



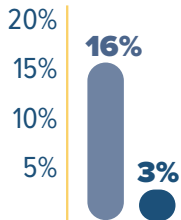
HEADQUARTERS: INDIANAPOLIS, IN

Ascension St. Vincent Hospital Financial Snapshot:

ASCENSION ST. VINCENT HOSPITAL

Source: IRS 990 Filings

	2015	2016	2017	2018	2019
Total Revenue	\$1,228,522,729	\$1,335,489,765	\$1,387,652,690	\$1,376,422,725	\$1,406,450,292
Total Expenses	\$1,050,191,142	\$1,066,872,360	\$1,148,854,875	\$1,133,407,692	\$1,257,853,912
Revenue Less Expenses (Profit)	\$178,331,587	\$268,617,405	\$238,797,815	\$243,015,033	\$148,596,380
Profit as % of Revenue	15%	20%	17%	18%	11%
	Ending 2015	Ending 2016	Ending 2017	Ending 2018	Ending 2019
Total Cash and Investments*	\$87,035,541	\$86,294,963	\$86,104,660	\$86,467,807	\$91,528,325



PROFIT MARGIN

Between 2015-2019, Ascension St. Vincent Hospital averaged a **16%** profit margin (The National Average was **3%** between 2015-2018)



In 2019, **13 Executives** at Ascension St. Vincent Hospital's earned more than **\$500,000** annually

Among their top 13 executives, **3** earned more than **\$1 million** annually

AS OF JUNE 30, 2020, THE ASCENSION PARENT COMPANY

\$22 BILLION
IN CASH AND INVESTMENTS

Comparing Hospital Prices at Ascension St. Vincent Hospital to National Averages:



Ascension St. Vincent Hospital's Inpatient fees are **38% higher** than the national average as measured by a Standardized Pricing Model adjusted for cost of living



Ascension St. Vincent Hospital's Inpatient fees are **25% higher** than the national average as a percentage of Medicare



Ascension St. Vincent Hospital's Outpatient fees are **54% higher** than the national average as measured by a Standardized Pricing Model adjusted for cost of living



Ascension St. Vincent Hospital's Outpatient fees are **35% higher** than the national average as a percentage of Medicare



Overall, 38% higher than national average.

Source: September 2020 Study by RAND Corporation

3

important questions that Hoosiers should ask of Ascension St. Vincent Hospital System:

1.

Would you be willing to lower your prices to the national average, which would be a 38% reduction?

2.

You are a not-for-profit hospital and pay no taxes. Why is your profit margin 16% when the national average is 3%?

3.

You are not-for-profit hospital and pay no taxes. Why does your parent have \$22 billion in total cash and reserves?



Quality of Care Rating

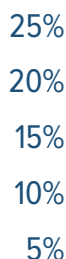


Source: CMS.gov

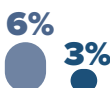
HEADQUARTERS: SOUTH BEND, IN

Beacon Health's Financial Snapshot:

BEACON HEALTH SYSTEM		Source: Indiana Department of Health 2020 Hospital Audited Financial Statements			
	2017	2018	2019	2020	
Total Revenue	\$1,032,377,000	\$884,562,000	\$1,124,213,000	\$1,121,661,000	
Total Expenses	\$912,058,000	\$964,316,000	\$1,006,831,000	\$1,015,467,000	
Revenue Less Expenses (Profit)	\$120,319,000	(\$79,754,000)	\$117,382,000	\$106,194,000	
Profit as % of Revenue	12%	-9%	10%	9%	
	2017	2018	2019	2020	
Total Cash and Investments	\$814,740,000	\$809,472,000	\$881,081,000	\$1,032,157,000	



PROFIT MARGIN



“Between 2017-2020, Beacon Health averaged a **6%** profit margin (The National Average was **3%** between 2015-2018)



In 2019, **6** different Beacon Health **Executives** earned more than **\$500,000** annually

Among those Beacon Health Executives, **3** earned more than **\$1 million** annually

AS OF DEC 31, 2020, BEACON HEALTH HAD MORE THAN

\$1 billion

(\$1,032,157,000)

IN CASH AND INVESTMENTS

Comparing Hospital Prices at Beacon Health to National Averages:



Beacon Health's Inpatient fees are **9% higher** than the national average as measured by a Standardized Pricing Model adjusted for cost of living



Beacon Health's Inpatient fees are **1% higher** than the national average as a percentage of Medicare



Beacon Health's Outpatient fees are **25% higher** than the national average as measured by a Standardized Pricing Model adjusted for cost of living



Beacon Health's Outpatient fees are **16% higher** than the national average as a percentage of Medicare



Overall, 13% higher than national average.

