

Summary of Financial Operations Iftikhar Hussain, CFO

Fiscal Year 2017 – Period 1 7/1/2016 to 7/31/2016

Dashboard - ECH combined as of July 31, 2016

Ī			Annua	al			1		Month			YTD	
ľ	2013	2014	2015	2016	2017	2017		PY	CY	Bud/Target	PY	CY	Bud/Target
					Proj.	Bud/Target							
Volume													
Licenced Beds	443	443	443	443	443	443		443	443	443	443	443	443
ADC	240	238	246	242	117	245		237	230	235	233	230	235
Adjusted Discharges	28,906	28,602	29,051	28,358	14,123	29,446		2,537	2,352	2,436	3,052	2,352	2,435
Total Discharges	24,149	23,383	23,767	22,986	11,280	23,665		1,970	1,880	1,967	2,265	1,880	1,967
Inpatient Cases													
Med Surg	17,243	16,594	17,052	16,819	8,226	17,285		1,452	1,370	1,430	1,747	1,370	1,430
Deliveries	5,472	5,373	5,273	4,916	2,364	5,055		405	394	421	405	394	421
BHS	861	857	901	806	420	755		74	70	68	74	70	68
Rehab	525	547	555	500	276	570		39	46	48	39	46	48
Outpatient													
ED	45,525	46,056	49,130	48,661	23,532	51,253		4,056	3,922	4,271	4,056	3,922	4,271
Procedural Cases						ŕ		ŕ		, ,			,
OP Surg	5,852	6,403	6,488	6,074	2,958	6,004		547	493	500	547	493	548
Endo	2,242	2,492	2,520	2,322	828	2,479		221	138	207	221	138	206
Interventional	1,709	1,917	2,144	2,227	1,260	2,049		200	210	171	200	210	171
All Other	64,352	69,339	67,831	80,673	40,218	,		5,756	6,703	7,105	6,602	6,703	7,104
Financial Performance (\$000s)	. ,	,	. ,	,	-, -	,		-,	-,	,	-,	-,	, -
Net Revenues	686,327	721,123	746,645	772,020	391,117	789,585		59,196	65,187	62,947	59,195	65,186	62,947
Operating Expenses	632,353	669,680	689,631	743,044	347,855	758,807		58,164	57,976	61,390	58,163	57,976	61,390
Operating Income \$	69,126	70,305	78,120	52,613	53,474			3,305	8,913	3,693	3,305	8,912	3,693
Operating Margin	9.9%	9.5%	10.2%	6.6%	13.3%	6.9%		5.4%	13.3%	5.7%	5.4%	13.3%	5.7%
EBITDA \$	124,722	125,254	128,002	108,554	81,351	115,910		7,478	13,559	8,608	7,478	13,559	8,607
EBITDA %	17.8%	16.9%	16.7%	13.6%	20.3%	14.2%		12.2%	20.3%	13.2%	12.2%	20.3%	13.2%
IP Margin**	-1.1%	-3.2%	-4.5%	-6.6%	-8.5%	-6.6%		-3.3%	-8.5%	-6.6%	-3.3%	-8.5%	-6.6%
OP Margin**	25.9%	25.2%	28.1%	26.1%	31.8%	26.1%		31.6%	31.8%	26.1%	31.6%	31.8%	26.1%
Payor Mix													
Medicare	46.3%	44.6%	46.2%	46.6%	44.5%	46.4%		46.2%	44.5%	46.4%	46.2%	44.5%	46.4%
Medi-Cal	4.9%	6.0%	6.6%	7.4%	8.0%	6.5%		8.4%	8.0%	6.5%	8.4%	8.0%	6.5%
Commercial IP	25.3%	25.4%	24.2%	23.2%	23.3%	24.0%		23.2%	23.3%	24.0%	23.2%	23.3%	24.0%
Commercial OP	16.9%	18.6%	18.7%	18.7%	20.1%	19.0%		18.5%	20.1%	19.0%	18.5%	20.2%	18.5%
Total Commercial	42.2%	44.0%	42.9%	41.9%	43.4%	43.0%		41.8%	43.4%	43.0%	41.8%	43.5%	42.5%
Other	6.6%	5.4%	4.3%	4.1%	4.1%	4.1%		3.7%	4.1%	4.1%	3.7%	4.1%	4.1%
Cost													
Employees	2,289.0	2,435.6	2,452.4	2,542.8	2,480.3	2,466.4		2,563.4	2,480.3	2,466.4	2,563.4	2,480.3	2,466.4
Hrs/APD	29.72	29.31	30.45	30.35	30.36	30.92		30.69	30.36	30.92	30.69	30.36	30.92
Balance Sheet													
Net Days in AR	47.8	50.9	43.6	53.7	53.5	48.0		44.8	53.5	48.0	44.8	53.5	48.0
Days Cash	350	382	401	361	405	266		403	405	266	403	405	266
Debt to Capitalization	14.0%	12.6%	13.6%	13.8%	13.7%	17.3%		13.7%	13.7%	17.3%	13.7%	13.7%	17.3%
MADS	8.0	9.5	8.9	6.1	9.2			8.8	9.2	9.3	8.8	9.2	9.3
Affiliates - Net Income (\$000s)										0.0			0.0
Hosp	88,820	118,906	94,787	43,043	20,285	67,032		4,571	20,285	4,626	4,571	20,285	4,626
Concern	371	1,862	1,202	1,823	379	2,604		268	379	210	268	379	210
ECSC	3/1	(5)	(41)	(282)	(3)	2,004		1	(3)	0	1	(3)	0
Foundation	1,545	3,264	710	982	(3) 514	(450)		269	(5) 514	(43)	269	(3) 514	(43)
SVMD	-					(450)							
JVIVID	(114)	32	106	156	191	U		(1)	191	(1)	(1)	191	(1)

Total volume (adjusted discharges) is 3.4% below budget for the year primarily due to lower deliveries

Outpatient volume: ED visits are slightly higher than budget. Other OP services are below budget.

