
Temple University Health System
Investor Conference Call
Period Ending March 31, 2025

May 13, 2025

T TEMPLE HEALTH



CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

Welcome to today's TUHS investor call. As identified on the invitation published on DAC, the material being reviewed with you today can be found on our website: [TUHS Investor Relations](#) within the Public Documents folder.

Certain statements included, incorporated by reference or verbally discussed, constitute projections or estimates of future events, generally known as forward-looking statements. These statements are generally identifiable by the terminology used such as “plan,” “expect,” “estimate,” “budget” or other similar words. These forward-looking statements include, but are not limited to, the information contained within this presentation and the financial statements being referenced as part of this presentation. By providing this information, TUHS is not committing to providing some or all such information in future investor communications.

The achievement of certain results or other expectations contained in such forward-looking statements involves known and unknown risks, uncertainties and other factors which may cause actual results, performance or achievements described to be materially different from any future results, performance or achievements expressed or implied by these forward-looking statements. Temple University Health System and their affiliates do not plan to issue any updates or revisions to those forward-looking statements if or when changes in its expectation, or events, conditions or circumstances on which such statements are based occur.

Participants

Temple University Health System



Michael Young
Chief Executive Officer
TUHS, Inc.



Jerry Oetzel
Chief Financial Officer
TUHS, Inc.

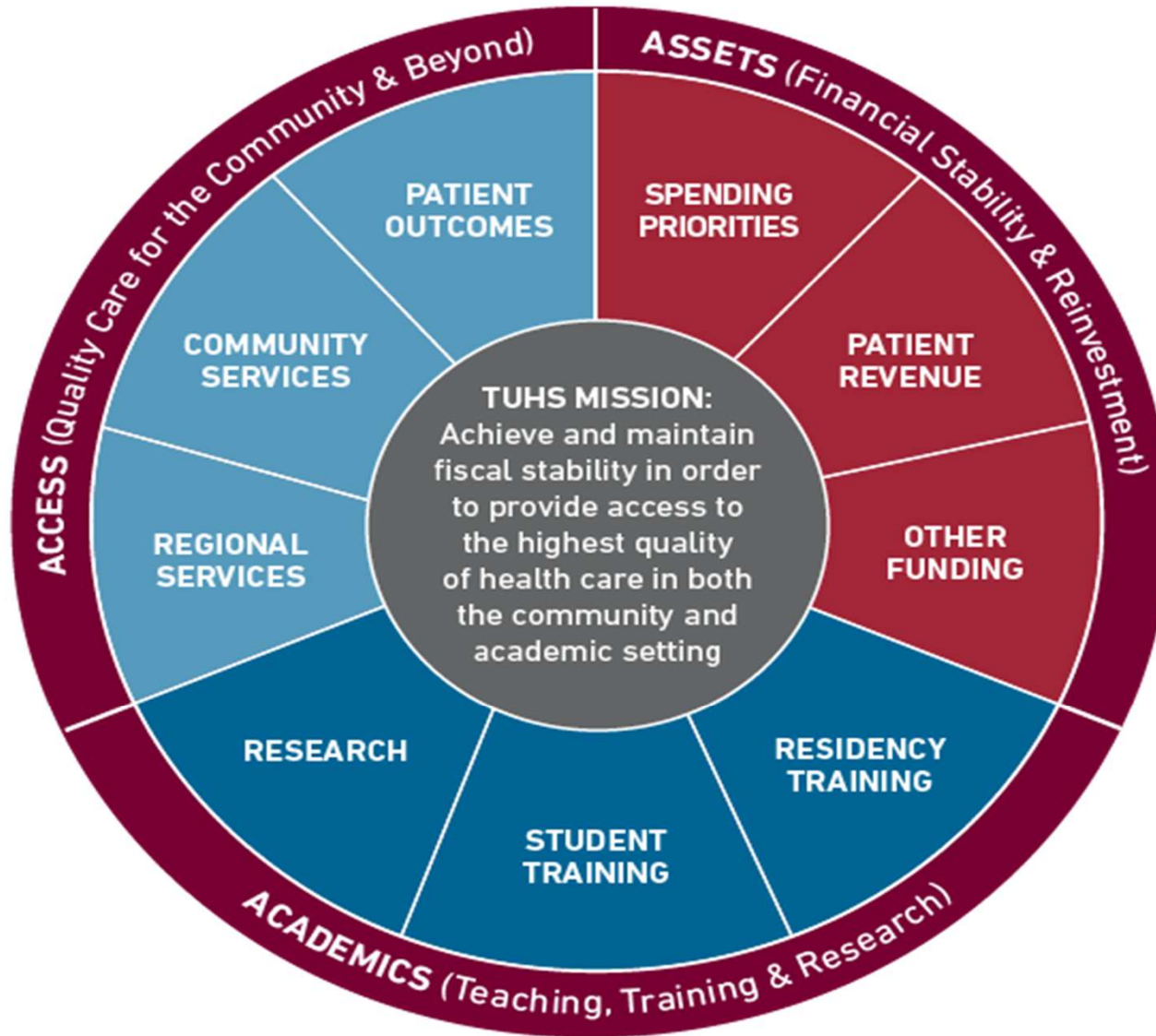


Michael DiFranco
Chief Accounting Officer
TUHS, Inc.