Source: September 2020 Study by RAND Corporation

2 important questions that Hoosiers should ask of Beacon Health:

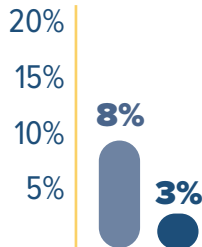
1. Would you be willing to lower your prices to the national average, which would be a 13% reduction?

2. You are a not-for-profit hospital and pay no taxes. Why do you have more than \$1 billion in total cash and reserves?



COMMUNITY HEALTH NETWORK				
	2017	2018	2019	2020
Total Revenue	\$2,423,922,000	\$2,454,546,000	\$2,850,828,000	\$2,819,807,000
Total Expenses	\$2,173,251,000	\$2,354,105,000	\$2,511,971,000	\$2,627,907,000
Revenue Less Expenses (Profit)	\$250,671,000	\$100,441,000	\$338,857,000	\$191,900,000
Profit as % of Revenue	10%	4%	12%	7%
	2017	2018	2019	2020
Total Cash and Investments	\$1,190,550,000	\$1,361,839,000	\$1,604,878,000	\$1,966,933,000

Source: Indiana Department of Health 2019 Hospital Audited Financial Statements



PROFIT MARGIN

Between 2017-2019, Community Health Network averaged a **8%** profit margin (The National Average was **3%** between 2015-2018)



In 2019, **19 different** Community Health Network Executives earned more than **\$500,000**.

Among Community Health Network Executives earning more than \$500,000 annually, **6** earned in excess of **\$1 million** annually.

AS OF DECEMBER 31, 2020, COMMUNITY HEALTH NETWORK HAD ALMOST \$2 BILLION

\$1,966,933,000

IN TOTAL CASH AND INVESTMENTS

Comparing Hospital Prices at Community Health Network to National Averages:



Community Health Network's Inpatient fees are **36% higher** than the national average as measured by a Standardized Pricing Model adjusted for cost of living



Community Health Network's Inpatient fees are **19% higher** than the national average as a percentage of Medicare



Community Health Network's Outpatient fees are **53% higher** than the national average as measured by a Standardized Pricing Model adjusted for cost of living



Community Health Network's Outpatient fees are **40% higher** than the national average as a percentage of Medicare



Overall, **37% higher than national average.**

Source: September 2020 Study by RAND Corporation

3 important questions that Hoosiers should ask of Community Health Network

1.

Would you be willing to lower your prices to the national average, which would be a 37% reduction?

2.

You are a not-for-profit hospital and pay no taxes. Why is your profit margin 8% when the national average is 3%?

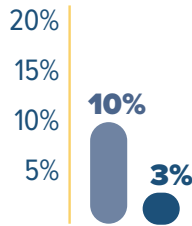
3.

You are a not-for-profit hospital and pay no taxes. Why do you have \$1.9 billion in total cash and reserves?

HEADQUARTERS: EVANSVILLE, IN

Deaconess Hospital Financial Snapshot

DEACONESS HOSPITAL, INC.		Source: Indiana Department of Health 2020 Hospital Audited Financial Statements			
	2017	2018	2019	2020	
Total Revenue	\$958,990,216	\$1,097,403,662	\$1,180,101,694	\$1,324,511,778	
Total Expenses	\$883,007,049	\$965,426,260	\$1,071,340,075	\$1,169,531,779	
Revenue Less Expenses (Profit)	\$75,983,167	\$131,977,402	\$108,761,619	\$154,979,999	
Profit as % of Revenue	8%	12%	9%	12%	
	2017	2018	2019	2020	
Total Cash and Investments	\$808,762,216	\$819,743,711	\$891,608,685	\$1,152,945,879	



PROFIT MARGIN

Between 2017-2020, Deaconess Health averaged a **10%** profit margin (The National Average was **3%** between 2015-2018)



In 2018, **14 Executives** at Deaconess Hospital earned more than **\$500,000** annually

