

# Allina Health System Quarterly Financial Disclosure Statement



SIX MONTHS ENDED JUNE 30, 2020  
OVERVIEW OF THE SYSTEM

For additional information please visit [www.allinahealth.org](http://www.allinahealth.org)  
Direct questions regarding disclosure information to [treasury@allina.com](mailto:treasury@allina.com)



# Allina Health System

## Quarterly Financial Disclosure Statement

Six Months Ended June 30, 2020

### Table of Contents

Certification	2
Overview of the System	3
2020 Unaudited Financial Statements	
Allina Health System – Consolidated	13
Allina Obligated Group – Combined	25
Consolidating Statements	29
Management’s Discussion and Analysis of Results of Operations	32
Consolidated Utilization Statistics	39
Debt and Investment Analysis	40

# Allina Health System

## Quarterly Financial Disclosure Statement

Six Months Ended June 30, 2020

### Officer's Certification

I, the undersigned, being the Executive Vice President and Chief Financial Officer of Allina Health System ("Allina Health"), a Minnesota non-profit corporation, do hereby certify and declare that the accompanying interim consolidated financial statements of the Allina Health System and the Allina Obligated Group for the six months ended June 30, 2020, have been prepared in reasonable detail and are accurate in accordance with generally accepted accounting principles applied on a basis consistent with the accounting practices reflected in the annual financial statements.

These interim financial statements were developed by Allina Health and were not audited by an independent accounting firm.

Dated: August 12, 2020

By: /s/ Richard Magnuson

Richard Magnuson

Executive Vice President – Chief Financial Officer

Allina Health System

# Allina Health System

## Quarterly Financial Disclosure Statement

Six Months Ended June 30, 2020

### OVERVIEW OF THE SYSTEM

#### Introduction

Allina Health System, primarily doing business as Allina Health, is a Minnesota non-profit corporation and an integrated health care delivery network serving the communities in the greater Minneapolis-St. Paul (the “Twin Cities”) metro area, spanning the counties from the area west of Minneapolis to the western part of Wisconsin. Allina Health is anchored by three Twin Cities metro area hospitals and is supported by a network of community hospitals, including two critical access hospitals. Allina Health is staffed by employed physicians and a large aligned provider network. With nearly 27,400 full- and part-time employees, Allina Health is one of the largest employers in Minnesota. Allina Health’s consolidated net revenue for the six months ended June 30, 2020 was \$2.0 billion. As an integrated health care system that includes hospitals; employed physicians; emergency medical services, ambulatory, pharmacy, homecare and hospice services; and an automated electronic medical record system, Allina Health is a leader in health care in the Minneapolis/St. Paul area and greater Minnesota and is well-positioned for the continued evolution of health care delivery.

Allina Health is guided by its mission:

*“We serve our communities by providing exceptional care,  
as we prevent illness, restore health and provide comfort to all who entrust us with their care.”*

And orients its services and activities around the vision of Whole Person Care:



**Whole Person Care** Mind | Body | Spirit | Community

*“Whole Person Care is an approach that recognizes all factors impacting health are connected –  
mind, body, spirit and community.”*

Both the mission and vision have permeated all parts of the organization. This deep belief in the mission and the commitment to Whole Person Care guides what Allina Health aspires to build as an organization. All Allina Health employees believe that they should be taking care of more than just the clinical needs of their patients, and also considers the non-clinical components of their patients’ lives as they provide exceptional care and to drive the organization’s thinking about what it means to “care for the entire patient.”

Allina Health owns and operates ten hospitals and jointly owns and operates one other hospital. These include urban tertiary care, suburban community and rural hospitals. Allina Health hospitals provided nearly 43,900 inpatient admissions and nearly 477,400 outpatient visits during the six months ended June 30, 2020. As of June 30, 2020, Allina Health hospitals had licensed bed capacity of 2,451 acute care beds, 1,771 of which were staffed for inpatient services.

Allina Health provides clinical services through its Allina Health Group and hospital-based physicians and employs 1,460 physicians. These physicians include approximately 770 in the Allina Health Group, which controls and operates 65 clinics and operates the clinical services lines. They include approximately 250 hospitalists in three hospitalist programs operated by Allina Health on the Abbott Northwestern, United, and Mercy hospital campuses. They include approximately 80 physicians consisting of cardiologists, cardiothoracic and vascular surgeons within Allina Specialty Associates, Inc. (“ASA”), operating under the name Minneapolis Heart Institute®. In addition, these physicians include approximately 360 specialty physicians including intensivists, perinatologists, and psychiatrists in the Allina Health hospitals. Allina Health physicians and allied professionals



generated more than 3,308,958 work RVUs<sup>1</sup> during the six months ended June 30, 2020. The Allina Integrated Medical (“AIM”) Network aligns Allina Health physicians, 2,000 independent medical physicians, and more than 20 hospitals to deliver market-leading quality and efficiency in patient care. Allina Health is a comprehensive health care system and has one of the largest physician networks in Minnesota.

The Twin Cities market has experienced stable population growth for the past several years. Allina Health continues to have a stable and leading market share in the metropolitan area, with a 32.0% inpatient market share as of December 31, 2019.

Allina Health has a strong market position in key clinical service lines relative to its competitors. Allina Health’s main strengths are in cardiovascular and neuroscience, with strong market competitive services in orthopedics. Allina Health also sees opportunities in oncology due to the fragmented nature of this service in the Twin Cities metro area.

The impact of responding to the global COVID-19 pandemic, as well as the unrest throughout the Twin Cities in the aftermath of the killing of George Floyd are discussed throughout this document.

## Strategy

Allina Health believes that strategic focus is more important than ever to its success. Allina Health’s strategy to best serve its patients and communities in a rapidly evolving health care marketplace rests on three key pillars:

- Strengthening Customer Care and Experience
- Investing in Our People and Culture
- Transforming Our Business to Deliver Greater Value.

Allina Health believes that investing in these key pillars will enable it to deliver unprecedented “Whole Person Care,” an approach that recognizes the interdependency of four key determinants of health: Body, Mind, Spirit and Community. Allina Health is able to focus on delivering high-value care in an integrated, coordinated and seamless fashion to patient populations increasingly defined by complex clinical and non-clinical issues.

Allina Health has targeted performance and cost improvement over the next five years through a rigorous and comprehensive approach to allow the organization to fund future operational and strategic needs. Success in Allina Health’s market role will require the organization to deliver market-leading outcomes and value, and generate capital for role-enabling investments. This capital will be generated partly through the savings that will result from the implementation of performance improvement initiatives.

### Strengthening Customer Care and Experience

Allina Health believes that its work to continually improve and integrate care and deliver a compassionate and exceptional patient experience remains essential and ongoing. Allina Health believes that the way in which it designs, offers and markets its services must center on customers who expect:

- Empowerment of health and information
- Improved experience: integration and access on demand
- Holistic care
- Pricing that is transparent and lowers costs.

As a system, Allina Health strives to be a high-value, complex care coordinator for our patients and communities. Solving consumer issues, including the growing gap between consumer expectations and actual experience, also supports Allina Health’s future market role as a care coordinator by connecting all of the necessary services for a patient’s unique needs.

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<sup>1</sup> Relative Value Unit (“RVU”) is a measure of relative resource utilization.

To address this imperative, Allina Health is pursuing both enterprise-wide tactics and building specific capabilities to pursue a better consumer experience through:

- Next-generation approach to consumer experience design
- Offering non-traditional services based on consumer demand and preferences
- Building out a portfolio of innovative products and services
- Understanding how to balance resources for development of the consumer portfolio.

Innovation has been a key strategic initiative for Allina Health to identify alternative and innovative business opportunities to help better cater to the consumer patient, and to advance Allina Health's organizational strategy and mission while positively impacting Allina Health's operating results. Allina Health has identified key disruptive trends that will be a focus for innovation experiments moving forward; driving at new care models, capabilities and consumer products.

One example of recent innovation at Allina Health is the opening of new Allina Health Everyday Clinics inside Hy-Vee grocery stores. The first two Allina Health Everyday Clinics opened in April 2018 inside the Eagan Hy-Vee and the Lakeville Hy-Vee grocery stores. A third Allina Health Everyday Clinic opened in September 2018 inside the Robbinsdale Hy-Vee grocery store and four more Allina Health Everyday Clinics opened in 2019 in the Brooklyn Park, Maple Grove, New Hope and Plymouth Hy-Vee grocery stores. The Allina Health Everyday Clinics are staffed by Allina Health board-certified advance practice clinicians and offer convenient care for minor illnesses and rapid laboratory testing for patients aged 18 months and older. Another innovative effort of Allina Health includes a joint venture with Presbyterian Homes, called Genevive, which provides geriatric care for older adults with complex medical conditions in assisted living and long-term care. Genevive provides these services via value based payments for Medicare and Medicaid patients. In addition, in 2015, Allina Health entered into a transaction with Health Catalyst. This innovative transaction leverages Health Catalyst's data analytic capabilities to accelerate outcomes improvement at Allina Health.