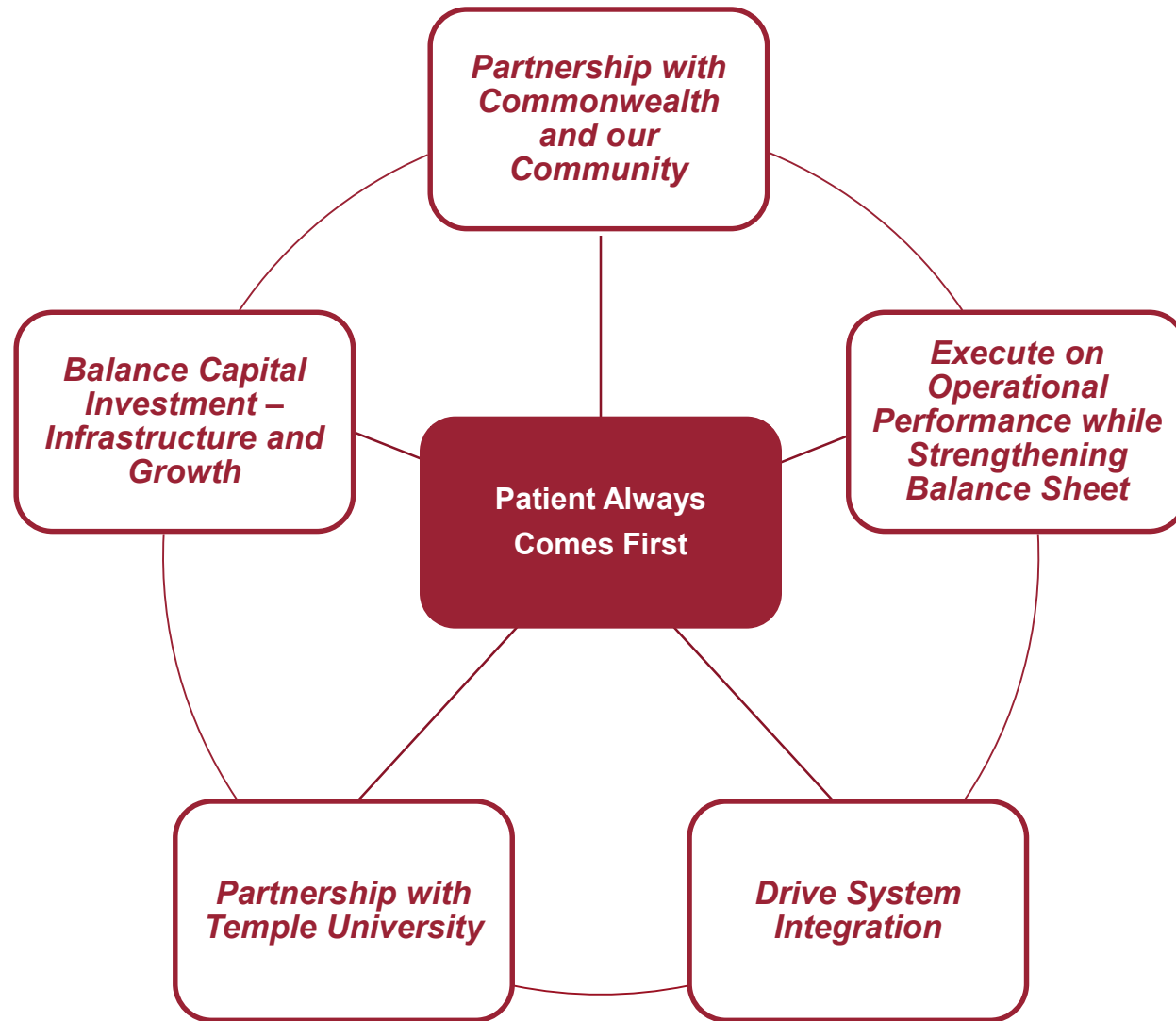


Abhi Rastogi
Chief Executive Officer
TUH, Inc.