Among those earning more than \$500,000 annually, **2** earned more than **\$1 million** annually

AS OF SEPTEMBER 30, 2020, DEACONESS HAD OVER \$1 BILLION

\$1,152,945,879

IN CASH AND INVESTMENTS

Comparing Hospital Prices at Deaconess Health System to National Averages:



Deaconess Health's Inpatient fees are **2% higher** than the national average as measured by a Standardized Pricing Model adjusted for cost of living



Deaconess Health's Inpatient fees are **12% higher** than the national average as a percentage of Medicare



Deaconess Health's Outpatient fees are **6% higher** than the national average as measured by a Standardized Pricing Model adjusted for cost of living



Deaconess Health's Outpatient fees are **2% higher** than the national average as a percentage of Medicare



Overall, **6% higher** than national average.

Source: September 2020 Study by RAND Corporation

3 important questions that Hoosiers should ask of Deaconess Health System:

1.

Would you be willing to lower your prices to the national average, which would be a 6% reduction?

2.

You are a not-for-profit hospital and pay no taxes. Why is your profit margin 10% when the national average is 3%?

3.

You are not-for-profit hospital and pay no taxes. Why do you have \$1.2 billion in total cash and reserves?

Franciscan Health Financial Snapshot

FRANCISCAN HEALTH				
Source: Indiana Department of Health 2020 Hospital Audited Financial Statements				
	2017	2018	2019	2020
Total Revenue	\$3,220,066,000	\$3,045,484,000	\$3,589,949,000	\$3,541,803,000
Total Expenses	\$2,901,174,000	\$3,031,249,000	\$3,157,523,000	\$3,213,496,000
Revenue Less Expenses (Profit)	\$318,892,000	\$14,235,000	\$432,426,000	\$328,307,000
Profit as % of Revenue	10%	1%	12%	9%
	2017	2018	2019	2020
Total Cash and Investments	\$2,853,525,000	\$2,626,099,000	\$2,903,621,000	\$3,619,494,000



PROFIT MARGIN

Between 2017-2020, Franciscan Health averaged a **8%** profit margin (The National Average was **3%** between 2015-2018)



In 2019, **9 different** Franciscan Health Executives earned more than **\$500,000**. Among the 9 executives, 8 earned an excess of **\$1 million** annually.

AS OF DEC 31, 2020, FRANCISCAN HEALTH HAD MORE THAN \$3 BILLION

\$3,619,494,000

IN CASH AND INVESTMENTS

Comparing Hospital Prices at Franciscan Health System to National Averages:



Franciscan Health's Inpatient fees are **35% higher** than the national average as measured by a Standardized Pricing Model adjusted for cost of living



Franciscan Health's Inpatient fees are **29% higher** than the national average as a percentage of Medicare



Franciscan Health's Outpatient fees are **26% higher** than the national average as measured by a Standardized Pricing Model adjusted for cost of living



Franciscan Health's Outpatient fees are **15% higher** than the national average as a percentage of Medicare



Overall, 26% higher than national average.

Source: September 2020 Study by RAND Corporation

3 Three important questions that Hoosiers should ask of Franciscan Health System:

1.

Would you be willing to lower your prices to the national average, which would be a 26% reduction?

2.

You are a not-for-profit hospital and pay no taxes. Why is your profit margin 8% when the national average is 3%?

3.

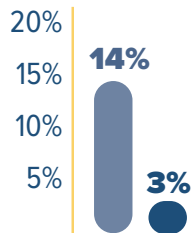
You are not-for-profit hospital and pay no taxes. Why do you have \$3.6 billion in total cash and reserves?



Headquarters: Indianapolis, IN

IU Health Financial Snapshot:

IU HEALTH, INC.		Source: Indiana Department of Health 2020 Hospital Audited Financial Statements			
	2017	2018	2019	2020	
Total Revenue	\$6,854,009,000	\$6,252,482,000	\$7,273,724,000	\$7,619,061,000	
Total Expenses	\$5,753,277,000	\$5,815,922,000	\$6,029,378,000	\$6,388,774,000	
Revenue Less Expenses (Profit)	\$1,100,732,000	\$436,560,000	\$1,244,346,000	\$1,230,287,000	
Profit as % of Revenue	16%	7%	17%	16%	
	2017	2018	2019	2020	
Total Cash and Investments	\$5,443,259,000	\$5,788,424,000	\$7,075,131,000	\$7,791,565,000	