Allina Health has also made significant investments in its digital platform, empowering its patients with the information to make decisions and to interact with its providers. Relative to the national health care market, Allina Health's digital capabilities are leading edge with strong services in digitized self-service like online bill pay, scheduling, patient education and monitoring.

## Investing in Our People and Culture

Allina Health intends to continue to invest in its talent by fostering a relationship-driven culture rooted in its values. Health care has grown from an intimate "family doctor" model to a large hospital-based system that can feel impersonal and complicated for patients. Now, far too often, health care is not alleviating stress for patients but adding to it, and those who need care the most often cannot make sense of it. The confusion and costs of health care have added suffering to the very people who need healing and comfort. Allina Health strives to empower and support employees so they can focus on delivering exceptional care. Allina Health expects that this further investment will help employees feel an even stronger connection to the organization and the work they do and help provide even better experiences and outcomes for patients.

The following strategic initiatives aimed at "Investing in Our People and Culture" provide the foundation for Whole Person Care to come to life across the system:

**Commitment to Safety and Quality:** Prevent harm and encourage a culture where all employees speak up and feel empowered.

Allina Health is doubling down on this principle by adopting the successful systems of high-reliability organizations, such as extending safety huddles across the system and engaging in a system wide program that will provide each employee with the language, tools and standardized processes to respond to and prevent harm.

**Allina Health Leadership Model:** Continuing to enable leaders to be their best and creating collaborative, engaging environments where all employees understand their value, feel the organization's investment in them, and see opportunities for development.

The Allina Health Leadership Model describes a mindset and set of capabilities that, when exhibited consistently across the system, extend the impact of individuals into a collective group of caregivers that rely on each other. It also creates effective, simplified systems and helps employees understand how to consistently show up to be their best.

**Allina Health Improvement System:** A structured approach, process and tools aimed at improving care, building trust and engaging those who are closest to the work of care delivery.

Allina Health applies Lean methodology to continuously improve work processes through the elimination of waste while incorporating the ideas of “Continuous Incremental Improvement” and “Respect for People.”

**Diversity, Equity and Inclusion:** In the aftermath of the death of George Floyd, which occurred blocks from Allina Health’s headquarters and Abbott Northwestern Hospital, the organization is accelerating its plans around Diversity, Equity and Inclusion, along with its commitment to the long-term recovery of the communities that incurred significant damage in the unrest.

Key components of the plan include increasing diversity at all levels in the organization with a focus on leadership, providing implicit bias training to leaders throughout the organization in order to build leader readiness to ensure that the culture is trusting, supportive and collaborative. Additional work includes building infrastructure throughout the organization to support this work and to create accountability for achieving progress.

Anchoring to Whole Person Care, this work will create the strategies, plan and system wide approach to help bring to life Allina Health’s commitment to providing and enhancing a workplace culture where all employees feel safe, respected and empowered to fulfill Allina Health’s mission. This work will be done in partnership with the Health Equity and Community Benefit & Engagement teams through a comprehensive roadmap.

## **Transforming Our Business to Deliver Greater Value**

In order to execute on this pillar of Allina Health’s strategy, Allina Health’s focus is on cost and payment structure, market differentiation and partnerships.

### **Cost and Payment Structure**

To support the health of its patients and communities, Allina Health is philosophically committed to delivering increasingly higher-value care and performing on outcomes-based payment models. Allina Health additionally believes that it must evolve the current reimbursement model so that it can be reimbursed for services that matter to its patients and help make care more efficient, effective and affordable. Allina Health believes that expanding care management services, using data to inform best practice and collaborating with partners will be key to transforming not only its business, but patient care.

The vision of Whole Person Care guides and reinforces this philosophy throughout the organization – from leadership to front-line providers. Leadership believes that expanding Allina Health’s portfolio of outcomes-based risk contracts will enable Allina Health to create and deliver value.

Allina Health recognizes that outcomes-based risk contracts are a necessary step to financial sustainability, especially in government payer segments. Allina Health has successfully built up the capabilities required to manage risk and does not want to lose those capabilities or halt the internal momentum to value-based care. Therefore, Allina Health plans to expand its outcomes-based risk contract portfolio in a measured fashion to gain experience, manage uncontrollable risk and maintain a focus on providing value more broadly. Allina Health is implementing a phased approach that aligns with Allina Health’s goal of pursuing outcomes-based risk contracts that builds scale over time.

### **Allina Health and Aetna Health Plan**

In January 2017, Allina Health and Aetna signed an agreement to create a jointly owned health plan company, Allina Health and Aetna Insurance Company (AHAIC), which provides an innovative health care option for employers and consumers in the greater Twin Cities area. This jointly owned health plan is intended to fully align the incentives and capabilities of a national insurer and major local health system in ways that Allina Health expects to lead to improved health outcomes and cost management.

Ownership structure for the partnership is designed to streamline the patient experience by combining the power of insurer and provider data, coordinating integrated care teams and providing health insurance benefits and administrative services.

The Minnesota Department of Commerce issued a Certificate of Authority for AHAIC in August 2017, which makes AHAIC an officially licensed health insurance provider and, at the time, the first new insurance company to enter the Minnesota market in many years. AHAIC began offering large group (51 or more members) products in 2018 and began to offer a Medicare Advantage product in 2019. As of January 1, 2020, AHAIC has grown to cover approximately 24,000 lives.

### Partnerships

For Allina Health to achieve the “complex care coordinator” component of its future role, the organization must be equipped to care for patients throughout their entire care journey. Given that this journey typically occurs over multiple care settings and organizations, partnerships at all levels of operations must be a core competency for Allina Health.

Allina Health has developed a set of inviolable principles that will guide consideration for potential partners. These principles will be a lens for leadership to use as they consider potential partners and whether those partnerships will be worth further analysis. These principles are meant to be broad, but also reflect a clear distillation of priorities. The principles are the following:

- Align culturally and strategically to improve care for our communities
- Ensure communities across our footprint will continue to have access to high-quality, affordable, patient-centered care
- Deliver continued commitment to Whole Person Care
- Yield demonstrably greater value than we could achieve on our own.

With these principles in mind, Allina Health continuously assesses its portfolio of assets and services with a view toward opportunities for partnerships, acquisitions and divestitures. This process of assessment includes ongoing discussions with various prospective affiliation partners, including independent physician groups, third party consultants and managers, technology companies, retail entities, venture capital and other providers of clinical and administrative services, both regional and national, about potential transactions. Many of these potential transactions are of a magnitude and scope that individually would not be material to the overall financial and operating condition of Allina Health, but may involve capital outlay both initially and on an ongoing basis, as well as investment of other resources by Allina Health and its partners.

## **Other Recent Initiatives and Developments**

### Impact of and Planning for COVID-19

Allina Health entered the COVID-19 pandemic in a strong financial and operational position, with total 2019 revenue of \$4.47 billion and second half operating income of approximately \$94 million. As previously disclosed, Allina Health experienced patient service revenue losses of approximately \$40 million per week during a seven week shutdown of non-emergent procedures that ended May 10, 2020.

In the remaining six weeks of the second fiscal quarter and continuing through the date of this disclosure, Allina Health has adapted to operating in a COVID-19 environment while delivering the full spectrum of care in the communities it serves. While inpatient hospital admissions were reduced by almost 40% in April 2020, versus April 2019, such activity had recovered to 90% of the comparable period as of the end of June 2020. Surgeries, which were reduced by 75% in April 2020, recovered to 55% of the comparable 2019 period in May 2020 and more than 80% of 2019 volumes in June 2020. Operating income for the month of June 2020 was \$4.5 million, versus an approximately \$85 million operating loss for the second quarter.

While recovering capacity to deliver patient care, Allina Health has undertaken initiatives to ensure its operational and financial stability for the duration of the pandemic and beyond.

### *Equipment, Supply Chain and Surge Capacity*

Under Minnesota Governor Walz’s executive order 20-51 allowing resumption of non-emergent procedures (the “Order”), any facility that offers procedures that utilize personal protective equipment (“PPE”) or ventilators must develop and implement an internal oversight structure and written plan, following State Department of Health guidance (a “Plan”). Plan requirements



include a process for prioritizing cases; collaboration to ensure adequate supplies and capacity are available to respond to a potential surge in COVID-19 cases without resorting to crisis standards of care; the reduction or cessation of low- and medium-priority procedures in the event of a surge in COVID-19 cases; patient, staff and visitor screening and testing protocols and conservation of PPE. Pursuant to the Order, public PPE reserves will not be available for use in non-COVID procedures and scheduling of non-emergent procedures may be subject to continued availability of capacity for treatment of COVID-19 patients.

Pursuant to Minnesota executive order 20-74, a copy of Allina Health's COVID-19 preparedness plan is accessible [here](#).

