalization	17.1%	15.8%	14.0%	12.6%	30.3%	
Net AR Days	48.6	48.1	48.3	50.9	50.0	

⁽¹⁾ Hospital Only - Excludes Affiliates



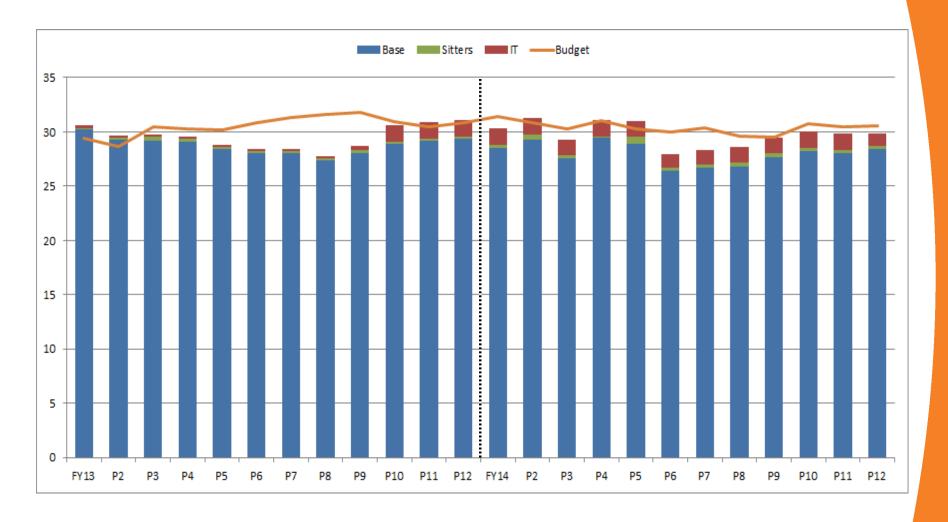
⁽²⁾ Target source: FYTD Budget for Operating Margin and EBITDA Margin Target source: S&P 2013 A Rated Hospital Medians for all others

^{*}Prior Year numbers represent full year

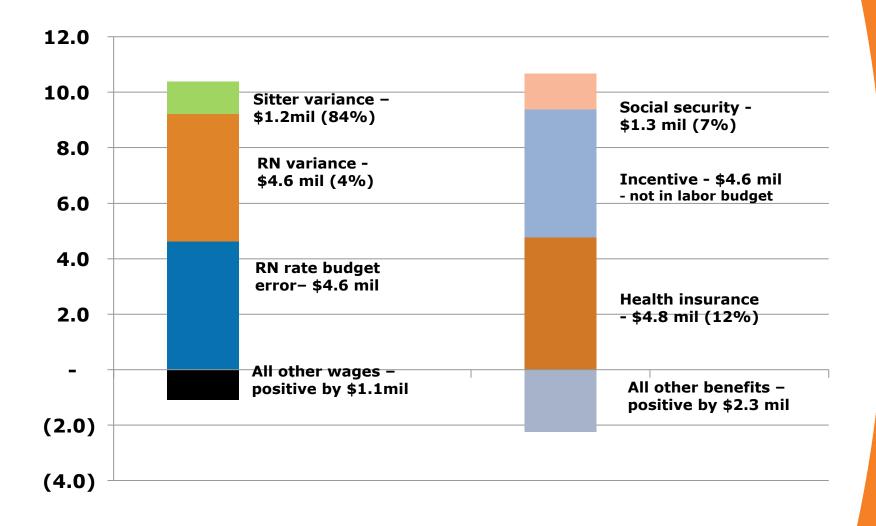
Summary of Financial Results \$ in Thousands