Operating margin for July was \$5.2M favorable to budget due to favorable revenue despite lower volume. The higher revenue is due to revenue cycle improvements mainly reduction in denials. Expenses were below budget due to favorable productivity, fees and purchased services (+\$1.2M) and supplies (+\$1.2M).

Productivity has improved after EPIIC go-live but remains favorable compared to budget .

AR days remain relatively flat from June to July.



^{*}Includes Deliveries

^{**} Due to timing of month end costing, In Patient and Out Patient Operating Margin % for FYTD 2017 are one month in arrears

Fiscal Year 2017 Fiscal Period 1 (7/1/2016-7/31/2016) Waterfall

			Month to D	ate (MTD)
			Net Income	% Net
\$ in Thousands			Impact	Revenue
Budgeted Hospit	al Ope	erations FY2017	3,693	5.7%
Net Revenue			1,807	2.7%
	*	Volumes down mainly in OB		
	*	Net reimbursement favorable		
Labor and Benefi	it Expe	ense Change	832	1.2%
	*	Benefits on target, Mgmt/Techs salary is majority of savings.		
Professional Fees	& Pu	rchased Services	1,197	1.8%
	*	Budgeted Medical Director fees/Consultants		
	*	Repairs/Software		
Supplies			1,227	1.8%
	*	Drug Exp		
	*	Medical Supplies (Volumes)		
	*	Misc Net Supplies (Food/Volumes)		
Other Expenses			(111)	-0.2%
	*	Dues and Subscriptions		
	*	MD ICARE Training		
	*	MD Income Guarantee		
	*	Advertising, Net other		
Depreciation & Ir	nteres	t	269	0.4%
Actual Hospital C	perat	ions FY2017	8,914	13.3%

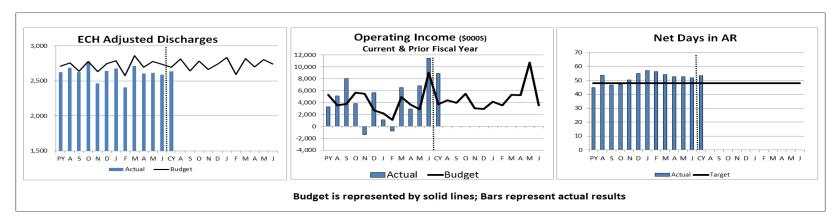


El Camino Hospital (\$000s) (1)

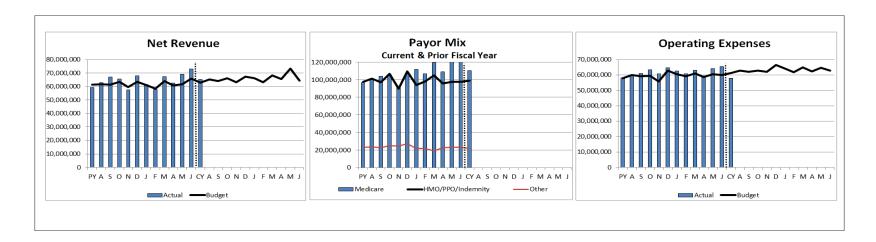
1 month ending 7/31/2016

PERIOD 1	PERIOD 1	PERIOD 1	Variance			YTD	YTD	YTD	Variance	
FY 2016	FY 2017	Budget 2017	Fav (Unfav)	Var%	\$000s	FY 2016	FY 2017	Budget 2017	Fav (Unfav)	Var%
					OPERATING REVENUE					
216,966	231,262	233,418	(2,156)	-0.9%	Gross Revenue	216,966	231,262	233,418	(2,156)	-0.9%
(157,770)	(166,076)	(170,472)	4,396	1.0%	Deductions	(157,770)	(166,076)	(170,472)	4,396	-2.6%
59,196	65,187	62,947	2,240	3.6%	Net Patient Revenue	59,196	65,187	62,947	2,240	3.6%
2,274	1,702	2,136	(434)	-20.3%	Other Operating Revenue	2,274	1,702	2,136	(434)	-20.3%
61,469	66,889	65,082	1,806	2.8%	Total Operating Revenue	61,469	66,889	65,082	1,806	2.8%
					OPERATING EXPENSE					
35,113	35,514	36,346	832	2.3%	Salaries & Wages	35,113	35,514	36,346	832	2.3%
9,714	8,441	9,668	1,227	12.7%	Supplies	9,714	8,441	9,668	1,227	12.7%
7,341	6,998	8,195	1,197	14.6%	Fees & Purchased Services	7,341	6,998	8,195	1,197	14.6%
1,822	2,377	2,266	(111)	-4.9%	Other Operating Expense	1,822	2,377	2,266	(111)	-4.9%
451	616	602	(14)	-2.4%	Interest	451	616	602	(14)	-2.4%
3,722	4,030	4,313	283	6.6%	Depreciation	3,722	4,030	4,313	283	6.6%
58,164	57,976	61,390	3,414	5.6%	Total Operating Expense	58,164	57,976	61,390	3,414	5.6%
3,305	8,913	3,693	5,221	141.4%	Net Operating Income/(Loss)	3,305	8,913	3,693	5,221	141.4%
1,266	11,371	933	10,439	1119.0%	Non Operating Income	1,266	11,371	933	10,439	1119.0%
4,571	20,285	4,626	15,659	338.5%	Net Income(Loss)	4,571	20,285	4,626	15,659	338.5%
12.2%	20.3%	13.2%	7.0%		EBITDA	12.2%	20.3%	13.2%	7.0%	
5.4%	13.3%	5.7%	7.7%		Operating Margin	5.4%	13.3%	5.7%	7.7%	
7.4%	30.3%	7.1%	23.2%		Net Margin	7.4%	30.3%	7.1%	23.2%	

Monthly Financial Trends

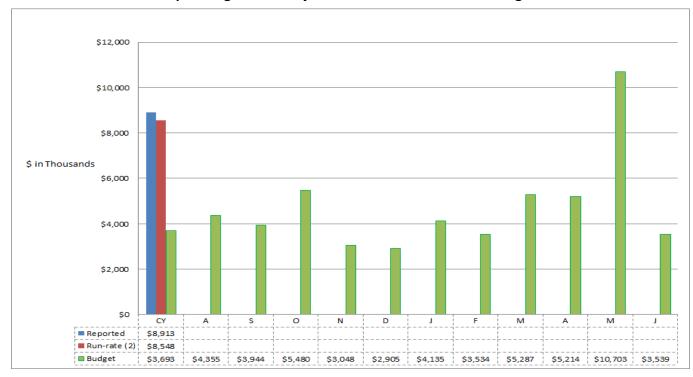


Volume is low mainly in surgeries, deliveries, and infusion treatments. AR days remained relatively flat from June.