Allina Health is also screening all patients, employees and visitors to its facilities for COVID-19 symptoms in addition to requiring masking. Allina Health is testing all surgical patients for COVID-19 as part of pre-operative care, all hospital inpatients, as well as all other symptomatic patients, and has added HEPA filters to create negative pressure in designated inpatient rooms to accommodate viral patients. Allina Health is closely monitoring its supply of PPE through a dashboard that care staff have access to.

Current information on COVID-19 case volumes and statewide preparedness is available at <https://mn.gov/covid19/data/covid-dashboard/index.jsp> and <https://mn.gov/covid19/data/response-prep/response-capacity.jsp>. Such information is not incorporated herein, and Allina Health undertakes no duty to maintain or update such materials.

While to date, pandemic conditions in Minnesota and Wisconsin have not required Allina Health to activate surge protocols, there is no guarantee that delivery of patient care will not be limited by future public health measures and directives, maintenance of adequate supplies and capacity for patient care, or an increase in COVID-19 case volume in the near-term or long-term.

#### *Expense Reduction; Capital Planning*

Allina Health is implementing labor and non-labor expense reduction and cash conservation measures for the remainder of 2020. Recent actions to preserve the financial health of the organization include delaying capital projects not already underway; amendments to contracts with vendors; temporary and long-term furloughs, layoffs and suspension of merit pay increases for non-contract staff as well as reductions of certain benefits.

#### *Government Assistance*

Allina Health has benefited from government assistance in the second quarter and since, receiving \$321 million in funds through the Centers for Medicare & Medicaid Services (CMS) advance payment program ("APP Funds") in April 2020<sup>1</sup>. These advanced funds will begin to be paid back starting August 2020 through a process established by CMS. APP funds will be recognized under revenue as earned during the payback process. Through June 30, 2020, Allina Health has also received and recognized as other revenue, \$108.4 million from state funding sources and the first three releases under the Coronavirus Aid, Relief and Economic Security Act ("CARES Act").<sup>2</sup> Additional CARES Act funding of \$51 million was received in July 2020. Allina Health expects to apply for all appropriate COVID-19 related resources, but the availability of further grants, reimbursements or funding provisions under the CARES Act or other government programs is not assured. While government assistance has been very appreciated and helpful to support health care operations during the pandemic, the current and anticipated funds received will not make Allina Health whole and we still expect to absorb losses related to the pandemic response.

#### *Liquidity, Debt and Investments*

As of June 30, 2020, Allina Health had \$986 million in cash, cash equivalents and short-term investments (\$439 million net of APP Funds and line of credit draws) that serve as an institutional liquidity reserve within an overall investment portfolio of approximately \$3.1 billion. An additional \$1.6 billion of this portfolio could be accessed in seven days or less. To increase its

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<sup>1</sup> Amount equal to 100% of three months' Medicare payments, except for acute care hospitals (100% of six months) and critical access hospitals (125% of six months). Payments under the Medicare Accelerated and Advance Payment Program will be recouped by CMS beginning 120 days after receipt by the provider by withholding future Medicare fee-for-service payments. The program currently requires that any outstanding balance remaining after 12 months must be repaid by the provider or be subjected to a 10.25% interest rate.

<sup>2</sup> CARES Act grants received to date are not required to be repaid provided that recipients attest to and comply with certain terms and conditions, including limitations on balance billing and not using funds received to reimburse expenses or losses that other sources are obligated to reimburse.

liquidity profile, Allina Health increased its lines of credit by \$200 million in April and subsequently has fully drawn upon these lines of credit. The total drawn is \$225.8 million. Allina Health entered into a 364-day Term Loan Agreement dated August 5, 2020, with Wells Fargo Bank, National Association in the amount of \$100 million.

To simplify its debt structure and align financial covenants with revenue flow, Allina Health has redeemed its Health Care System Revenue Notes, Series 2014, which were outstanding in the principal amount of \$16,790,000. In addition, Allina Health has worked with lenders to proactively amend outstanding credit agreements<sup>1</sup>.

Additional discussion on the financial impact of COVID-19 begins on page 32 under *Management's Discussion and Analysis of Results of Operations*.

#### Abbott Northwestern Hospital Infrastructure Updates

Allina Health's Board of Directors has approved approximately \$200 million of capital expenditures for infrastructure updates at Abbott Northwestern Hospital to maintain its status as the premier quaternary hospital in the Allina Health system. While the capital expenditures have been approved for these projects, actual cash flow may not occur for up to two years as additional planning is done. It is expected that the projects will be completed in approximately three years once they are initiated.

#### Allina Health Oncology Institute

Allina Health expects to commit substantial resources, capital or otherwise, to launch a novel organizational construct, fashioned after larger "hybrid" community and National Cancer Institute designated cancer centers. This "Institute" model is expected to enable Allina Health to align systemwide incentives, management responsibilities and decision making under a central function, with appropriate involvement from partners in this clinical service line. The Institute model, in addition to offering an expanded suite of oncology services, reflects Allina Health's commitment to prevention and detection, substantial emphasis on tumor-specific specialization, the importance of physician alignment and the array of people and processes needed to deliver whole-person cancer care. The model also reflects how a diverse and complex condition is managed across a network – balancing the programs that need to be concentrated and those that can be delivered close to home with equivalent quality. Allina Health expects that the Institute's network will span the full care continuum and open opportunities for growth and collaboration that are expected to create enriching professional opportunities, highly distributed access for patients, and top-decile clinical and experiential outcomes for Allina Health's community.

#### Abbott Northwestern Hospital Anesthesia Providers

Abbott Northwestern Hospital issued a Request for Proposal (RFP) for anesthesiology services and received proposals from six groups (including the incumbent, American Anesthesiology of Minnesota). Abbott Northwestern Hospital selected Minneapolis Anesthesia Partners and gave notice in June 2019 to terminate its exclusive anesthesia agreement with American Anesthesiology of Minnesota. After Abbott Northwestern Hospital gave notice to American Anesthesiology of Minnesota, American Anesthesiology of Minnesota gave notice to terminate its other agreements to provide service at all other Allina entities (Owatonna Hospital, District One Hospital, the Orthopedic Institute Surgery Center, and the WestHealth Surgery Center). Allina and American Anesthesiology of Minnesota negotiated a common termination date at all locations of February 3, 2020 and Minneapolis Anesthesia Partners entered into agreements to provide services at each of these locations.

#### Allina Health Ambulatory Surgery Center Strategy

Allina Health is committed to an accelerated and significant expansion of its ambulatory surgery platform involving the commitment of resources, capital or otherwise, as well as potential partnerships with experienced leaders in ambulatory surgery center operations and management. This will enable efficient, cost-effective and high-quality consumer-facing care consistent with its payer strategies and rapidly evolving reimbursement models, and aligned to advance Allina Health's vision as the high-value, integrated complex care coordinator for its community.

In January of 2020, Allina Health announced a joint venture with Surgical Care Affiliates (SCA) to run and develop efficient, multi-specialty care centers. SCA is a nationally renowned group with a network of more than 210 ambulatory surgery centers

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<sup>1</sup> <https://emma.msrb.org/RE1364936-RE1060714-RE1470315.pdf>

performing more than one million procedures per year. The joint venture could develop up to a dozen new ambulatory surgery centers over the next five years.

#### Apple Valley Medical Clinic

Effective February 1, 2020, Allina Health acquired substantially all assets of the Apple Valley Medical Clinic in Apple Valley, Minnesota and began to operate the clinic as an Allina Health clinic. Allina Health employs seven primary care physicians at this location and also operates an urgent care. Prior to the acquisition of the assets of the Apple Valley Medical Clinic, Allina Health and the Apple Valley Medical Clinic were the sole tenants in the Apple Valley Medical Center. In addition to Apple Valley Medical Clinic's primary care clinic and urgent care, Allina Health offers an array of services on the second floor of the building, including Courage Kenny Rehabilitation Institute, Allina Health Pharmacy, United Imaging, and 15 specialties in the United Specialty Center.

### **Credit Ratings**

In September 2019, Moody's Investor Services affirmed Allina Health's bond rating of Aa3. The outlook is negative.

In September 2019, Fitch Ratings affirmed Allina Health's bond rating of AA-. The outlook is stable.

In September 2019, Standard & Poor's Ratings Services affirmed the AA- rating of Allina Health. The outlook is negative.

The complete rating agency reports are available at [www.dacbond.com](http://www.dacbond.com); [www.moody.com](http://www.moody.com); [www.fitchratings.com](http://www.fitchratings.com); or [www.standardandpoors.com](http://www.standardandpoors.com).