Mission



Vision for the Future



Awards/Recognition

- TUH earned its **9th grade of 'A' from Leapfrog since 2020** in the Spring 2025 Leapfrog Hospital Safety Grade Report. Jeanes Campus also earned its 3rd consecutive 'A' Grade from Leapfrog in the Spring 2025 Report.
- 311 Temple Health physicians, representing 45 medical specialties, have been named to ***Philadelphia* magazine's "Top Doctors" List for 2025.**
- TUH Campuses earned **Healthgrades' 2025 Patient Safety Excellence Award**—the 2nd year in a row. Top 5% of Hospitals Nationwide. Includes Main, Jeanes, Episcopal, and Northeastern.
- TUH Campuses named to **Healthgrades 2025 Best Hospitals List**. Top 5% of Hospitals Nationwide.
- Don A. Baldwin, PhD was recognized on ***Modern Healthcare's* Innovator's Award list for 2025.**



Strategic Initiatives Update

- Temple Women's Hospital Campus Development – outpatient departments now open; OB hospital to open in late spring 2025.
- Lewis Katz School of Medicine establishing a new regional campus with Wellspan Health.
- FQHC initiative – formerly Temple Physicians, Inc. practice sites; conversion completed and operating well.
- Continued Fox Chase expansion – Buckingham, Chestnut Hill, New Jersey.
- Continued strategic focus on 340B pricing – 340B added programs include: Endocrinology, Rheumatology, GI, Hepatology, and Neurology at TUH-Jeanes, along with HIV Comprehensive Care, Burn, and Infectious Disease at TUH-Main.
- Continue to integrate services at Chestnut Hill with Temple University Hospital.

YTD March FY 25 – Income Statement

<i>TUHS Consolidated (Without CHH)</i>	Year-to-Date			Prior Year	
	Actual	Budget	V%	Actual	V%
1 Net Patient Service Revenue	2,233,166	2,072,853	7.7%	1,999,797	11.7%
2 Research Revenue	36,495	36,586	-0.2%	33,476	9.0%
3 Other Revenue	33,107	57,246	-42.2%	42,432	-22.0%
4 Total Operating Revenue	2,302,768	2,166,685	6.3%	2,075,705	10.9%
5 Salaries & Benefits	1,231,805	1,223,256	0.7%	1,149,507	7.2%
6 Professional Fees	71,857	65,640	9.5%	59,558	20.7%
7 Supplies	220,625	202,899	8.7%	196,504	12.3%
8 Pharmacy Drugs	385,849	312,306	23.5%	297,957	29.5%
9 Purchased Services & Other	160,245	165,482	-3.2%	185,505	-13.6%
10 Other Expenses	186,101	166,705	11.6%	142,869	30.3%
11 Total Operating Expenses	2,256,482	2,136,288	5.6%	2,031,900	11.1%
12 EBIDA	46,286	30,397	52.3%	43,805	5.7%
13 EBIDA Margin %	2.0%	1.4%		2.1%	
14 Depreciation	49,389	49,573	-0.4%	46,784	5.6%
15 Interest	12,164	10,772	12.9%	12,555	-3.1%
16 Operating Income	(9,185)	(23,740)	61.3%	(10,853)	15.4%
17 Other Investment Income	42,316	21,939	92.9%	62,162	-31.9%
18 Non-operating Income	(39,156)	(42,485)	7.8%	4,074	-1061.1%
19 Net Income	(6,025)	(44,286)	86.4%	55,383	110.9%

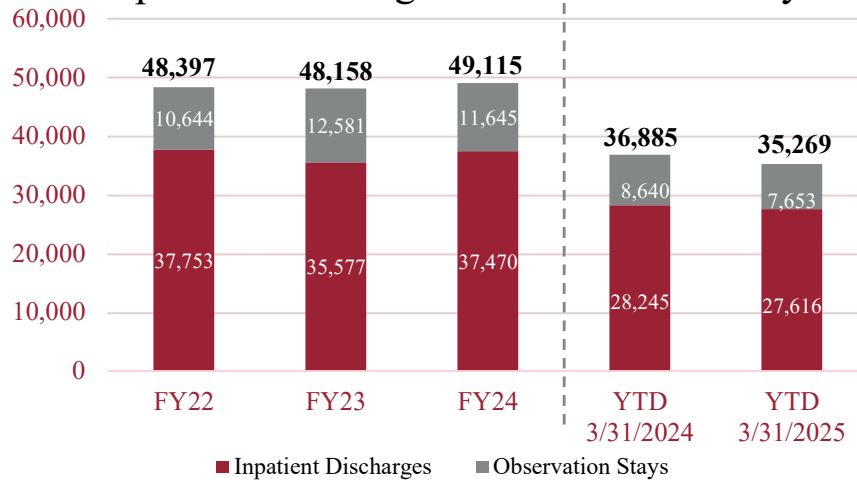
NOTE: Amounts above exclude equity loss in CHH of approximately (\$1M).