	Period 12 - Month		Period 12 - FYTD		D	
	Actual	Budget	Variance	Actual	Budget	Variance
El Camino Hospital Income (Loss) from Operations						
Mountain View	7,939	1,695	6,245	56,518	41,198	15,320
Los Gatos	771	1,166	(396)	13,787	15,444	(1,657)
Sub Total - El Camino Hospital, excl. Afflilates	8,710	2,861	5,849	70,305	56,642	13,663
Operating Margin %	13.0%	5.1%		9.5%	8.0%	
El Camino Hospital Non Operating Income						
Investments	5,981	1,932	4,049	51,216	23,363	27,852
Swap Adjustments	109	0	109	(142)	0	(142)
Community Benefit	(21)	0	(21)	(1,477)	0	(1,477)
Other	444	(337)	781	(996)	(4,079)	3,084
Sub Total - Non Operating Income	6,513	1,595	4,918	48,601	19,284	29,317
El Camino Hospital Net Income (Loss)	15,223	4,456	10,767	118,906	75,927	42,979
ECH Net Margin %	22.7%	7.9%		16.1%	10.8%	
Net Income Hospital Affiliates	357	198	159	5,159	2,275	2,884
Total Net Income Hospital & Affiliates	15,580	4,654	10,926	124,065	78,201	45,864

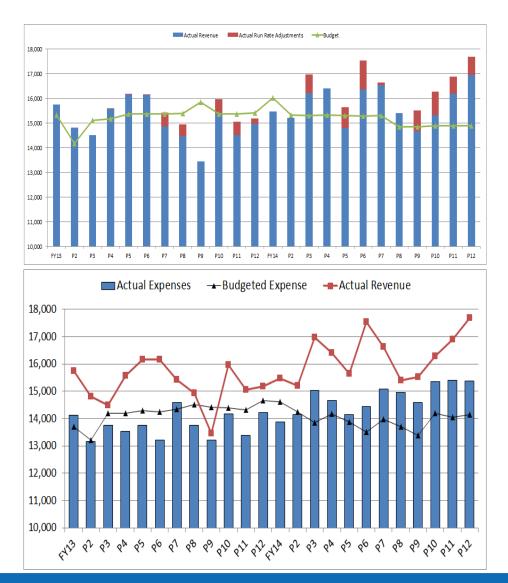
Worked Hours per Adjusted Patient Day: Favorable to Budget



Year to date Labor Variance: \$17.7m Unfavorable to Fixed Budget



Both revenue and expenses per CMI adjusted discharge are higher than budget most months.



ECH Volume Statistics (1)

MOUNTAIN VIEW

LOS GATOS

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

Month of Jun, 2014						
Act	Act Bud					
1,271	1,316	-3.5%				
193	192	0.9%				
392	356	10.1%				
4,053	3,676	10.3%				
513	556	-7.7%				

Ye	ear to Date	Prior Year					
Act	Bud	Var%	Act	Var%			
15,177	16,074	-5.6%	15,876	-4.4%			
195	199	-2.0%	191	1.9%			
4,391	4,348	1.0%	4,480	-2.0%			
45,677	44,880	1.8%	44,598	2.4%			
6,722	6,789	-1.0%	6,489	3.6%			

Discharges (2)
Deliveries
ED Visits
Surgical Cases

Month of Jun, 2014						
Act	Bud	Var				
291	282	3.3%				
41	42	-1.7%				
82	64	29.0%				
1,021	958	6.6%				
355	328	8.4%				

LOS GATOS						
Ye	ear to Date	Prior Year				
Act	Bud	Var	Act	Var%		
3,390	3,439	-1.4%	3,344	1.4%		
43	43	-0.1%	41	6.1%		
848	776	9.3%	747	13.5%		
12,162	11,700	3.9%	11,945	1.8%		
4,234	4,000	5.9%	4,110	3.0%		