PROFIT MARGIN

Between 2017-2020, IU Health averaged a **14%** profit margin (The National Average was **3%** between 2015-2018)



In 2019, **18 IU Health Executives** earned more than **\$500,000**

Among IU Health Executives earning more than \$500,000 annually, **2** earned in excess of **\$3 million** annually and **10** others earned more than **\$1 million** annually in 2019

AS OF DECEMBER 31, 2020, IU HEALTH HAD ALMOST

\$7.8 billion
 (\$7,791,565,000)

IN CASH AND INVESTMENTS (NEARLY DOUBLE THE STATE OF INDIANA'S FISCAL RESERVES)

Comparing Hospital Prices at IU Health System to National Averages:

65% IU Health's Inpatient fees are **65% higher** than the national average as measured by a Standardized Pricing Model adjusted for cost of living

32% IU Health's Inpatient fees are **32% higher** than the national average as a percentage of Medicare

46% IU Health's Outpatient fees are **46% higher** than the national average as measured by a Standardized Pricing Model adjusted for cost of living

31% IU Health's Outpatient fees are **31% higher** than the national average as a percentage of Medicare

44% Overall, 44% higher than national average.

Source: September 2020 Study by RAND Corporation

3 important questions that Hoosiers should ask of IU Health System:

1. Would you be willing to lower your prices to the national average, which would be a 44% reduction?

2. You are a not-for-profit hospital and pay no taxes. Why is your profit margin 14% when the national average is 3%?

3. You are not-for-profit hospital and pay no taxes. Why do you have \$7.8 billion in total cash and reserves?



PARKVIEW HEALTH

Quality of Care Rating



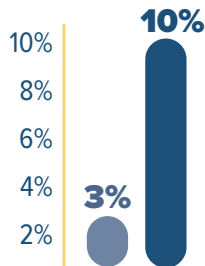
Source: CMS.gov

HEADQUARTERS: FORT WAYNE, IN

Parkview Health Financial Snapshot:

PARKVIEW HEALTH				
	2017	2018	2019	2020
Total Revenue	\$1,763,166,000	\$1,846,300,000	\$2,202,943,000	\$2,326,599,000
Total Expenses	\$1,562,213,000	\$1,734,849,000	\$1,917,560,000	\$2,090,871,000
Revenue Less Expenses (Profit)	200,953,000	111,451,000	285,383,000	235,728,000
Profit as % of Revenue	11%	6%	13%	10%
	2017	2018	2019	2020
Total Cash and Investments	\$1,482,230,000	\$1,642,890,000	\$1,586,079,000	\$2,066,589,000

Source: Indiana Department of Health 2020 Hospital Audited Financial Statements



PROFIT MARGIN

Between 2017-2020, Parkview Health averaged a 10% profit margin (The National Average was 3% between 2015-2018)



In 2019, **24 different** Parkview Health Executives earned more than **\$500,000**.

Among Parkview Health Executives earning more than \$500,000 annually, **12 earned in excess of \$1 million** annually.

AS OF DECEMBER 31, 2020, PARKVIEW HEALTH HAD MORE THAN

\$2 BILLION
(\$2,066,589,000)

IN CASH AND INVESTMENTS

Comparing Hospital Prices at Parkview Health System to National Averages:



Parkview Health's Inpatient fees are **18% higher** than the national average as measured by a Standardized Pricing Model adjusted for cost of living



Parkview Health's Inpatient fees are **30% higher** than the national average as a percentage of Medicare



Parkview Health's Outpatient fees are **85% higher** than the national average as measured by a Standardized Pricing Model adjusted for cost of living



Parkview Health's Outpatient fees are **80% higher** than the national average as a percentage of Medicare



Overall, 53% higher than the national average.

Source: September 2020 Study by RAND Corporation

3

Important questions that Hoosiers should ask of Parkview Health System:

1.

Would you be willing to lower your prices to the national average, which would be a 53% reduction?

2.

You are a not-for-profit hospital and pay no taxes. Why is your profit margin 10% when the national average is 3%?

3.

You are not-for-profit hospital and pay no taxes. Why do you have more than \$2 billion in total cash and reserves?