ECH Operating Margin

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



FY 2017 Actual Run Rat	e Adjustments (in thousands)												
		J	A	S	0	N	D	J	F	M	A	M	
Revenue Adjustments	RAC Release	\$76	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Insurance Overpayment Release Spine	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Mcare Settlmt/Appeal/Tent Settlmt/PIP	-\$100	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Total	-\$31	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Expense Adjustments	Pay-For-Performance Bonus	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Actuarial Exp for Workers Comp	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Total	\$0	\$0	\$0	\$0	\$0	\$0	\$ 0	\$0	\$0	\$0	\$ 0	\$0

Worked Hours per Adjusted Patient Day



Productivity has improved after EPIC go-live and is ahead of target in July.

Summary of Financial Results \$ in Thousands

	Pe	riod 1 - Mont	:h	Period 1 - FYTD			
	Actual	Budget	Variance	Actual	Budget	Variance	
El Camino Hospital Income (Loss) from Operations							
Mountain View	7,717	2,677	5,041	7,717	2,677	5,041	
Los Gatos	1,196	1,016	180	1,196	1,016	180	
Sub Total - El Camino Hospital, excl. Afflilates	8,913	3,693	5,221	8,913	3,693	5,221	
Operating Margin %	13.3%	5.7%		13.3%	5.7%		
El Camino Hospital Non Operating Income							
Investments	11,900	1,666	10,235	11,900	1,666	10,235	
Swap Adjustments	(252)	0	(252)	(252)	0	(252)	
Community Benefit	(131)	(283)	152	(131)	(283)	152	
Other	(146)	(449)	304	(146)	(449)	304	
Sub Total - Non Operating Income	11,371	933	10,439	11,371	933	10,439	
El Camino Hospital Net Income (Loss)	20,285	4,626	15,659	20,285	4,626	15,659	
ECH Net Margin %	30.3%	7.1%		30.3%	7.1%		
Concern	379	210	169	379	210	169	
ECSC	(3)	0	(3)	(3)	0	(3)	
Foundation	514	(43)	557	514	(43)	557	
Silicon Valley Medical Development	191	(1)	192	191	(1)	192	
Net Income Hospital Affiliates	1,080	166	914	1,080	166	914	
Total Net Income Hospital & Affiliates	21,365	4,792	16,573	21,365	4,792	16,573	

Smart Growth Summary FY2017 P1

_	Actual	Budget	Diff	Notes
Deliveries	359	413	(54)	Delivery charge codes based on post date
NICU Level 2 & 3 Days	186	257	(71)	NICU 173 & 174 charge codes by post date
Inpatient Surgeries	331	388	(57)	Inpatient surgeries by post date
Outpatient Surgeries	455	535	(80)	Outpatient surgeries by post date (excludes Endo in OR)
OP Cath Lab Cases	173	163	10	Charge codes by service date, count # of patients
OP Endo Cases	143	208	(65)	Charge codes by service date, count # of patients
OP Infusion Cases	321	329	(8)	Charge codes by service date, count # of patients
OP Intvl Bronch Procedures	37	39	(2)	Select charge codes by post date + EPIC location of Endo room

Description of variances

Deliveries: Altos Oaks purchased by Stanford / loss of physicians in group

Endoscopy: 4 independent physicians account for 90 less cases / new recruitment added, Los Gatos Endo in OR to improve availability, service line administrator assigned to re-capture splitters

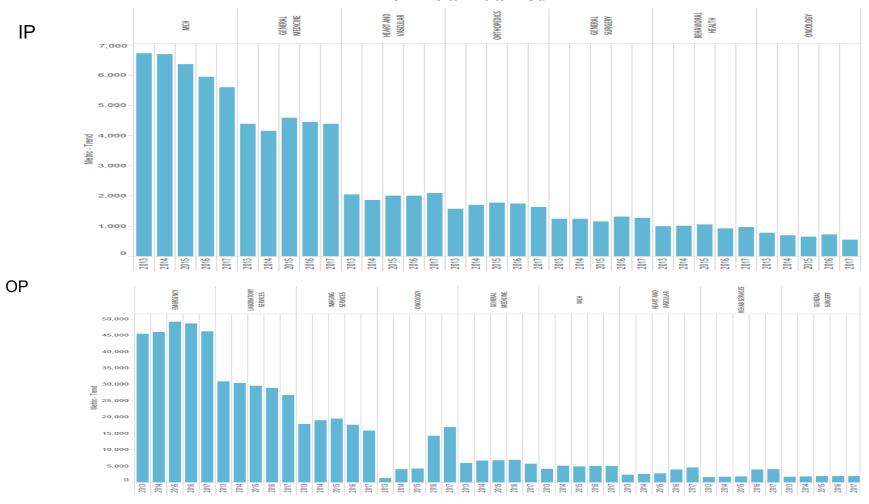
General Surgery: Loss of surgeons to Stanford & Good Samaritan

Orthopedic Surgery: Lost 2 surgeons mid-year at Los Gatos / key Mountain View surgeon on vacation in July. New co-management agreements under discussion to renew service line interest