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

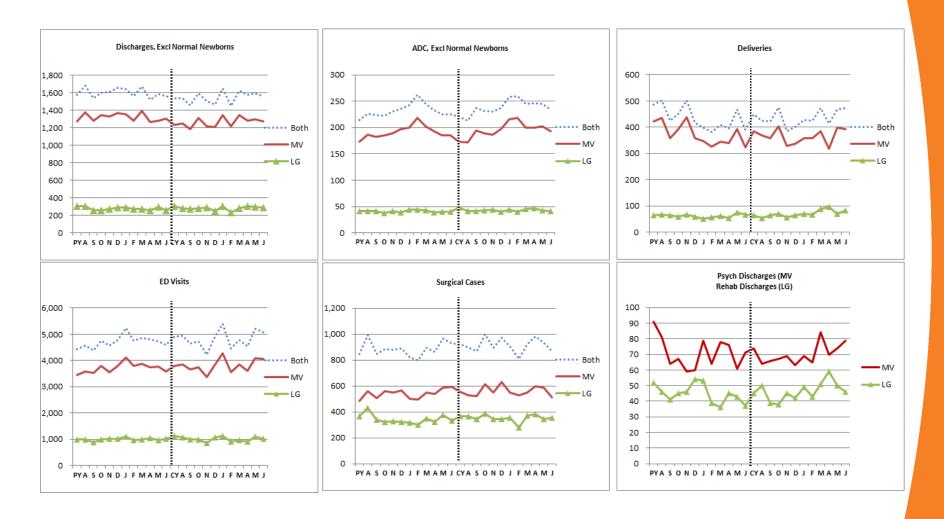
Month of Jun, 2014						
Act	Bud	Var				
1,562	1,598	-2.3%				
235	234	0.4%				
474	420	12.9%				
5,074	4,634	9.5%				
868	884	-1.8%				

ECH				
Ye	ear to Date	Prior Year		
Act	Bud	Var	Act	Var%
18,567	19,512	-4.8%	19,220	-3.4%
238	242	-1.7%	232	2.6%
5,239	5,124	2.2%	5,227	0.2%
57,839	56,580	2.2%	56,543	2.3%
10,956	10,789	1.5%	10,599	3.4%

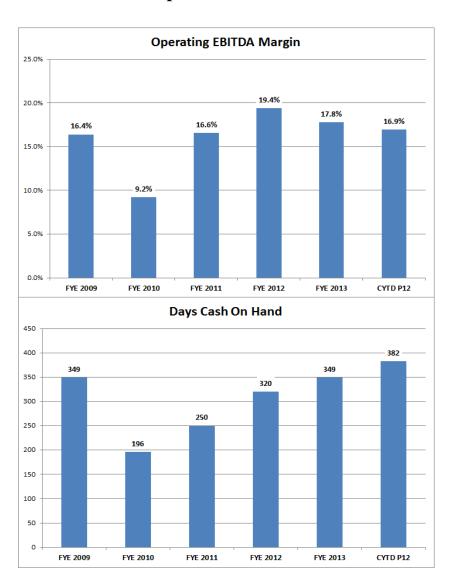
⁽¹⁾ Hospital entity only, excludes controlled affiliates

⁽²⁾ Excludes normal newborns, includes discharges from L&D

El Camino Hospital Volume Trends Prior and Current Fiscal Years



El Camino Hospital Financial Metrics Trend (1)



Operating EBITDA Favorable to Budget

Represents cash of \$652 million

APPENDIX

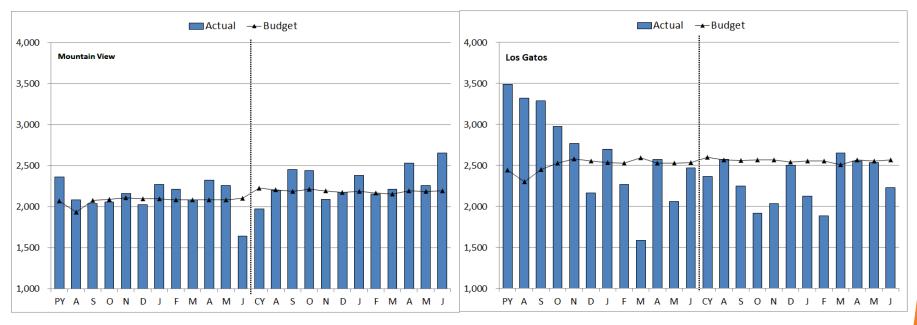
Supply Cost per CMI Adjusted Discharges (1)