## Executive Leadership Team

Following are the Executive Leadership Team members and their biographies:

### **Penny Wheeler, MD (62)** – President and Chief Executive Officer

Dr. Wheeler is the President and Chief Executive Officer. Prior to her appointment as CEO, effective January 1, 2015, she served as the Chief Clinical Officer, a position she held since March 2006. As a board-certified obstetrician/gynecologist, Dr. Wheeler has served patients at Women's Health Consultants in Minneapolis and taught as an associate professor of obstetrics and gynecology at the University of Minnesota. She has served as President of Abbott Northwestern Hospital's medical staff, as Chair and Vice-Chair of the hospital's obstetrics and gynecology department and on numerous committees. Dr. Wheeler served on the Allina Health Board of Directors from 2002 until 2006, where she was Chair of the Quality Committee. Her educational background includes an undergraduate degree with honors from the University of Minnesota, and Doctor of Medicine from the University of Minnesota Medical School.

### **Richard Magnuson (57)** – Executive Vice President, Chief Financial Officer

Mr. Magnuson was appointed Chief Financial Officer in January, 2017. Prior to joining Allina Health, Mr. Magnuson was the Chief Financial Officer of City of Hope, based in California. Mr. Magnuson previously held various finance and executive positions with Group Health in Seattle, Washington, and Fletcher Allen Health Care in Burlington, Vermont. Mr. Magnuson also served Allina Health from 1987 to 2004 in a variety of financial leadership roles. Mr. Magnuson received his bachelor's degree in accounting and finance from Augsburg College in Minneapolis, and a master's degree from the University of St. Thomas in Minneapolis. In addition to Finance, Mr. Magnuson also has operational responsibility for Payer Relations and Contracting, Supply Chain Management and Revenue Cycle Management.

### **Lisa Shannon (54)** – Executive Vice President, Chief Operating Officer

Ms. Shannon joined Allina Health as Chief Operating Officer in July, 2017. Prior to joining Allina Health, Ms. Shannon was the President, Health System Delivery of KentuckyOne Health. Prior to joining KentuckyOne, Ms. Shannon held various executive positions with Spectrum Health in Grand Rapids, Michigan, including three years as Chief Operating Officer. Ms. Shannon also served as Vice President, Ambulatory Services at OhioHealth in Columbus, Ohio. Ms. Shannon received her bachelor's degree from Bowling Green State University in Ohio, and a Master of Business Administration from Franklin University in Columbus, Ohio. The Chief Operating Officer has oversight responsibility for Allina Health's hospitals, primary and specialty care divisions, and information systems.

### **Elizabeth Truesdell Smith (57)** – Senior Vice President, General Counsel and Secretary to the Allina Health Board of Directors

Ms. Smith assumed the role of General Counsel in February 2009. She joined the Allina Health Legal and Risk Management department in 2000. In 2007, Ms. Smith began leading Allina Health's medical-legal team as its Vice President. Before coming to Allina Health, Ms. Smith practiced as a trial lawyer for eight years with a focus on hospital and health law, medical professional liability and medical products liability litigation. She has worked in biomedical laboratory research at Harvard Medical School and in biomedical ethics at Boston University and the University of Minnesota. Ms. Smith earned a Master of Public Health with a health law and bioethics concentration from Boston University School of Public Health and a Juris Doctor from the University of Minnesota Law School. Ms. Smith also has operational responsibility for Risk Services.

### **Ann Madden Rice (63)** – Senior Vice President, Allina Health Operations, and President, Abbott Northwestern Hospital

Ms. Rice was appointed President of Abbott Northwestern Hospital in October 2018. Ms. Rice came to Allina Health from the University of California, Davis, Medical Center in Sacramento, California, where she was Chief Executive Officer. She previously served as Chief Financial Officer and Chief Executive Officer for the University of Iowa Hospitals and Clinics. Ms. Rice has a bachelor's degree in industrial administration from Iowa State University and a master's degree in accounting from the University of Iowa.

### **Sara J. Criger (59)** – Senior Vice President, Allina Health Operations, and President, Mercy Hospital and United Hospital

Ms. Criger was appointed President of Mercy Hospital in July 2012. Prior to joining Allina Health, Ms. Criger was Vice President, HealthEast Care System, and Chief Executive Officer, St. Joseph's Hospital, both based in St. Paul, Minnesota, for five years. Ms. Criger has more than 28 years of experience in managing large hospitals and clinics. Ms. Criger holds a bachelor's degree in business administration from Western Connecticut State University and a Master of Health Services Administration from the University of St. Francis. Ms. Criger also has operational responsibility for Buffalo Hospital, Cambridge Medical Center, St. Francis Regional Medical Center, Mental Health Services and patient experience.

**Christine Moore (50)** – Senior Vice President, Chief Human Resources Officer

Ms. Moore joined Allina Health as Senior Vice President, Chief Human Resources Officer in August 2015. Prior to joining Allina Health, Ms. Moore was Vice President, Talent and Organizational Development, of Ecolab. Ms. Moore holds a bachelor's degree in economics from Scripps College and a doctorate in organizational psychology from Claremont Graduate University.

**Jonathan Shoemaker (50)** – Senior Vice President, Chief Information and Improvement Officer

Mr. Shoemaker was appointed Senior Vice President, Chief Information and Improvement Officer in November 2016. He joined Allina Health in 2005. Prior to joining Allina Health, Mr. Shoemaker held information services roles within hospital and ambulatory settings. He also worked with a national consulting firm focusing on information technology. Mr. Shoemaker holds a bachelor's degree in history from the University of Minnesota and a Master of Public Administration from the University of Minnesota. Mr. Shoemaker has operational responsibility for information services, clinical equipment services and health information management.

**Jeffrey Shoemate (53)** – Senior Vice President, Chief Marketing and Communications Officer

Mr. Shoemate joined Allina Health as Senior Vice President, Chief Marketing and Communications Officer in March 2018. Prior to joining Allina Health, Mr. Shoemate was Chief Marketing Officer of Harken Health. He has also held leadership positions in marketing and communications at UnitedHealth Group and Best Buy. Mr. Shoemate holds a bachelor's degree in history from Union College in Schenectady, New York, and a Master of Business Administration from the University of Minnesota.

**Timothy Sielaff, MD (57)** – Chief Medical Officer and Senior Vice President, Specialty Care and Research

Dr. Sielaff was appointed Chief Medical Officer and Senior Vice President, Specialty Care and Research in February 2015. Dr. Sielaff has been a hepatopancreatobiliary surgeon for 15 years. Dr. Sielaff's educational background includes a Bachelor of Science from the University of Wisconsin-Madison, a Doctor of Medicine from the Medical College of Virginia, a Doctor of Philosophy from the University of Minnesota-Department of Surgery, and a Master of Health Care Administration from the University of St. Thomas.

**Sarah Kleaveland Kupczak (56)** – Senior Vice President, Chief Compliance Officer

Sarah Kleaveland Kupczak joined Allina Health as Senior Vice President, Chief Compliance Officer in January 2020. Ms. Kleaveland Kupczak came to Allina Health from Ascension in Glendale, Wisconsin, where she served as Regional Compliance Officer. Prior to this role, Ms. Kleaveland Kupczak held leadership positions at Wheaton Franciscan Healthcare as the Vice President, Corporate Compliance, and Columbia St. Mary's as Director, Risk and Compliance. Ms. Kleaveland Kupczak has a master's degree and ABD in Economics from the University of Michigan. She earned her law degree from University of Virginia School of Law following bachelor's degrees in political science and economics at the University of Iowa.

**David Slowinske (45)** – Senior Vice President of Operations, Allina Health Group

Mr. Slowinske was appointed Senior Vice President of Operations for Allina Health Group in January 2020. Mr. Slowinske joined Allina Health in 2012 as the Director of Operations for the Penny George™ Institute for Health and Healing. He served as Vice President of Operations for Courage Kenny Rehabilitation Institute, orthopedic and spine clinical service lines and the Penny George Institute before moving into the role of Vice President of Operations for Allina Health Group, overseeing the quality, experience and administrative functions, in addition to Primary Care, Mental Health and the Penny George Institute. Prior to joining Allina Health, Mr. Slowinske held leadership roles with HealthPartners, Cardinal Health and Allegiance Healthcare. He has served the community through the American Cancer Society's Minnesota State Leadership Council, and board of director roles with Westfield Hospital and Axis Healthcare. Mr. Slowinske holds a bachelor's degree in business administration from Illinois Wesleyan University and a Master of Business Administration from DePaul University Kellstadt Graduate School of Business.

**Scott Leighty (57)** – Senior Vice President of Operations, Regional Hospitals and Clinical Services

Scott Leighty joined Allina Health in June 2020. Mr. Leighty came to Allina Health from Atrium Health in Charlotte, North Carolina, where he led a division of enterprise clinical services, achieving top decile performance through system-wide standardization, local integration and continuous improvement. He previously served in an executive roles at Mercy Medical Center – North Iowa in Mason City, Iowa and OhioHealth in Columbus, Ohio. Mr. Leighty has a bachelor's degree from Yale University and a Master of Business Administration from the Kellogg School of Management, Northwestern University.