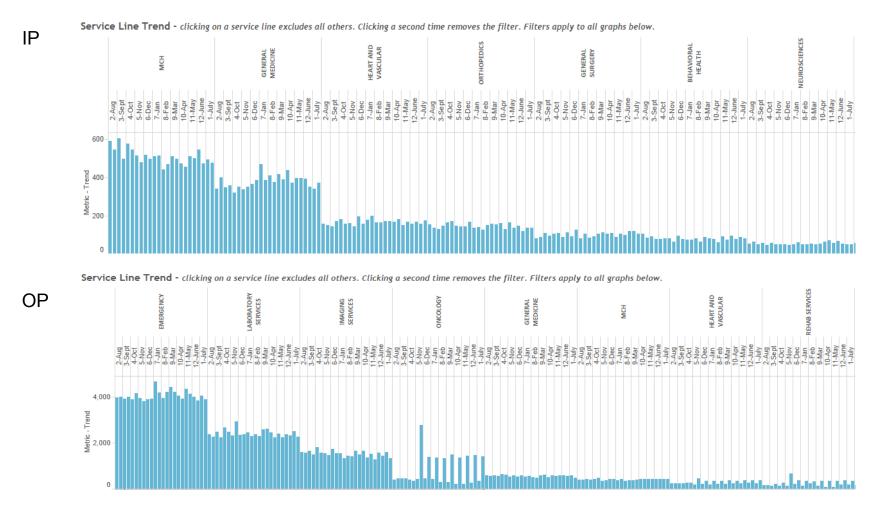
Urology: 8 physicians on vacation at various times in July, volume appears back on track

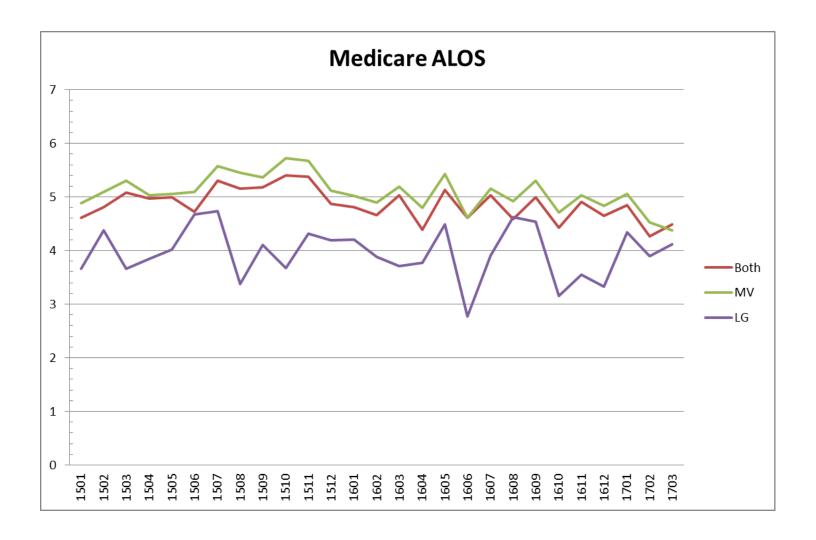


El Camino Hospital Volume Annual Trends FY 2017 is annualized



El Camino Hospital Volume Monthly Trends Prior and Current Fiscal Years Columns are in PY, CY Order





- Medicare: Due to DRG reimbursement, financial results usually improve with decreased LOS
- Trend shows improvement in ALOS



El Camino Hospital Investment Committee Scorecard Updated Quarterly June 30, 2016

Key Performance Indicator	Status	El Camino	Benchmark	El Camino	Benchmark	El Camino	Benchmark	FY16 Year-end Budget	Expectation Per Asset Allocation
Investment Performance		2Q 2016		Fiscal Year-to-date			nception alized)		Mar 2014/2012
Surplus cash balance & op. cash (millions)		\$727.7						\$699.8	
Surplus cash return		1.8%	1.4%	0.1%	0.5%	4.4%	4.4%	4.0%	5.0%
Cash balance plan balance (millions)		\$221.5				-		\$224.2	
Cash balance plan return		1.7%	1.4%	-0.3%	0.4%	7.0%	6.4%	6.0%	6.7%
403(b) plan balance (millions) ¹		\$330.6							
Risk vs. Return		3-у	ear				nception alized)		Mar 2014/2012
Surplus cash Sharpe ratio		0.90	0.93			1.00	0.98		0.66
Net of fee return		4.3%	4.4%			4.4%	4.4%		5.0%
Standard deviation		4.7%	4.7%			4.4%	4.4%		7.2%
Cash balance Sharpe ratio		0.97	0.93			1.14	1.09		0.54
Net of fee return		6.2%	5.7%			7.0%	6.4%		6.7%
Standard deviation		6.4%	6.1%			6.0%	5.8%		10.6%
Asset Allocation		2 Q	2016						
Surplus cash absolute variances to target		4.9%	< 10%						
Cash balance absolute variances to target		4.3%	< 10%			-			
Manager Compliance		2 Q	2016						
Surplus cash manager flags		15	< 18						
Cash balance plan manager flags		16	< 18						



El Camino Hospital

Capital Spending (in millions)

				Total Estimated	Total Authorized	Spent from	
	Category	Detail	Approved	Cost of Project	Active	Inception	FY 17 YTD Spent
CIP	EPIC Upgrade				6.1	0.0	0.0
IT Hardware, Software	e, Equipment*				5.4	0.3	0.3
Medical & Non Medic	al Equipment FY 16**				4.3	0.0	0.0
Medical & Non Medic	al Equipment FY 17				10.3	0.6	0.6
Facility Projects							
	1	307 LG Upgrades	FY13	17.3	17.3	11.0	0.2
	1	219 LG Spine OR	FY13	4.1	4.1	1.3	0.1
	1	414 Integrated MOB	FY15	275.0	28.0	15.2	1.4
	1	413 North Drive Parking Expansion	FY15	24.5	24.5	1.7	0.1
	1	245 Behavioral Health Bldg	FY16	91.5	19.0	7.3	0.0
	1	248 LG Imaging Phase II (CT & Gen Rad)	FY16	8.8	8.8	0.7	0.0
	1313/1	224 LG Rehab HVAC System & Structural	FY16	3.7	3.7	1.8	0.0
	1	502 Cabling & Wireless Upgrades	FY16	2.8	2.8	2.1	0.0
	1	425 IMOB Preparation Project - Old Main	FY16	3.0	3.0	2.4	1.6
	1	430 Women's Hospital Expansion	FY16	91.0	0.0	0.0	0.0
	1	422 CUP Upgrade	FY16	9.0	1.5	1.0	0.0
	1	503 Willow Pavilion Tomosynthesis	FY16	1.3	1.3	0.1	0.0
	1519/1	314 LG Electrical Systems Upgrade	FY16	1.2	2. 0.0	0.0	0.0
	1	347 LG Central Sterile Upgrades	FY15	3.7	0.2	0.2	0.0
	1	508 LG NICU 4 Bed Expansion	FY16	7.0	0.5	0.0	0.0
	1	520 Facilities Planning Allowance	FY16	0.6	0.0	0.0	8.0
	1	525 New Main Lab Upgrades		1.6	0.4	0.0	0.0
	1	515 ED Remodel Triage/Psych Observation	FY16	1.6	0.0	0.0	0.0
		IR Room #6 Development		2.6	0.0	0.0	0.0
	1	602 JW House (Patient Family Residence)		2.5	0.0	0.0	0.0
	1	507 LG IR Upgrades	FY16	1.1	0.0	0.0	0.0
		LG Building Infrastructure Improvements		1.5	0.0	0.0	0.0
	1	421 LG MOB Improvements (17)	FY15	5.9	0.0	0.0	0.0
		All Other Projects under \$1M		16.2	38.4	33.7	0.3
				577.5	153.4	78.4	11.7