YTD: 4.8% over budget

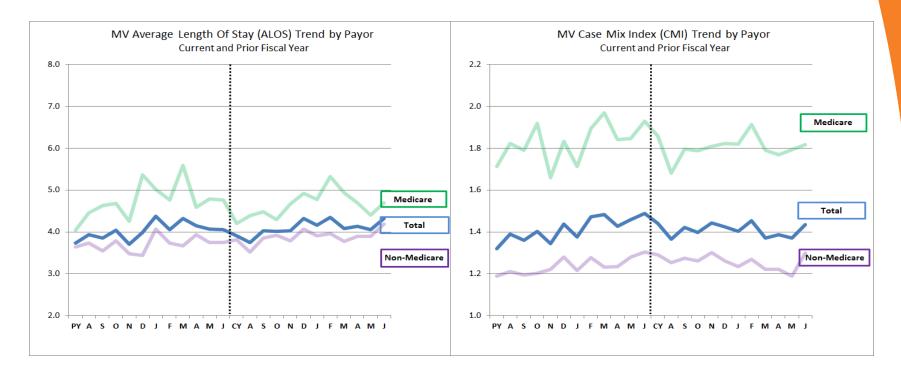
YTD: -10.0% under budget

Mountain View

Los Gatos

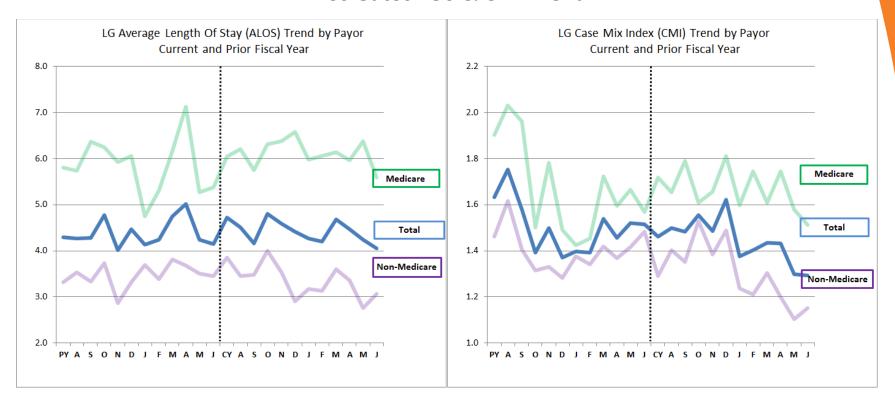


Mountain View LOS & CMI Trend (1)



- 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 12 months ending 6/30/2014

		Variance		
\$000s	FY 2014	FY 2013	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	2,504,515	2,462,558	41,957	1.7%
Deductions	(1,783,392)	(1,776,230)	(7,162)	0.4%
Net Patient Revenue	721,123	686,327	34,795	5.1%
Other Operating Revenue	18,862	15,152	3,710	24.5%
Total Operating Revenue	739,985	701,479	38,505	5.5%
OPERATING EXPENSE:				
Salaries & Wages	395,286	366,006	(29,280)	-8.0%
Supplies	104,353	102,183	(2,170)	-2.1%
Fees & Purchased Services	78,460	82,589	4,129	5.0%
Other Operating Expense	91,581	81,576	(10,005)	-12.3%
Total Operating Expense	669,680	632,353	(37,327)	-5.9%
Net Operating Income/(Loss)	70,305	69,126	1,179	1.7%
Non Operating Income	48,601	19,694	28,907	146.8%
Net Income(Loss)	118,906	88,820	30,086	33.9%
Collection Rate	28.8%	27.9%	0.9%	
Operating Margin	9.5%	9.9%	-0.4%	
Net Margin	16.1%	12.7%	3.4%	

El Camino Hospital – Mountain View⁽¹⁾

Results from Operations vs. Prior Year 12 months ending 6/30/2014

		Variance		
\$000s	FY 2014	FY 2013	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	2,047,202	2,010,272	36,930	1.8%
Deductions	(1,457,782)	(1,452,739)	(5,043)	0.3%
Net Patient Revenue	589,420	557,533	31,887	5.7%
Other Operating Revenue	17,833	14,684	3,150	21.4%
Total Operating Revenue	607,254	572,217	35,037	6.1%
OPERATING EXPENSE:				
Salaries & Wages	329,407	305,597	(23,809)	-7.8%
Supplies	84,814	79,907	(4,908)	-6.1%
Fees & Purchased Services	64,392	68,100	3,708	5.4%
Other Operating Expense	72,123	63,288	(8,835)	-14.0%
Total Operating Expense	550,736	516,892	(33,844)	-6.5%
Net Operating Income/(Loss)	56,518	55,324	1,193	2.2%
Non Operating Income	48,603	19,683	28,920	146.9%
Net Income(Loss)	105,121	75,007	30,113	40.1%
Collection Rate	28.8%	27.7%	1.1%	
Operating Margin	9.3%	9.7%	-0.4%	
Net Margin	17.3%	13.1%	4.2%	