# Allina Health System

## Consolidated Balance Sheets

(Unaudited)

(Dollars in thousands)

	June 30 2020	December 31 2019
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 644,620	\$ 174,288
Short-term investments	341,461	471,112
Patient accounts receivable, net	433,574	543,509
Inventories	92,332	75,256
Other current assets	155,540	124,922
	<u>1,667,527</u>	<u>1,389,087</u>
Long-term investments	2,073,169	2,119,432
Investments with limited uses	170,672	166,877
Land, buildings, and equipment, net	1,290,808	1,275,489
Operating lease right of use assets, net	210,124	219,542
Other assets	306,082	308,965
Total assets	<u>\$ 5,718,382</u>	<u>\$ 5,479,392</u>
<b>Liabilities and net assets</b>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 442,088	\$ 453,277
Current portion - long-term debt	25,356	26,735
Current portion - operating lease liabilities	32,413	30,348
Other current liabilities	666,553	140,636
	<u>1,166,410</u>	<u>650,996</u>
Long-term debt	1,174,134	1,192,228
Long-term portion operating lease liabilities	193,904	205,505
Other liabilities	411,349	383,010
Total liabilities	2,945,797	2,431,739
Net assets:		
Without donor restriction	2,605,418	2,880,307
With donor restriction	167,167	167,346
Total net assets	<u>2,772,585</u>	<u>3,047,653</u>
Total liabilities and net assets	<u>\$ 5,718,382</u>	<u>\$ 5,479,392</u>

# Allina Health System

## Consolidated Statements of Operations and Changes in Net Assets

(Unaudited)

(Dollars in thousands)

	Six Months Ended		Three Months Ended	
	June 30 2020	June 30 2019	June 30 2020	June 30 2019
Revenue:				
Patient service revenue	1,737,669	2,014,606	752,741	1,023,768
Other operating revenue	236,664	135,926	174,229	65,918
Total revenues	<u>1,974,333</u>	<u>2,150,532</u>	<u>926,970</u>	<u>1,089,686</u>
Expenses:				
Salaries and benefits	1,362,953	1,381,390	658,151	696,576
Supplies and services	462,921	501,609	208,189	257,332
Depreciation and amortization	93,110	91,315	46,559	45,274
Financing costs	25,622	22,678	12,806	12,021
State assessments and taxes	43,937	49,968	20,087	25,266
Utilities and maintenance	36,614	36,126	18,220	16,690
Other operating expenses	101,571	99,111	47,892	50,947
Total expenses	<u>2,126,728</u>	<u>2,182,197</u>	<u>1,011,904</u>	<u>1,104,106</u>
Operating loss	(152,395)	(31,665)	(84,934)	(14,420)
Nonoperating:				
Investment return	(89,164)	162,885	156,187	54,111
Interest rate swap agreements	(29,740)	(20,344)	(917)	(12,100)
Other	(3,902)	(3,406)	(3,000)	(1,790)
(Deficit) excess of revenues over expenses	<u>\$ (275,201)</u>	<u>\$ 107,470</u>	<u>\$ 67,336</u>	<u>\$ 25,801</u>

Continued on next page.

# Allina Health System

## Consolidated Statements of Operations and Changes in Net Assets

(Unaudited)

(Dollars in thousands)

	Six Months Ended		Three Months Ended	
	June 30 2020	June 30 2019	June 30 2020	June 30 2019
<b>Net assets without donor restrictions</b>				
(Deficit) excess of revenue over expenses	\$ (275,201)	\$ 107,470	\$ 67,336	\$ 25,801
Net assets released from restrictions for capital purposes	839	1,455	85	727
Amortization of unrealized loss on interest rate swap agreement	437	437	218	218
Other	(964)	6,790	(478)	220
(Decrease) increase in net assets without donor restrictions	(274,889)	116,152	67,161	26,966
<b>Net assets with donor restrictions</b>				
Contributions	9,835	7,341	3,203	4,188
Investment return	(7,028)	11,813	10,096	3,598
Net assets released from restrictions	(2,989)	(4,570)	(904)	(2,026)
Other	3	(184)	2	(53)
(Decrease) increase in net assets with donor restrictions	(179)	14,400	12,397	5,707
(Decrease) increase in net assets	(275,068)	130,552	79,558	32,674
Net assets at beginning of period	3,047,653	2,720,596	2,693,027	2,818,474
Net assets at end of period	<u>\$ 2,772,585</u>	<u>\$ 2,851,148</u>	<u>\$ 2,772,585</u>	<u>\$ 2,851,148</u>

See accompanying notes.

# Allina Health System

## Consolidated Statement of Cash Flows

(Unaudited)

(Dollars in thousands)

	Six Months Ended	
	June 30 2020	June 30 2019
<b>Operating activities</b>		
(Decrease) increase in net assets	\$ (275,068)	\$ 130,552
Adjustments to reconcile increase in net assets to net cash and cash equivalents provided by operating activities:		
Depreciation and amortization	93,110	91,315
Gain on sale of land, buildings, and equipment	(527)	(745)
Change in fair value of interest rate swaps	24,916	16,111
Change in realized and unrealized loss (gain) on investments, net	114,957	(156,322)
Restricted contributions including cash for long-lived assets	(9,835)	(7,341)
Loss (earnings) on joint ventures	2,927	(3,767)
Distributions received from joint ventures	2,615	3,398
Changes in assets and liabilities:		
Accounts receivable	109,935	(28,724)
Other current assets	(44,045)	(28,400)
Accounts payable and other current liabilities	(12,341)	(3,679)
Other assets and liabilities	231	(6,683)
Net cash and cash equivalents provided by operating activities	6,875	5,715
<b>Investing activities</b>		
Proceeds from sales of land, buildings, and equipment	2,298	4,147
Purchases of land, buildings, and equipment	(110,199)	(110,622)
Contributions of cash for long-lived assets	111	16
Purchases and sales of investments classified as trading, net	57,161	(216,501)
Contributions to joint ventures	-	(800)
Net cash and cash equivalents used in investing activities	(50,629)	(323,760)
<b>Financing activities</b>		
Restricted contributions, net	5,570	7,325
Advanced Medicare Payments	322,006	-
Line of Credit Draws	225,815	-
Change in outstanding checks payable	(20,752)	(30,451)
Principal payments of long-term debt	(18,553)	(1,386)
Proceeds from issuance of long-term debt	-	300,000
Deferred debt acquisition costs	-	(4,305)
Net cash and cash equivalents provided by financing activities	514,086	271,183
Increase (decrease) in cash and cash equivalents	470,332	(46,862)
Cash and cash equivalents at beginning of year	174,288	135,580
Cash and cash equivalents at end of period	\$ 644,620	\$ 88,718

See accompanying notes.

# Allina Health System

## Abridged Notes to the Consolidated Financial Statements

Six Months Ended June 30, 2020 and 2019

(Unaudited)

(Dollars in thousands)

### 1. Patient Revenue and Accounts Receivable

Patient service revenue is reported at the amount that reflects the consideration to which Allina Health expects to be entitled in exchange for providing patient care. These amounts are due from patients, third-party payers (managed care and government programs), and others and includes variable consideration for retroactive revenue adjustments due to settlement of audits, reviews, and investigations. Revenue is recognized as performance obligations are satisfied.

Performance obligations are determined based on the nature of the services provided. Revenue for performance obligations satisfied over time is recognized based on actual charges incurred in relation to total charges. Performance obligations satisfied over time relate to inpatient acute care and outpatient services. Revenue for performance obligations satisfied at a point in time is recognized when goods or services are provided and Allina Health does not believe it is required to provide additional goods or services to the patient. Performance obligations for patients that are in house at period end generally complete within days or possibly weeks of period end, therefore are estimated on a pro rata basis.

Allina Health determines the transaction price based on standard charges for goods and services provided, reduced by contractual adjustments provided to third-party payers, discounts provided to uninsured patients in accordance with Allina Health policy, and /or implicit price concessions provided to uninsured patients. Estimates of contractual adjustments and discounts are based on contractual agreements, discount policy, and historical experience. Estimate of implicit price concessions are based on historical collection experience with this class of patients.

Agreements with third-party payers typically provide for payments at amounts less than established charges. Payment arrangements with major third-party payers included Medicare, Medicaid and managed care payers.

Laws and regulations concerning government programs, including Medicare and Medicaid, are complex and subject to interpretation. Compliance with such laws and regulations may also be subject to future government review and interpretation as well as significant regulatory action, including fines, penalties, and potential exclusion from the related programs. There can be no assurance that regulatory authorities will not challenge Allina Health's compliance with these laws and regulations, and it is not possible to determine the impact (if any) such claims or penalties would have upon Allina Health. In addition, contracts with commercial payers also provide for retroactive audit and review of claims.