GRAND TOTAL *Excluding EPIC



179.5

12.6

^{**} Unspent Prior Year routine used as contingency

El Camino Hospital

Balance Sheet (Thousands)

		Unaudited
CURRENT ASSETS	July 31, 2016	June 30, 2016
Cash	58,642	59,169
Short Term Investments	110,264	105,284
Patient Accounts Receivable, net	115,166	116,059
Other Accounts and Notes Receivable	3,384	4,369
Intercompany Receivables	1,241	2,200
Inventories and Prepaids	46,112	43,278
Total Current Assets	334,809	330,359
BOARD DESIGNATED ASSETS		
Plant & Equipment Fund	121,590	119,650
Women's Hospital Expansion	8,961	-
Operational Reserve Fund	100,196	100,196
Community Benefit Fund	14,435	13,037
Workers Compensation Reserve Fund	22,339	22,309
Postretirement Health/Life Reserve Fund	18,391	18,256
PTO Liability Fund	22,588	22,984
Malpractice Reserve Fund	1,800	1,800
Catastrophic Reserves Fund	14,617	14,125
Total Board Designated Assets	324,918	312,358
FUNDS HELD BY TRUSTEE	30,867	30,841
LONG TERM INVESTMENTS	211,302	207,597
INVESTMENTS IN AFFILIATES	31,568	31,148
PROPERTY AND EQUIPMENT		
Fixed Assets at Cost	1,174,439	1,171,372
Less: Accumulated Depreciation	(489,881)	(485,856)
Construction in Progress	41,422	46,009
Property, Plant & Equipment - Net	725,980	731,525
DEFERRED OUTFLOWS	22,468	22,518
RESTRICTED ASSETS - CASH	3	0
TOTAL ASSETS	1,681,912	1,666,346

LIABILITIES AND FUND BALANCE

2 13.12.1.12.0 / 11.12 . 0.11.2 . 3.12.11.102		
		Unaudited
CURRENT LIABILITIES	July 31, 2016	June 30, 2016
Accounts Payable	19,610	28,519
Salaries and Related Liabilities	22,120	22,992
Accrued PTO	22,588	22,984
Worker's Comp Reserve	2,300	2,300
Third Party Settlements	11,110	11,314
Intercompany Payables	67	105
Malpractice Reserves	1,936	1,936
Bonds Payable - Current	3,635	3,635
Bond Interest Payable	2,290	5,459
Other Liabilities	2,749	2,684
Total Current Liabilities	88,404	101,929
LONG TERM LIABILITIES		
Post Retirement Benefits	18,391	18,256
Worker's Comp Reserve	20,039	20,009
Other L/T Obligation (Asbestos)	3,646	3,637
Other L/T Liabilities (IT/Medl Leases)	-	-
Bond Payable	226,832	226,580
Total Long Term Liabilities	268,909	268,482
FUND BALANCE/CAPITAL ACCOUNTS		
Unrestricted	999,679	983,577
Board Designated	324,918	312,358
Restricted	3	0
Total Fund Bal & Capital Accts	1,324,599	1,295,935
TOTAL LIABILITIES AND FUND BALANCE	1,681,912	1,666,346