El Camino Hospital – Los Gatos⁽¹⁾

Results from Operations vs. Prior Year 12 months ending 6/30/2014

		Variance		
\$000s	FY 2014	FY 2013	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	457,312	452,285	5,027	1.1%
Deductions	(325,610)	(323,491)	(2,119)	0.7%
Net Patient Revenue	131,702	128,794	2,908	2.3%
Other Operating Revenue	1,029	468	561	119.7%
Total Operating Revenue	132,731	129,262	3,469	2.7%
OPERATING EXPENSE:				
Salaries & Wages	65,879	60,408	(5,471)	-9.1%
Supplies	19,538	22,276	2,738	12.3%
Fees & Purchased Services	14,068	14,489	420	2.9%
Other Operating Expense	19,458	18,288	(1,170)	-6.4%
Total Operating Expense	118,944	115,461	(3,483)	-3.0%
Net Operating Income/(Loss)	13,787	13,802	(14)	-0.1%
Non Operating Income	(2)	11	(13)	-119.2%
Net Income(Loss)	13,785	13,813	(28)	-0.2%
Collection Rate	28.8%	28.5%	0.3%	
Operating Margin	10.4%	10.7%	-0.3%	
Net Margin	10.4%	10.7%	-0.3%	

El Camino Hospital

Results from Operations vs. Budget 12 months ending 6/30/2014

		Variance		
\$000s	FY 2014	Budget 2014	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	2,504,515	2,455,800	48,715	2.0%
Deductions	(1,783,392)	(1,766,903)	(16,489)	0.9%
Net Patient Revenue	721,123	688,897	32,225	4.7%
Other Operating Revenue	18,862	15,689	3,173	20.2%
Total Operating Revenue	739,985	704,587	35,398	5.0%
OPERATING EXPENSE:				
Salaries & Wages	395,286	377,614	(17,672)	-4.7%
Supplies	104,353	104,893	541	0.5%
Fees & Purchased Services	78,460	74,353	(4,107)	-5.5%
Other Operating Expense	91,581	91,084	(497)	-0.5%
Total Operating Expense	669,680	647,944	(21,736)	-3.4%
Net Operating Income/(Loss)	70,305	56,642	13,663	24.1%
Non Operating Income	48,601	19,284	29,317	152.0%
Net Income(Loss)	118,906	75,927	42,979	56.6%
Collection Rate	28.8%	28.1%	0.7%	
Operating Margin	9.5%	8.0%	1.5%	
Net Margin	16.1%	10.8%	5.3%	

El Camino Hospital – Mountain View⁽¹⁾

Results from Operations vs. Budget 12 months ending 6/30/2014

		Variance		
\$000s	FY 2014	Budget 2014	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	2,047,202	1,992,352	54,850	2.8%
Deductions	(1,457,782)	(1,435,039)	(22,743)	1.6%
Net Patient Revenue	589,420	557,313	32,107	5.8%
Other Operating Revenue	17,833	15,169	2,664	17.6%
Total Operating Revenue	607,254	572,482	34,772	6.1%
OPERATING EXPENSE:				
Salaries & Wages	329,407	316,345	(13,062)	-4.1%
Supplies	84,814	82,620	(2,194)	-2.7%
Fees & Purchased Services	64,392	59,706	(4,686)	-7.8%
Other Operating Expense	72,123	72,613	489	0.7%
Total Operating Expense	550,736	531,284	(19,452)	-3.7%
Net Operating Income/(Loss)	56,518	41,198	15,320	37.2%
Non Operating Income	48,603	19,284	29,319	152.0%
Net Income(Loss)	105,121	60,482	44,638	73.8%
Collection Rate	28.8%	28.0%	0.8%	
Operating Margin	9.3%	7.2%	2.1%	
Net Margin	17.3%	10.6%	6.7%	