TUHS Consolidated Key Ops – March FY25 (excluding CHH)

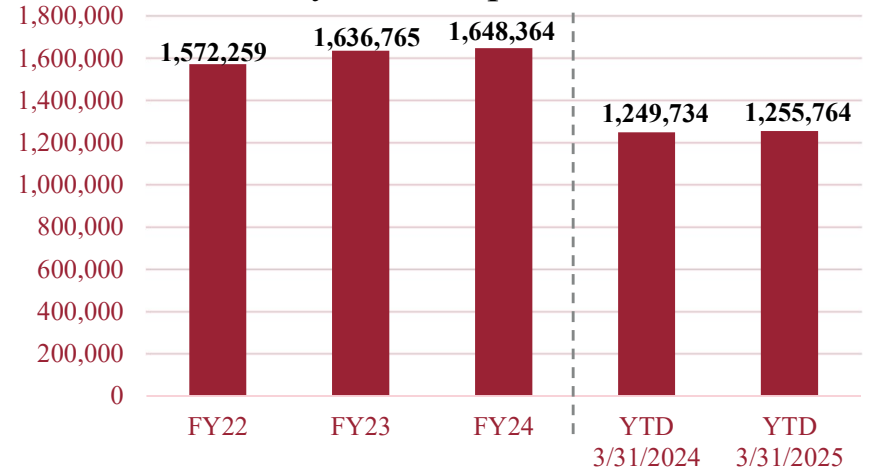
March FY2025		>5% unfavorable to budget	<5% unfavorable to budget	Favorable to budget			
		YTD				Rolling 6 Month Trend	
Key Operating Indicators		Actual	Budget	Var		PY	Var
1	Inpatient Acute Discharges	26,138	27,171	(1,033)	🟡	26,721	(583) 🟡
2	Observation Discharges	7,653	8,646	(993)	🔴	8,640	(987) 🔴
3	Total Discharges	34,021	36,103	(2,082)	🔴	35,635	(1,614) 🟡
4	Births	1,383	1,643	(260)	🔴	1,585	(202) 🔴
5	OR - Inpatient	6,345	6,889	(544)	🔴	6,887	(542) 🔴
6	OR - Outpatient	10,547	10,604	(57)	🟡	10,677	(130) 🟡
7	Total Surgeries	16,892	17,493	(601)	🟡	17,564	(672) 🟡
8	Transplants	328	279	49	🟢	256	72 🟢
9	CMI	2.02	1.97	0.05	🟢	1.99	0.03 🟢
10	Total Census Days including BH	222,365	219,133	3,232	🟢	218,059	4,306 🟢
11	% of Observation Days to Total Census	7.0%	7.7%	-0.7%	🔴	7.6%	-0.6% 🔴
12	Total Inpatient Acute LOS (incl IICN)	6.58	6.04	0.53	🔴	6.22	0.35 🔴
13	Behavioral Health LOS	24.68	25.40	(0.72)	🟢	29.27	(4.59) 🟢
14	Observation LOS	2.04	1.96	0.08	🟡	1.92	0.13 🔴
15	Avg Daily Census incl Observations	812	800	12	🟢	793	19 🟢
16	% Occupancy on Staffed Beds (including Observations)	87.4%	86.0%	1.4%	🟢	85.1%	2.3% 🟢
17	Avg Daily Discharges	101	105	(4)	🟡	103	(2) 🟡
18	ED Visits	112,804	120,948	(8,144)	🔴	120,440	(7,636) 🔴
19	ED Inpatient Discharges	18,854	19,534	(680)	🟡	19,232	(378) 🟡
20	% of Acute Inpatient Discharges (admitted from ED)	71.5%	71.1%	0.4%	🟢	71.2%	0.3% 🟢
21	Total OP Registrations	571,515	592,424	(20,909)	🟡	570,372	1,143 🟢
22	Infusion Treatment Visits	37,739	38,205	(466)	🟡	36,101	1,638 🟢
23	Physician Visits	684,249	703,118	(18,869)	🟡	679,362	4,887 🟢
24	FTEs - paid hours	10,845	11,003	(159)	🟢	10,443	402 🟡
25	FTEs per adj occupied bed	3.94	4.11	(0.17)	🟢	4.15	(0.21) 🟢
26	Days in AR	47	52	(5.1)	🟢	59	(12.2) 🟢
27	Days Cash on Hand	115	123	(9)	🔴	118	(3) 🟡