APPENDIX

Dashboard - Mountain View

	A I					Na			VTD			
			Annu					Month			YTD	
	2013	2014	2015	2016	2017	2017	PY	CY	Bud/Target	PY	CY	Bud/Target
					Projection	Bud/Target						
Volume												
Licenced Beds	300	300	300	300	300	300	300	300	300	300	300	300
Acute Patient Days	72,245	71,084	73,360	73,010	70,428	72,687	5,863	5,869	5,876	5,863	5,869	5,876
ADC	198	195	201	199	193	199	189	189	190	189	189	190
Adjusted Acute Discharges	24,366	23,864	24,275	23,759	23,904	24,505	2,018	1,992	2,041	2,018	1,992	2,041
Acute Discharges	14,521	13,852	14,239	14,093	13,980	14,381	1,165	1,165	1,198	1,165	1,165	1,198
Inpatient total												
Acute	14,521	13,852	14,239	14,093	13,980	14,381	1,165	1,165	1,198	1,165	1,165	1,198
Deliveries	4,701	4,550	4,573	4,260	4,116	4,393	352	343	366	352	343	366
BHS	861	857	901	806	840	755	74	70	68	74	70	68
Rehab	0	0	0	0	0	0	0	0	0	0	0	0
OP total												
ED	34,920	35,447	38,443	37,739	36,732	40,208	3,174	3,061	3,351	3,174	3,061	3,351
OP Surg	2,837	3,299	3,428	3,207	3,336	3,447	283	278	287	283	278	287
Endo	1979	2,300	2,365	2,231	1,644	2,320	207	137	193	207	137	193
Interventional	1698	1,900	2,122	2,203	2,520	2,006	199	210	167	199	210	167
All Other	59,478	63,862	62,072	73,407	72,480	77,032	5,273	6,040	6,419	5,273	6,040	6,419
Financial Performance (\$000s)												
Net Revenues	557,533	589,420	603,788	632,800	639,818	640,625	48,462	53,318	50,909	48,462	53,318	50,909
Operating Expenses	516,892	550,736	562,790	607,214	565,619	619,072	47,238	47,135	50,157	47,238	47,135	50,157
Operating Income \$	55,324	56,518	59,684	46,918	92,607	44,036	3,308	7,717	2,677	3,308	7,717	2,677
Operating Margin	9.7%	9.3%	9.6%	7.2%	14.1%	6.6%	6.5%	14.1%	5.1%	6.5%	14.1%	5.1%
EBITDA \$	105,938	105,814	103,637	96,770	141,871	96,900	6,981	11,822	7,055	6,981	11,823	7,055
EBITDA %	18.5%	17.4%	16.6%	14.8%	21.6%	14.6%	13.8%	21.6%	13.4%	13.8%	21.6%	13.4%
Payor Mix												
Medicare	42.0%	44.0%	46.4%	46.2%	46.7%	45.0%	43.8%	46.7%	45.0%	43.8%	46.7%	45.0%
Medi-Cal	5.4%	6.5%	7.1%	7.9%	7.7%	8.3%	8.6%	7.7%	8.3%	8.6%	7.7%	8.3%
Commercial IP	28.6%	25.7%	24.2%	23.6%	22.0%	23.6%	23.5%	22.0%	23.6%	23.5%	22.0%	23.6%
Commercial OP	19.2%	18.9%	18.4%	18.6%	19.7%	19.1%	19.9%	19.7%	19.1%	19.9%	19.7%	19.1%
Total Commercial	47.8%	44.6%	42.6%	42.2%	41.7%	42.7%	43.5%	41.7%	42.7%	43.5%	41.7%	42.7%
Other	4.8%	4.9%	3.9%	3.7%	4.0%	4.0%	4.1%	4.0%	4.0%	4.1%	4.0%	4.0%
Cost												
Employees	1,901.0	2,027.6	2,029.9	2,163.0	2,061.6	2,123.0	2,143.4	2,061.6	2,053.0	2,143.4	2,061.6	2,053.0
Hrs/APD	29.58	30.16	29.60	30.97	30.23	29.93	30.88	30.23	31.77	30.88	30.23	29.93



Dashboard - Los Gatos

	Annual				Γ	Month			YTD				
	2013	2014	2015	2016	2017	2017		PY	CY	Bud/Target	PY	CY	Bud/Target
					Projection	Bud/Target							
Volume													
Licenced Beds	143	143	143	143	143	143		143	143	143	143	143	143
ADC	42	43	45	43	42	46		40	41	45	40	41	45
Adjusted Acute Discharges	4,544	4,737	4,778	4,599	4,336	4,942		372	361	412	372	361	412
Acute Discharges	2,722	2,742	2,813	2,726	2,472	2,904		204	206	242	204	206	242
Inpatient total													
Acute	2,722	2,742	2,813	2,726	2,472	2,904		204	206	242	204	206	
Deliveries	771	823	700	656	612	662		53	51	55	53	51	55
BHS	0	0	0	0	0	0		0	0	0	0	0	
Rehab	525	547	555	500	552	570		39	46	48	39	46	48
OP total													
ED	10,605	10,609	10,687	10,922	10,332	11,045		882	861	920	882	861	
OP Surg	3,015	3,104	3,060	2,867	2,580	2,557		264	215	213	264	215	261
Endo	263	192	155	91	12	159		14	1	13	14	1	13
Interventional	11	17	22	24	0	43		1	0	4	1	0	
All Other	4,874	5,477	5,759	7,266	7,956	8,223		483	663	685	1,329	663	685
Financial Performance (\$000s)													
Net Revenues	128,794	131,702	142,858	139,221	142,416	148,960		10,733	11,868	12,038	10,733	11,868	12,038
Operating Expenses	115,461	118,944	126,841	135,830	130,092	139,735		10,925	10,841	11,232	10,925	10,841	11,232
Operating Income \$	13,802	13,787	18,436	5,695	14,340	11,801		-3	1,196	1,016	-3	1,195	1,016
Operating Margin	10.7%	10.4%	12.7%	4.0%	9.9%	7.8%		0.0%	9.9%	8.3%	0.0%	9.9%	8.3%
EBITDA \$	18,784	19,440	24,365	11,784	20,832	19,011		497	1,737	1,553	497	1,736	1,553
EBITDA %	14.5%	14.6%	16.8%	8.3%	14.4%	12.5%		4.6%	14.4%	12.7%	4.6%	14.4%	12.7%
IP Margin													
OP Margin													
Payor Mix													
Medicare	45.5%	44.0%	46.1%	48.2%	53.1%	47.5%		47.5%	53.1%	47.5%	47.5%	53.1%	47.5%
Medi-Cal	2.9%	3.5%	4.3%	5.1%	3.5%	4.7%		5.1%	3.5%	4.7%	5.1%	3.5%	4.7%
Commercial IP	25.3%	25.9%	23.8%	21.4%	20.6%	22.2%		22.3%	20.6%	22.2%	22.3%	20.6%	22.2%
Commercial OP	17.0%	19.1%	20.0%	19.4%	20.0%	20.2%		21.0%	20.0%	20.2%	21.0%	20.0%	20.2%
Total Commercial	42.3%	45.0%	43.8%	40.8%	40.5%	42.4%		43.3%	40.5%	42.4%	43.3%	40.5%	42.4%
Other	9.3%	7.5%	5.8%	5.9%	3.0%	5.5%		4.1%	3.0%	5.5%	4.1%	3.0%	5.5%
Cost													
Employees	388.0	408.1	422.6	421.8	418.7	413.4		420.0	418.7	413.4	420.0	418.7	413.4
Hrs/APD	29.13	27.65	28.00	29.34	28.21	27.50		29.34	28.21	I .	29.34	28.21	