Settlements with third-party payers for retroactive adjustments due to audits, reviews, or investigations are considered variable consideration and are included in the determination of the estimated transaction price for providing patient care.

These settlements are estimated based on the terms of the payment agreement with the payer, correspondence from the payer and historical settlement activity, including an assessment to ensure that it is probable that a significant reversal in the amount of cumulative revenue recognized will not occur when the uncertainty associated with the retroactive adjustment is subsequently resolved. Estimated settlements are adjusted in future periods as adjustments become known, or as years are settled or are no longer subject to such audits, reviews, and investigations. Allina Health utilizes a process to identify and appeal certain settlements by government payers. Additional reimbursement is recorded in the year the appeal is successful. During the six months ended June 30, 2020 and 2019, successful appeals, cost report settlements, and other adjustments to prior year estimates of variable consideration resulted in an increase in net patient revenue of \$7,715 and \$9,243, respectively.



# Allina Health System

## Abridged Notes to the Consolidated Financial Statements

Six Months Ended June 30, 2020 and 2019

(Unaudited)

(Dollars in thousands)

### Patient Revenue and accounts Receivable (continued)

Generally patients who are covered by third-party payers are responsible for related deductibles and coinsurance, which vary in amount. Allina Health also provides service to uninsured patients, and offers those uninsured patients a discount, either by policy or law, from standard charges. Allina Health estimates the transaction price for patients with deductibles and coinsurance and from those who are uninsured based on historical experience and current market conditions. The initial estimate of the transaction price is determined by reducing the standard charge by any contractual adjustments, discounts, and implicit price concessions. Subsequent changes to the estimate of the transaction price are generally recorded as adjustments to patient service revenue in the period of the change.

Allina Health provides care to patients regardless of their ability to pay. Therefore, Allina Health has determined it has provided implicit price concessions to uninsured patients and patients with other uninsured balances. The implicit price concessions included in estimating the transaction price represent the difference between amounts billed to patients and the amounts Allina Health expects to collect based on its collection history with those patients.

Patients who meet Allina Health's criteria for charity care are provided care without charge or at amounts less than established rates. Such amounts determined to qualify as charity care are not reported as revenue.

## 2. Fair Value Disclosures

Allina Health determines the fair value of its financial instruments based on the fair value hierarchy established in the Accounting Standards Codification (ASC) Topic 820, Fair Value Measurements, which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value.

Level 1 Inputs: quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date.

Level 2 Inputs: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly through corroboration with observable market data.

Level 3 Inputs: unobservable inputs for the asset or liability, that is, inputs that reflect the reporting entity's own assumptions about the assumptions market participants would use in pricing an asset or liability (including risk assumptions) developed based on the best information available in the circumstances.

# Allina Health System

## Abridged Notes to the Consolidated Financial Statements

Six Months Ended June 30, 2020 and 2019

(Unaudited)

(Dollars in thousands)

### Fair Value Disclosures (continued)

Inputs and valuation techniques for significant other observable and significant unobservable inputs are:

For level 2 and level 3 cash equivalents and fixed income assets that rely on significant other observable inputs and significant unobservable inputs, Allina Health employs multiple third-party information providers to help determine the fair value of the assets. Level 2 and level 3 securities in separately managed accounts are held at Bank of New York Mellon ("BNYMellon"), who acts as Trustee and Custodian for the assets. As Custodian, BNYMellon uses multiple pricing services to value the assets. The investment managers utilize their own pricing services and valuation processes. Any significant discrepancies between Custodian and investment manager values are reconciled on a monthly basis by the managers and BNYMellon. Allina Health also employs an investment consultant who researches significant pricing differences between the manager and custodian on a security by security basis. The consultant will notify the Custodian of any significant pricing issues.

For limited partnership assets and commingled monthly valued funds, Allina Health utilizes net asset value per share or its equivalent to determine the fair value of the assets. Allina Health has the ability to redeem its investment with the investee at net asset value per share (or its equivalent) at the measurement date, subject to notification period and other requirements specific to each investee.

Allina Health's financial assets and liabilities that are measured at fair value on a recurring basis were recorded using the fair value hierarchy at June 30, 2020, as displayed in the table below. Certain investments that are measured at fair value using the net asset value per share (or its equivalent) as a practical expedient have not been classified in the fair value hierarchy. The fair value amounts presented in the table are intended to permit reconciliation of the fair value hierarchy to amounts presented in the statements of consolidated balance sheets.

# Allina Health System

## Abridged Notes to the Consolidated Financial Statements

Six Months Ended June 30, 2020 and 2019

(Unaudited)

(Dollars in thousands)

### Fair Value Disclosures (continued)

	Total	Fair Value Measurements Using		
		Level 1	Level 2	Level 3
<b>Total Cash and Cash Equivalents</b>	\$ 644,620	644,620	-	-
<b>Investments - Trading Securities</b>				
Short-Term Fixed and Money Market	180,718	180,718	-	-
Equity	206,901	206,901	-	-
Fixed Income	1,244,462	404,993	839,469	-
Other Investments	132,014	132,014	-	-
Investments Accounted for at Net Asset Value	650,535			
<b>Total Investments - Trading Securities</b>	<b>\$ 2,414,630</b>	<b>924,626</b>	<b>839,469</b>	<b>-</b>
<b>Total Unrestricted Cash and Investments</b>	<b>\$ 3,059,250</b>	<b>1,569,246</b>	<b>839,469</b>	<b>-</b>
<b>Investments with Limited Uses - Trading Securities</b>				
Money Market Fund	\$ 38,158	38,158	-	-
Equity	11,508	11,508	-	-
Fixed Income	68,192	22,676	45,516	-
Real Return Mutual Funds	5,395	5,395	-	-
Multi-Asset Opportunistic Mutual Funds	2,007	2,007	-	-
Restricted Foundation Trusts	9,028	-	9,028	-
Investments Accounted for at Net Asset Value	36,474			
<b>Total Investments with Limited Uses</b>	<b>\$ 170,762</b>	<b>79,744</b>	<b>54,544</b>	<b>-</b>
<b>Total Cash and Investments</b>	<b>\$ 3,230,012</b>	<b>1,648,990</b>	<b>894,013</b>	<b>-</b>
<b>Liabilities:</b>				
Interest Rate Swaps	\$ 110,010	-	110,010	-

# Allina Health System

## Abridged Notes to the Consolidated Financial Statements

Six Months Ended June 30, 2020 and 2019

(Unaudited)

(Dollars in thousands)

### Fair Value Disclosures (continued)

Fair value measurements of investments in certain entities that calculate net asset value per share (or its equivalent) as of June 30, 2020, is as follows:

	Net Asset Value*	Unfunded Commitments	Redemption Frequency (if currently eligible)	Redemption Notice Period	Redemption Settlement Period
Global Bond Fund	\$ 93,370	-	Monthly	15 Days	Up to 30 days
Emerging Markets Equity Fund	78,589	-	Daily/Weekly	5/10 Days	Up to 7-10 days
Global Equity Fund	144,770	-	Bi-Monthly	10 Days	Up to 10 days
Private Capital Funds	132,434	\$ 225,103	Not redeemable	NA	NA
Equity Long/Short Hedge Funds	62,958	-	Monthly/Quarterly	5-90 Days	Up to 10-90 days
Emerging Market Debt Fund	40,600	-	Daily	Same Day	Up to 15 days
Opportunistic Fixed Income Hedge Funds	134,288	-	Qtrly/Semi-Annual	45-90 Days	1-90 days
	<u>\$ 687,009</u>	<u>\$ 225,103</u>			

\*Includes restricted and unrestricted assets

The Global Bond Fund invests in fixed and floating rate debt securities of governments and government-related entities, as well as derivatives. The net asset value of the fund has been estimated using the net asset value per share of the investment. The fund provides full disclosure of the underlying holdings.

The Emerging Markets Equity Fund category includes two funds that invest in emerging market equities. The net asset value of the fund has been estimated using the net asset value per share of the investments. The funds provide full disclosure of the underlying holdings.

The Global Equity Fund category includes one fund that invests in global equities. The net asset value of the fund has been estimated using the net asset value per share of the investment. The fund provides full disclosure of the underlying holdings.

The Private Capital Funds represent investments in private equity, private credit, and real assets. These funds include two limited partnership investments that focus on health care services and information technology companies, three limited partnerships that make venture capital investments in health care companies, a limited partnership that makes investments in early growth stage health care private equity investments, a limited partnership that makes senior secured and floating rate loans to middle market U.S. companies, a limited partnership that co-invests in intermediate-term opportunities sourced by absolute return, private capital, and real asset managers, a limited partnership that invests in value-add and opportunistic real estate, a limited partnership that invests in technology companies, a limited partnership that takes minority equity stakes in asset managers, a limited partnership that seeks out special situation and other opportunistic investments, two limited partnerships that invest in distressed and opportunistic real estate investments, a limited partnership that makes investments in single family rental properties, a limited partnership that makes investments in the financial services industry, two limited partnerships that make investments in companies in the energy industry, and a limited partnership that makes buyout investments globally. The value of the investments in this category has been estimated using the net asset value per share of the investments.