TUHS Key Utilization Statistics

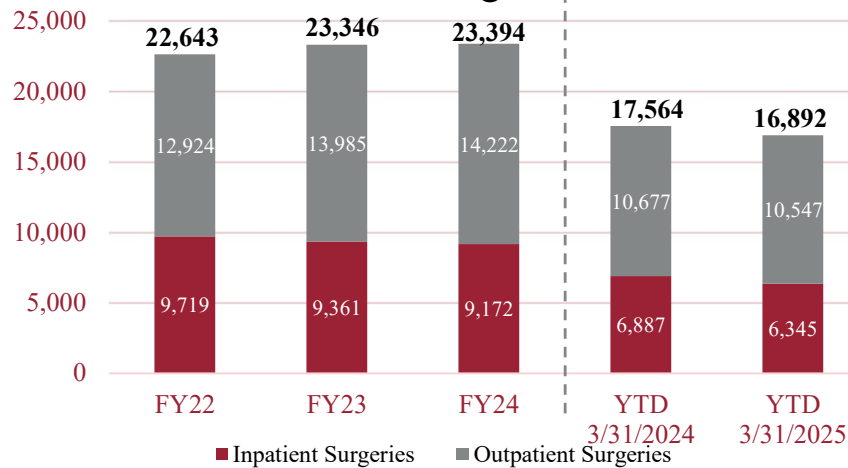
Inpatient Discharges & Observation Stays