El Camino Hospital – Mountain View (\$000s) (1)

1 month ending 7/31/2016

PERIOD 1 FY 2016	PERIOD 1 FY 2017	PERIOD 1 Budget 2017	Variance Fav (Unfav)	Var%	\$000s	YTD FY 2016	YTD FY 2017	YTD Budget 2017	Variance Fav (Unfav)	Var%
112020	112027	Dauget 2027	140 (511140)		OPERATING REVENUE		112027	Dauget 2027	rat (omat)	• • • • • • • • • • • • • • • • • • • •
179,020	193,631	189,826	3,805	2.0%	Gross Revenue	179,020	193,631	189,826	3,805	2.0%
(130,557)	(140,313)	(138,917)	(1,396)	1.0%	Deductions	(130,557)	(140,313)	(138,917)	(1,396)	1.0%
48,462	53,318	50,909	2,410	4.7%	Net Patient Revenue	48.462	53,318	50,909	2,410	4.7%
2,084	1,534	1,926	(392)	-20.3%	Other Operating Revenue	2,084	1,534	1,926	(392)	-20.3%
50,546	54,852	52,834	2,018	3.8%	Total Operating Revenue	50,546	54,852	52,834	2,018	3.8%
					OPERATING EXPENSE					
29,173	29,540	30,256	716	2.4%	Salaries & Wages	29,173	29,540	30,256	716	2.4%
8,089	7,080	7,930	850	10.7%	Supplies	8,089	7,080	7,930	850	10.7%
5,999	5,652	6,886	1,235	17.9%	Fees & Purchased Services	5,999	5,652	6,886	1,235	17.9%
304	758	706	(51)	-7.3%	Other Operating Expense	304	758	706	(51)	-7.3%
451	616	602	(14)	-2.4%	Interest	451	616	602	(14)	-2.4%
3,222	3,489	3,776	287	7.6%	Depreciation	3,222	3,489	3,776	287	7.6%
47,238	47,135	50,157	3,023	6.0%	Total Operating Expense	47,238	47,135	50,157	3,023	6.0%
3,308	7,717	2,677	5,041	188.3%	Net Operating Income/(Loss)	3,308	7,717	2,677	5,041	188.3%
1,266	11,371	933	10,439	1119.0%	Non Operating Income	1,266	11,371	933	10,439	1119.0%
4,574	19,089	3,610	15,479	428.8%	Net Income(Loss)	4,574	19,089	3,610	15,479	428.8%
11.3%	19.3%	11.0%	8.3%		EBITDA	11.3%	19.3%	11.0%	8.3%	
6.5%	14.1%	5.1%	9.0%		Operating Margin	6.5%	14.1%	5.1%	9.0%	
9.0%	34.8%	6.8%	28.0%		Net Margin	9.0%	34.8%	6.8%	28.0%	



El Camino Hospital – Los Gatos(\$000s) (1)

1 month ending 7/31/2016

PERIOD 1	PERIOD 1	PERIOD 1	Variance			YTD	YTD	YTD	Variance	
FY 2016	FY 2017	Budget 2017	Fav (Unfav)	Var%	\$000s	FY 2016	FY 2017	Budget 2017	Fav (Unfav)	Var%
					OPERATING REVENUE					
37,946	37,631	43,593	(5,961)	-13.7%	Gross Revenue	37,946	37,631	43,593	(5,961)	-13.7%
(27,213)	(25,763)	(31,555)	5,792	-18.4%	Deductions	(27,213)	(25,763)	(31,555)	5,792	-18.4%
10,733	11,868	12,038	(170)	-1.4%	Net Patient Revenue	10,733	11,868	12,038	(170)	-1.4%
189	168	210	(42)	-19.9%	Other Operating Revenue	189	168	210	(42)	-19.9%
10,923	12,037	12,248	(212)	-1.7%	Total Operating Revenue	10,923	12,037	12,248	(212)	-1.7%
					OPERATING EXPENSE					
5,940	5,974	6,090	116	1.9%	Salaries & Wages	5,940	5,974	6,090	116	1.9%
1,625	1,360	1,737	377	21.7%	Supplies	1,625	1,360	1,737	377	21.7%
1,343	1,347	1,309	(38)	-2.9%	Fees & Purchased Services	1,343	1,347	1,309	(38)	-2.9%
1,518	1,619	1,560	(59)	-3.8%	Other Operating Expense	1,518	1,619	1,560	(59)	-3.8%
0	0	0	0	0.0%	Interest	0	0	0	0	0.0%
500	541	537	(4)	-0.8%	Depreciation	500	541	537	(4)	-0.8%
10,925	10,841	11,232	392	3.5%	Total Operating Expense	10,925	10,841	11,232	392	3.5%
(3)	1,196	1,016	180	17.7%	Net Operating Income/(Loss)	(3)	1,196	1,016	180	17.7%
0	0	0	0	0.0%	Non Operating Income	0	0	0	0	0.0%
(3)	1,196	1,016	180	17.7%	Net Income(Loss)	(3)	1,196	1,016	180	17.7%
16.0%	24.8%	22.9%	1.9%		EBITDA	16.0%	24.8%	22.9%	1.9%	
0.0%	9.9%	8.3%	1.6%		Operating Margin	0.0%	9.9%	8.3%	1.6%	
0.0%	9.9%	8.3%	1.6%		Net Margin	0.0%	9.9%	8.3%	1.6%	