# Allina Health System

## Abridged Notes to the Consolidated Financial Statements

Six Months Ended June 30, 2020 and 2019

(Unaudited)

(Dollars in thousands)

### Fair Value Disclosures (continued)

Equity Long/Short Hedge Funds include six investments in hedge funds that invest both long and short in primarily U.S. and global common stocks through a hedge funds structure. This category also includes one market neutral hedge fund and one option writing strategy. The value of the investments in this category has been estimated using the net asset value per share of the investments.

The Emerging Market Debt Fund is an investment in a fund that invests in emerging market debt. The net asset value of the fund has been estimated using the net asset value per share of the investment.

Opportunistic Fixed Income Hedge Funds include investments in strategic fixed income and distressed debt hedge fund managers. These managers have the ability to invest across the capital structure and around the globe. The value of the investments in this category has been estimated using the net asset value per share of the investment.

### 3. Derivative Instruments

Allina Health uses interest rate swaps as a part of its risk management strategy to manage exposure to fluctuations in interest rates and to manage the overall cost of its debt. Four of the five interest rate swaps are used to hedge identified debt and interest rate exposures and are not used for speculative purposes. One of the interest rate swaps was issued in advance of an expected debt issuance and is not tied directly to any outstanding debt. Interest rate swaps are recognized as either other long-term assets or other long-term liabilities in accordance with the netting provisions in the counterparty agreement and are measured at fair value.

Allina Health accounts for its interest rate swaps as required by accounting guidance for derivatives and hedging. Allina Health's interest rate swaps are not designated as effective hedges for accounting purposes. Gains or losses resulting from changes in the fair values of the interest rate swaps are reported as non-operating gains or losses. Any differences between interest received and paid under non-hedged swap agreements are reported with the change in fair value of the swaps as non-operating gains or losses.

The following tables provide details regarding Allina Health's fair value of the derivative instruments:

Fixed Payer Interest Rate Swaps						
Swap	Balance Sheet Location	Fair Value Liability	Notional Outstanding	Rate Paid	Rate Received	Counterparty
2009B & C	Other liabilities	45,045	123,394	3.73%	% of Libor	JP Morgan
2009B & C	Other liabilities	15,040	41,131	3.74%	% of Libor	Wells Fargo
2007C	Other liabilities	30,824	117,450	3.58%	% of Libor	US Bank
2001	Other liabilities	18,702	48,705	5.17%	SIFMA	Goldman Sachs
1998A	Other liabilities	399	10,675	4.44%	SIFMA	Goldman Sachs
<b>Total</b>		<b>\$ 110,010</b>	<b>\$ 341,355</b>			



# Allina Health System

## Abridged Notes to the Consolidated Financial Statements

Six Months Ended June 30, 2020 and 2019

(Unaudited)

(Dollars in thousands)

### Derivative Instruments (continued)

As of June 30, 2020, Allina Health posted collateral of \$18,409 related to the swaps.

Fair value swap valuations require non-performance risk (i.e. credit risk) to be included in the valuation. Non-performance risk is defined as the risk that the obligation will not be fulfilled and affects the value at which the liability is transferred. This non-performance risk is determined by adjusting the discounting rate by a credit spread as of the reporting date. The addition of the credit spread to the discounting rate reduces the reported liability. The fair value reported liability of the swaps is approximately \$4,188 less than the mark-to-market valuations.

The following table provides details regarding the gains and (losses) from Allina Health's derivative instruments in the consolidated statements of operations, none of which are currently designated as hedging instruments. The 1998A swap was designated as a hedging instrument until December 31, 2008.

	Amount of gain (loss) on change in fair value recognized as non-operating: interest rate swap agreements		Amount of loss reclassified from unrestricted net assets into revenues over expenses as non-operating: interest rate swap agreements		Amount of interest paid to counterparty recognized as non-operating: interest rate swap agreements		Totals	
	Six months ended Jun. 30		Six months ended Jun. 30		Six months ended Jun. 30		Six months ended Jun. 30	
	2020	2019	2020	2019	2020	2019	2020	2019
2009 B&C	\$ (14,419)	\$ (8,860)	\$ -	\$ -	\$ (1,704)	\$ (1,599)	\$ (16,123)	\$ (10,459)
2007C	(7,314)	(4,658)	-	-	(1,539)	(1,094)	(8,853)	(5,752)
2001	(3,264)	(2,661)	-	-	(962)	(889)	(4,226)	(3,550)
1998A	81	67	(437)	(437)	(182)	(213)	(538)	(583)
	<u>\$ (24,916)</u>	<u>\$ (16,112)</u>	<u>\$ (437)</u>	<u>\$ (437)</u>	<u>\$ (4,387)</u>	<u>\$ (3,795)</u>	<u>\$ (29,740)</u>	<u>\$ (20,344)</u>

  

	Three months ended Jun. 31		Three months ended Jun. 31		Three months ended Jun. 31		Totals	
	Three months ended Jun. 31		Three months ended Jun. 31		Three months ended Jun. 31		Three months ended Jun. 31	
	2020	2019	2020	2019	2020	2019	2020	2019
2009 B&C	\$ 1,124	\$ (5,482)	\$ -	\$ -	\$ (1,228)	\$ (792)	\$ (104)	\$ (6,274)
2007C	449	(2,934)	-	-	(858)	(537)	(409)	(3,471)
2001	321	(1,615)	-	-	(466)	(446)	(145)	(2,061)
1998A	67	28	(218)	(218)	(108)	(104)	(259)	(294)
	<u>\$ 1,961</u>	<u>\$ (10,003)</u>	<u>\$ (218)</u>	<u>\$ (218)</u>	<u>\$ (2,660)</u>	<u>\$ (1,879)</u>	<u>\$ (917)</u>	<u>\$ (12,100)</u>

# Allina Health System

## Abridged Notes to the Consolidated Financial Statements

Six Months Ended June 30, 2020 and 2019

*(Unaudited)*

*(Dollars in thousands)*

### 4. Contingencies and Litigation

Allina Health is, from time to time, a defendant in various lawsuits arising in the ordinary course of business. Although the outcome of these lawsuits cannot be predicted with certainty, Allina Health believes the ultimate disposition of such lawsuits will not have a material adverse effect on Allina Health's financial condition.

Allina Health operates a Medicare and Medicaid billing compliance program designed to foster a culture that promotes prevention, detection and resolution of billing errors. It is a comprehensive program of policies, documentation, education, monitoring, reporting and enforcement designed to ensure to the maximum extent possible that claims submitted on behalf of the organization are accurate and supported by reliable documentation. The goal of Allina Health's compliance programs is to minimize the level of error and facilitate correction of errors as soon as they are detected. Detection of such errors may result in disclosures to various regulatory agencies from time to time, the outcomes of which cannot be predicted with certainty. It is possible that such disclosures could result in allegations of noncompliance with certain health care laws, which could ultimately involve material payments, fines, and penalties. Nonetheless, management believes that these programs are functioning well and that they continuously improve Allina Health's compliance with billing requirements.

### 5. Subsequent Events

Allina Health has evaluated subsequent events from the consolidated balance sheet date through August 12, 2020, the date at which the consolidated financial statements were distributed, and determined there are no other items to disclose other than the following:

Allina Health received additional CARES Act funding of \$51 million in July 2020 and closed on a \$100 million, 364-day Term Loan Agreement dated August 5, 2020, with Wells Fargo Bank, National Association.