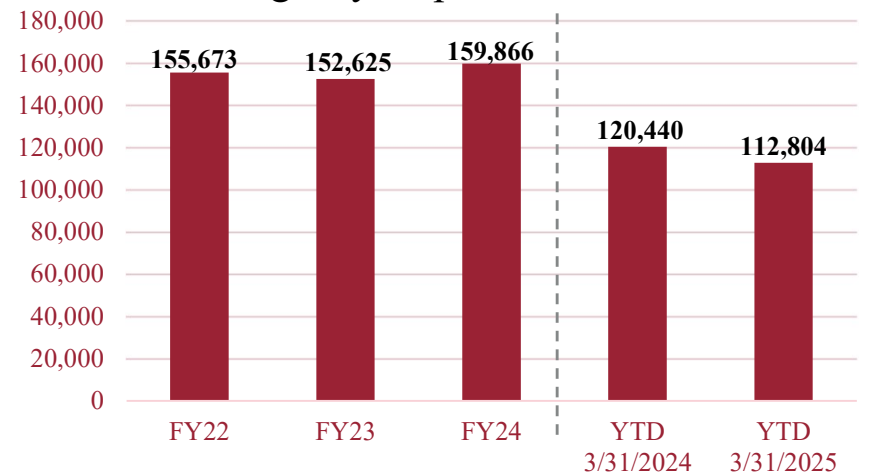
Health System Outpatient Visits



Total Surgeries

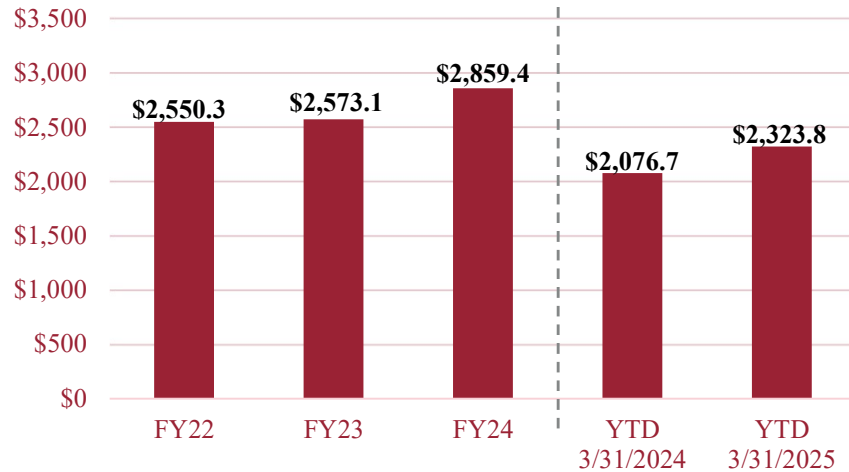


Emergency Department Visits

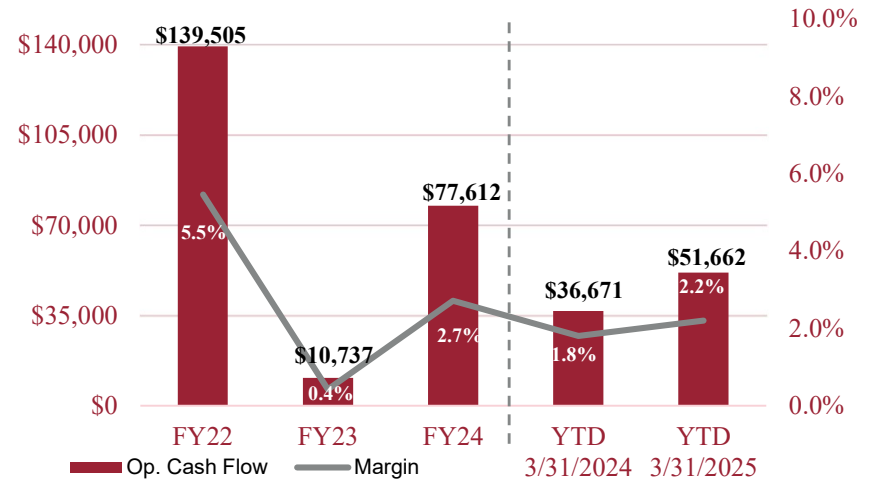


TUHS Operating Performance

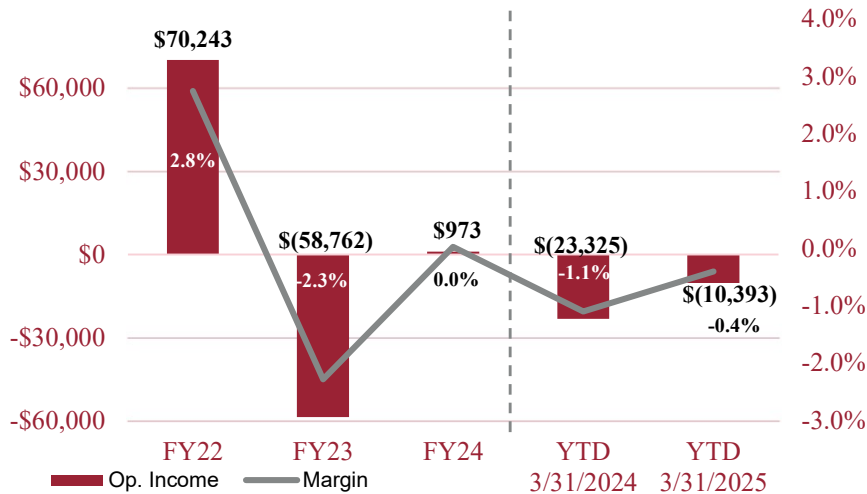
Total Revenue (In Millions)