El Camino Hospital – Los Gatos⁽¹⁾

Results from Operations vs. Budget 12 months ending 6/30/2014

		Variance		
\$000s	FY 2014	Budget 2014	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	457,312	463,448	(6,135)	-1.3%
Deductions	(325,610)	(331,863)	6,253	-1.9%
Net Patient Revenue	131,702	131,584	118	0.1%
Other Operating Revenue	1,029	520	508	97.7%
Total Operating Revenue	132,731	132,105	626	0.5%
OPERATING EXPENSE:				
Salaries & Wages	65,879	61,269	(4,611)	-7.5%
Supplies	19,538	22,273	2,735	12.3%
Fees & Purchased Services	14,068	14,647	579	4.0%
Other Operating Expense	19,458	18,472	(986)	-5.3%
Total Operating Expense	118,944	116,660	(2,283)	-2.0%
Net Operating Income/(Loss)	13,787	15,444	(1,657)	-10.7%
Non Operating Income	(2)	0	(2)	0.0%
Net Income(Loss)	13,785	15,444	(1,659)	-10.7%
Collection Rate	28.8%	28.4%	0.4%	
Operating Margin	10.4%	11.7%	-1.3%	
Net Margin	10.4%	11.7%	-1.3%	

El Camino Hospital (1)

Balance Sheet (\$ Thousands)

		ΓS

_	Period Ending Jun 30	
CURRENT ASSETS	FY 2014	FY 2013
Cash	49,226	49,691
Short Term Investments	145,580	127,691
Patient Accounts Receivable, net	102,564	87,840
Other Accounts and Notes Receivable	2,924	3,411
Intercompany Receivables	1,335	1,220
Inventories and Prepaids	54,471	49,528
Total Current Assets	356,101	319,380
BOARD DESIGNATED ASSETS		
Plant & Equipment Fund	101,265	80,108
Operational Reserve Fund	100,196	100,196
Community Benefit Fund	1,588	4,288
Workers Compensation Reserve Fund	26,337	25,709
Postretirement Health/Life Reserve Fund	16,289	15,541
PTO Liability Fund	20,822	18,877
Malpractice Reserve Fund	2,321	2,002
Catastrophic Reserves Fund	13,614	14,378
Total Board Designated Assets	282,433	261,101
FUNDS HELD BY TRUSTEE	9,384	9,385
LONG TERM INVESTMENTS	174,469	121,319
INVESTMENTS IN AFFILIATES	26,584	22,435
PROPERTY AND EQUIPMENT		
Fixed Assets at Cost	1,058,241	1,011,241
Less: Accumulated Depreciation	(431,072)	(387,517)
Construction in Progress	24,404	11,226
Property, Plant & Equipment - Net	651,573	634,950
DEFERRED COSTS/BOND ISSUE COSTS	_	4,662
RESTRICTED ASSETS - CASH	3	, 8
TOTAL ASSETS	1,500,549	1,373,240

LIABILITIES AND FUND BALANCE

	Period Ending Jun 30		
CURRENT LIABILITIES	FY 2014	FY 2013	
Accounts Payable	30,377	15,630	
Salaries and Related Liabilities	19,862	16,554	
Accrued PTO	20,822	18,877	
Worker's Comp Reserve	2,300	2,300	
Third Party Settlements	21,944	21,117	
Intercompany Payables	305	213	
Malpractice Reserves	2,321	2,002	
Bonds Payable - Current	3,075	3,000	
Bond Interest Payable	3,755	3,784	
Other Liabilities	3,284	8,416	
Total Current Liabilities	108,045	91,893	
LONG TERM LIABILITIES Post Retirement Benefits Worker's Comp Reserve Other L/T Obligation (Asbestos) Other L/T Liabilities (IT/MedI Leases) Bond Payable Total Long Term Liabilities	16,289 24,037 3,429 - 185,112 228,867	15,541 23,409 3,329 - 188,128 230,407	
FUND BALANCE/CAPITAL ACCOUNTS Unrestricted Board Designated Restricted Total Fund Bal & Capital Accts	881,200 282,433 3 1,163,637	789,804 261,101 35 1,050,940	
TOTAL LIABILITIES AND FUND BALANCE	1,500,549	1,373,240	