El Camino Hospital Capital Spending (in thousands) FY 2012 – FY 2016

Category					2016		2012	2013	2014	2015	2016
IT Hardware/Software Equipment	7,289	8,019	2,788	4,660	6,483	Facilities Projects CIP cont.					
Medical/Non Medical Equipment	11,203	10,284	12,891	13,340	11,846	1125 - Will Pav Fire Sprinkler	9	5	7 39	0	
Non CIP Land, Land I, BLDG, Additions	7,311	0	22,292	0	30,274	1211 - SIS Monitor Install	(21	5 0	0	
the process						1216 - New Main Process Imp Office	() 19	9 1	16	
Facilities Projects CIP	242					1217 - MV Campus MEP Upgrades FY13	() (181	274	
0101 - Hosp Replace	313	0	0	0	0	1219 - LG Spine OR	() (214	323	6
0317 - Melchor TI's	117	0	0	0	0	1221 - LG Kitchen Refrig	() (85	0	
0701 - Cyberknife	0	0	0	0	0	1224 - Rehab Bldg HVAC Upgrades				81	
0704 - 1 South Upgrade	0	0	0	0	0	1245 - Behavioral Health Bldg Replace	(1,257	3,775	1,3
0802 - Willow Pavillion Upgrades	0	0	0	0	0		(•		1,3
0805 - Women's Hospital Finishes 0809 - Hosp Renovations	0	0	0	0	0	1248 - LG - CT Upgrades				345	1
0815 - Orc Pav Water Heater	0	0	0	0	0	1249 - LG Mobile Imaging	(146	0	
	0		0		_	1301 - Desktop Virtual	(0	
0816 - Hospital Signage	=	0		0	0	1304 - Rehab Wander Mgmt	() (87	0	
0904 - LG Facilities Upgrade	41	2	0	0	0	1310 - Melchor Cancer Center Expansion	() () 44	13	
0907 - LG Imaging Masterplan	162 0	244 0	774 0	1,402	17 0	1318 - Women's Hospital TI	() () 48	48	
1000 - LG Rehab Building	0	0	0	0	0	1327 - Rehab Building Upgrades	() (0	15	
1104 - New Main CDU TV's	279	734	470	3,717	0	1320 - 2500 Hosp Dr Roofing	() (75	81	
9900 - Unassigned Costs	279 270	0	0	3,717	0	1328 - LG Ortho Canopy FY14	() (255	209	
0803 - Park Pav Foundation 1005 - LG OR Light Upgrd	108	14	0	0	0	1340 - New Main ED Exam Room TVs	() 8	193	
1101 - Melchor Pavilion - Genomics	0	0	0	0	0	1341 - New Main Admin	(32	103	
1101 - Melchor Pavillon - Genomics	657	0	0	0	0		(0	
L106 - SHC Project	2,245	0	0	0	0	1344 - New Main AV Upgrd				_	
.108 - Cooling Towers	932	450	0	0	0	1345 - LG Lab HVAC	() 112	0	
115 - Womens Hosp TI's	50	0	0	0	0	1346 - LG OR 5, 6, and 7 Lights Replace	(_	285	
.118 - Park Pav Roto Care	119	0	0	0	0	1347 - LG Central Sterile Upgrades	(181	
1120 - BHS Out Patient TI's	472	66	0	0	0	1400 - Oak Pav Cancer Center	() (0	5,208	6
1122 - LG Sleep Studies	147	7	0	0	0	1403 - Hosp Drive BLDG 11 TI's	() (86	103	
1129 - Old Main Card Rehab	400	9	0	0	0	1404 - Park Pav HVAC	() (64	7	
0817 - Womens Hosp Upgrds	1,242	645	1	0	0	1405 - 1-South Accessibility Upgrades	() (0	0	1
0906 - Slot Build-Out	0	1,003	1,576	15,101	1,251	1408 - New Main Accessibility Upgrades	() (0	7	
1107 - Boiler Replacement	49	0	0	0	0	1413 - North Drive Parking Structure Exp				167	1,2
1109 - New Main Upgrades	589	423	393	2	0	1414 - Integrated MOB	(2,009	8,8
1111 - Mom/Baby Overflow	267	212	29	0	0	_				-	
1129 - Cardic Rehab Improv	0	0	0	0	0	1415 - Signage & Wayfinding	(-	0	1
1132 - Pheumatic Tube Prj	78	0	0	0	0	1416 - MV Campus Digital Directories	(-	0	
1204 - Elevator Upgrades	24	25	30	0	0	1421 - LG MOB Improvements	() (198	
1210 - Los Gatos VOIP	1	147	89	0	0	1422 - CUP Upgrade	() (0	0	8
0800 - Womens L&D Expansion	129	2,104	1,531	269	0	1423 - MV MOB TI Allowance	() (0	0	5
1116 - LG Ortho Pavillion	44	177	24	21	0	1425 - IMOB Preparation Project - Old Mai	() (0	0	7
L124 - LG Rehab BLDG	11	49	458	0	0	1429 - 2500 Hospital Dr Bldg 8 TI	() (0	101	
1128 - LG Boiler Replacement	3	0	0	0	0	1432 - 205 South Dr BHS TI	() (0	8	
1131 - MV Equipment Replace	190	216	0	0	0	1501 - Women's Hospital NPC Comp	() (0	4	
L135 - Park Pavilion HVAC	47	0	0	0	0	1502 - Cabling & Wireless Upgrades	(0	1,2
1208 - Willow Pav. High Risk	0	110	0	0	0		(0	1,2
1213 - LG Sterilizers	0	102	0	0	0	1503 - Williow Pavilion Tomosynthesis					_
1225 - Rehab BLDG Roofing	0	7	241	4	0	1504 - Equipment Support Infrastructure	(_	61	3
1227 - New Main eICU	0	96	21	0	0	1523 - Melchor Pavilion Suite 309 TI	(_	0	
1230 - Fog Shop	0	339	80	0	0	1526 - CONCERN TI	() (0	0	
1247 - LG Infant Security	0	134	0	0	0	1550 - Land Acquisition	() (0	0	24,0
1307 - LG Upgrades	Ō	376	2,979	3,282	3,511	Subtotal Facilities Projects CIP	9,553	9,29	13,753	38,940	48,1
L308 - LG Infrastructure	0	0	114	0	0	-					
1313 - LG Rehab HVAC System/Structural	0	0	0	0	1,597	Grand Total	35,357	27,59	3 51,723	56,940	96,7
1315 - 205 So. Drive TI's	0	0	500	2	0		47,138			65,420	114,0
0908 - NPCR3 Seismic Upgrds	554	1,302	1,224	1,328	240	Forecast at Beginning of year	47,138	, ,50,	5 /0,03/	03,420	114,0