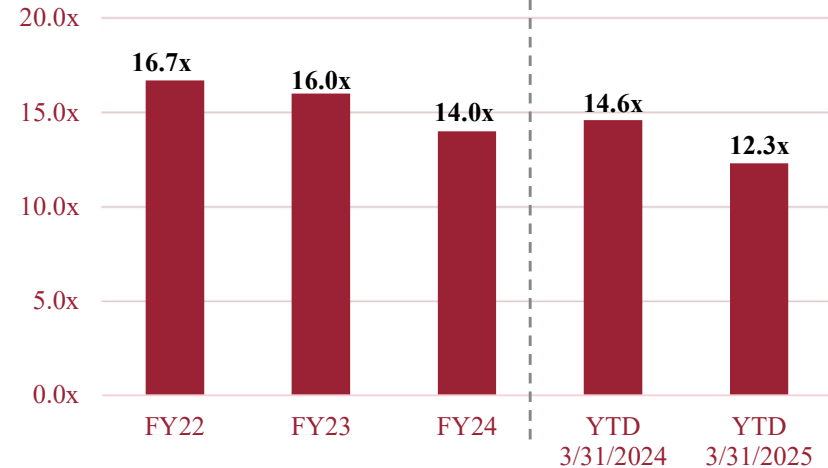
Operating EBIDA



Operating Income

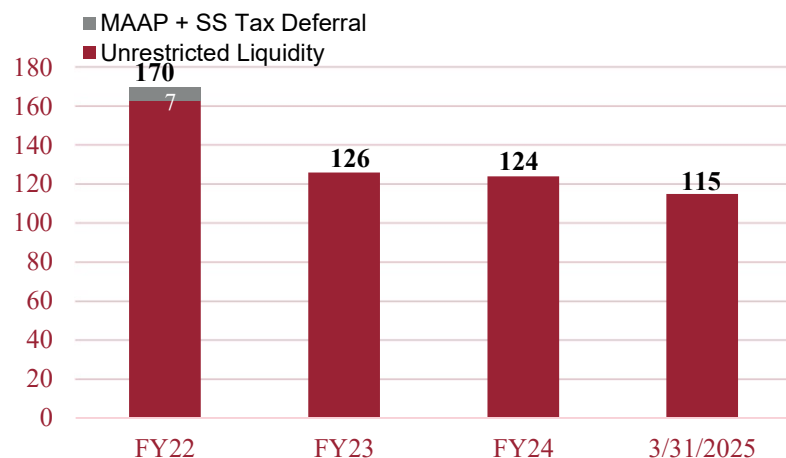


Debt-to-Revenue

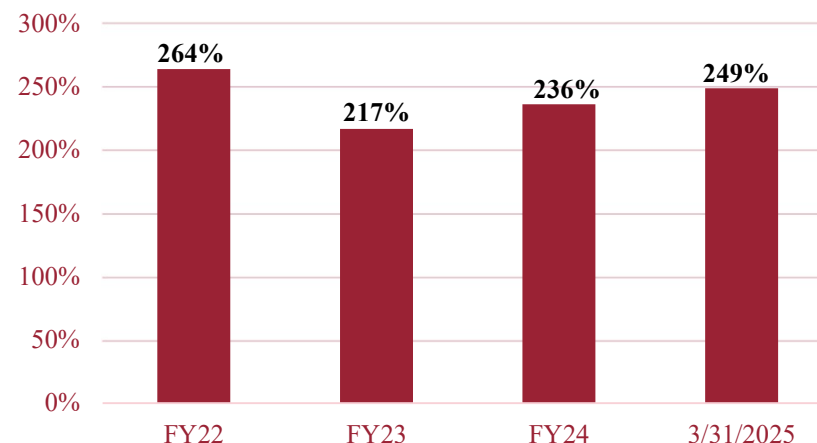


TUHS Balance Sheet Metrics

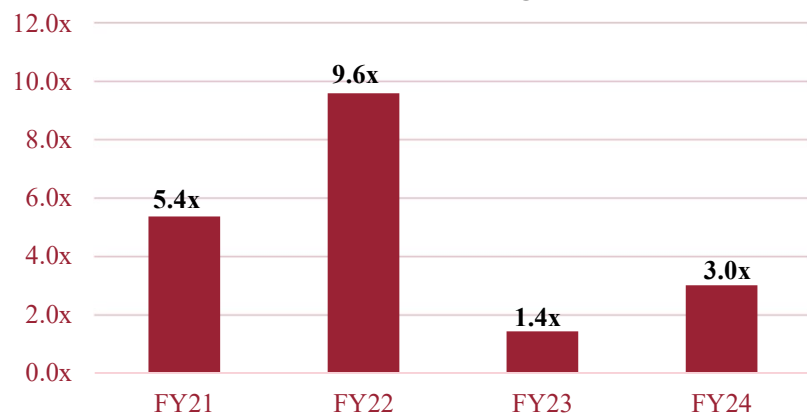
Days Cash on Hand



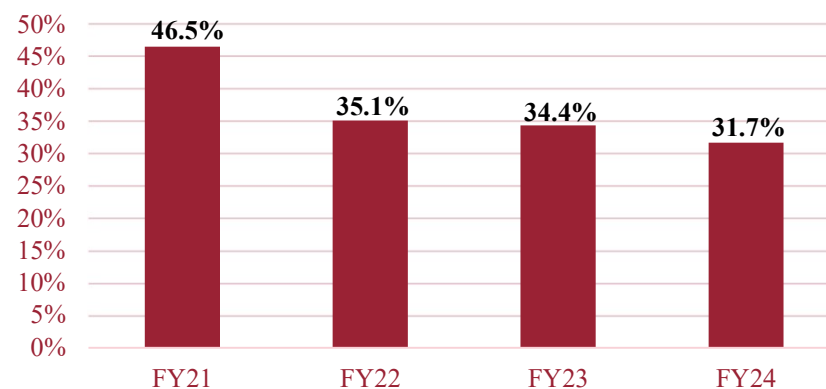
Cash-to-Debt



MADS Coverage



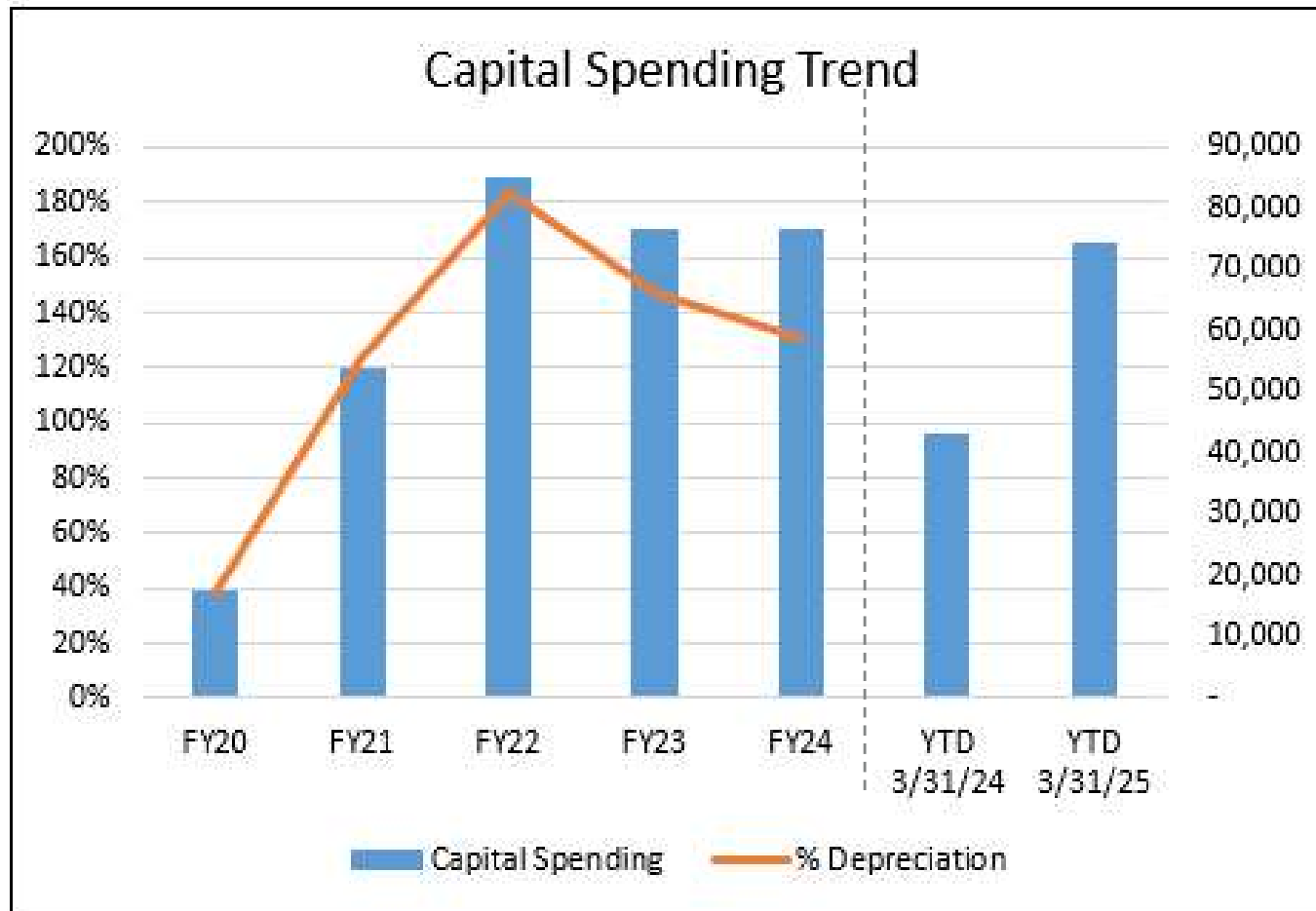
Debt-to-Capitalization



(1) Liquidity and applicable ratios for FY20 thru FY22 include advance funding from Medicare and others to be repaid. FY22 thru FY24 also includes proceeds from the sale of HPP which are reflected in FY22 thru FY24 financials.

(2) MADS Coverage and Debt-to-capitalization reflect Obligated Group.

Capital Spending



Key Takeaways

- An essential service provider in the Philadelphia market.
- Strong partnership with Temple University and Lewis Katz School of Medicine.
- Medical staff housed within TUHS, allowing for coordination of the full continuum of care.
- High acuity and high-quality brand in the market.
- Continued strong transplant performance in FY2025.
- Improving financial position at the main campus and CHH.
- Management team successfully implementing strategic plan resulting in strong financial turnaround in FY 2024, and continuing into FY 2025.

TEMPLE HEALTH

Temple Health refers to the health, education and research activities carried out by the affiliates of Temple University Health System (TUHS) and by the Lewis Katz School of Medicine at Temple University. TUHS neither provides nor controls the provision of health care. All health care is provided by its member organizations or independent health care providers affiliated with TUHS member organizations. Each TUHS member organization is owned and operated pursuant to its governing documents.