# Allina Obligated Group

## Combined Balance Sheets

(Unaudited)

(Dollars in thousands)

	June 30 2020	December 31 2019
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 624,973	\$ 160,209
Short-term investments	341,461	471,112
Patient accounts receivable, net	418,482	526,045
Inventories	91,786	74,733
Other current assets	146,956	120,125
	<u>1,623,658</u>	<u>1,352,224</u>
Long-term investments	2,023,034	2,068,991
Investments with limited uses	28,458	15,591
Beneficial interest in net assets of Allina Foundations	191,156	194,409
Land, buildings, and equipment, net	1,287,359	1,271,123
Operating lease right of use assets, net	206,617	215,554
Other assets	193,105	195,987
Total assets	<u>\$ 5,553,387</u>	<u>\$ 5,313,879</u>
<b>Liabilities and net assets</b>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 415,517	\$ 423,847
Current portion long-term debt	24,408	25,820
Current portion - operating lease liabilities	31,724	29,696
Other current liabilities	666,553	140,636
	<u>1,138,202</u>	<u>619,999</u>
Long-term debt	1,173,290	1,190,900
Long-term portion operating lease liabilities	191,026	202,123
Other liabilities	320,377	294,294
Total liabilities	<u>2,822,895</u>	<u>2,307,316</u>
Net assets:		
Without donor restriction	2,530,254	2,802,533
With donor restriction	200,238	204,030
Total net assets	<u>2,730,492</u>	<u>3,006,563</u>
Total liabilities and net assets	<u>\$ 5,553,387</u>	<u>\$ 5,313,879</u>

## Allina Obligated Group

### Combined Statements of Operations and Changes in Net Assets

(Unaudited)

(Dollars in thousands)

	Six Months Ended		Three Months Ended	
	June 30 2020	June 30 2019	June 30 2020	June 30 2019
<b>Net assets without donor restriction</b>				
Excess of revenues over expenses	\$ (266,428)	\$ 109,011	\$ 69,583	\$ 26,784
Net assets released from restrictions for capital purposes	910	1,485	156	756
Amortization of unrealized loss on interest rate swap agreement	437	437	218	218
Capital contributions to nonobligated group affiliates, net	(7,308)	(4,835)	(6,321)	(1,992)
Other	110	7,553	228	194
(Decrease) increase in net assets without donor restriction	<u>(272,279)</u>	<u>113,651</u>	<u>63,864</u>	<u>25,960</u>
<b>Net assets with donor restriction</b>				
Contributions	(177)	308	(412)	128
Investment return	(252)	441	(185)	175
Net assets released from restrictions	(111)	(16)	(11)	-
Change in beneficial interest in net assets of Allina Foundations	(3,252)	12,885	13,229	4,207
Other	<u>-</u>	<u>(180)</u>	<u>-</u>	<u>(55)</u>
(Decrease) increase in net assets with donor restrictions	<u>(3,792)</u>	<u>13,438</u>	<u>12,621</u>	<u>4,455</u>
(Decrease) increase in net assets	(276,071)	127,089	76,485	30,415
Net assets at beginning of period	<u>3,006,563</u>	<u>2,682,895</u>	<u>2,654,007</u>	<u>2,779,569</u>
Net assets at end of period	<u>\$ 2,730,492</u>	<u>\$ 2,809,984</u>	<u>\$ 2,730,492</u>	<u>\$ 2,809,984</u>

## Allina Obligated Group

### Combined Statements of Operations and Changes in Net Assets

(Unaudited)

(Dollars in thousands)

	Six Months Ended		Three Months Ended	
	June 30 2020	June 30 2019	June 30 2020	June 30 2019
<b>Net assets without donor restriction</b>				
Excess of revenues over expenses	\$ (266,428)	\$ 109,011	\$ 69,583	\$ 26,784
Net assets released from restrictions for capital purposes	910	1,485	156	756
Amortization of unrealized loss on interest rate swap agreement	437	437	218	218
Capital contributions to nonobligated group affiliates, net	(7,308)	(4,835)	(6,321)	(1,992)
Other	110	7,553	228	194
(Decrease) increase in net assets without donor restriction	<u>(272,279)</u>	<u>113,651</u>	<u>63,864</u>	<u>25,960</u>
<b>Net assets with donor restriction</b>				
Contributions	587	308	352	128
Investment return	(252)	441	(185)	175
Net assets released from restrictions	(111)	(16)	(11)	-
Change in beneficial interest in net assets of Allina Foundations	(3,252)	12,885	13,229	4,207
Other	<u>(764)</u>	<u>(180)</u>	<u>(764)</u>	<u>(55)</u>
(Decrease) increase in net assets with donor restrictions	<u>(3,792)</u>	<u>13,438</u>	<u>12,621</u>	<u>4,455</u>
(Decrease) increase in net assets	(276,071)	127,089	76,485	30,415
Net assets at beginning of period	<u>3,006,563</u>	<u>2,682,895</u>	<u>2,654,007</u>	<u>2,779,569</u>
Net assets at end of period	<u>\$ 2,730,492</u>	<u>\$ 2,809,984</u>	<u>\$ 2,730,492</u>	<u>\$ 2,809,984</u>



# Allina Obligated Group

## Combined Statement of Cash Flows

(Unaudited)

(Dollars in thousands)

	Six Months Ended	
	June 30 2020	June 30 2019
<b>Operating activities</b>		
(Decrease) increase in net assets	\$ (276,071)	\$ 127,089
Adjustments to reconcile increase in net assets to net cash and cash equivalents provided by operating activities:		
Depreciation and amortization	92,196	90,402
Gain on sale of land, buildings, and equipment	(527)	(747)
Change in fair value of interest rate swaps	24,916	16,111
Change in realized and unrealized losses (gain) on investments, net	104,680	(142,395)
Restricted contributions including cash for long-lived assets	(587)	(308)
Change in beneficial interest in net assets of Allina Foundations	3,253	(12,885)
Capital contributions to non-obligated group affiliates, net	7,308	4,835
Earnings (loss) on joint ventures	2,927	(3,767)
Distributions received from joint ventures	2,615	2,752
Changes in assets and liabilities:		
Accounts receivable	107,563	(30,573)
Other current assets	(43,884)	(26,801)
Accounts payable and other current liabilities	(9,482)	6,715
Other assets and liabilities	(2,550)	(8,715)
Net cash and cash equivalents provided by (used in) operating activities	12,357	21,713
<b>Investing activities</b>		
Proceeds from sales of land, buildings, and equipment	2,298	4,147
Purchases of land, buildings, and equipment	(110,199)	(110,667)
Contributions of cash for long-lived assets	111	16
Purchases and sales of investments classified as trading, net	58,061	(222,628)
Contributions to joint ventures	-	(800)
Capital contributions to non-obligated group affiliates, net	(7,308)	(4,835)
Net cash and cash equivalents used in investing activities	(57,037)	(334,767)
<b>Financing activities</b>		
Restricted contributions	476	292
Advanced Medicare Payments	322,006	-
Line of Credit Draws	225,815	-
Change in outstanding checks payable	(20,752)	(30,451)
Principal payments of long-term debt	(18,101)	(968)
Proceeds from issuance of long-term debt	-	300,000
Deferred debt acquisition costs	-	(4,305)
Net cash and cash equivalents provided by financing activities	509,444	264,568
Increase (decrease) in cash and cash equivalents	464,764	(48,486)
Cash and cash equivalents at beginning of year	160,209	126,359
Cash and cash equivalents at end of period	\$ 624,973	\$ 77,873

# Allina Health System

## Consolidating Balance Sheet

(Unaudited)

(Dollars in thousands)

June 30, 2020

	Obligated Group	Other Allina Health Entities*	Allina Health System
<b>Assets</b>			
Current assets:			
Cash and cash equivalents	\$ 624,973	\$ 19,647	\$ 644,620
Short-term investments	341,461	-	341,461
Patient accounts receivable, net	418,482	15,092	433,574
Inventories	91,786	546	92,332
Other current assets	146,956	8,584	155,540
	<u>1,623,658</u>	<u>43,869</u>	<u>1,667,527</u>
Long-term investments	2,023,034	50,135	2,073,169
Investments with limited uses	28,458	142,214	170,672
Beneficial interest in net assets of Allina Foundations	191,156	(191,156)	-
Land, buildings, and equipment, net	1,287,359	3,449	1,290,808
Long-term portion operating lease liabilities	206,617	3,507	210,124
Other assets	193,105	112,977	306,082
Total assets	<u>\$ 5,553,387</u>	<u>\$ 164,995</u>	<u>\$ 5,718,382</u>
<b>Liabilities and net assets</b>			
Current liabilities:			
Accounts payable and accrued expenses	\$ 415,517	\$ 26,571	\$ 442,088
Current portion long-term debt	24,408	948	25,356
Current portion - operating lease liabilities	31,724	689	32,413
Other current liabilities	666,553	-	666,553
	<u>1,138,202</u>	<u>28,208</u>	<u>1,166,410</u>
Long-term debt	1,173,290	844	1,174,134
Long-term portion operating lease liabilities	191,026	2,878	193,904
Other liabilities	320,377	90,972	411,349
Total liabilities	<u>2,822,895</u>	<u>122,902</u>	<u>2,945,797</u>
Net assets:			
Without donor restrictions	2,530,254	75,164	2,605,418
With donor restrictions	200,238	(33,071)	167,167
Total net assets	<u>2,730,492</u>	<u>42,093</u>	<u>2,772,585</u>
Total liabilities and net assets	<u>\$ 5,553,387</u>	<u>\$ 164,995</u>	<u>\$ 5,718,382</u>

\*Including eliminations.

# Allina Health System

## Consolidating Statement of Operations and Changes in Net Assets

(Unaudited)

(Dollars in thousands)

Six Months Ended June 30, 2020

	Obligated Group	Other Allina Health Entities*	Allina Health System
Revenue:			
Patient service revenue	1,724,731	12,938	1,737,669
Other operating revenue	215,234	21,430	236,664
Total revenues	1,939,965	34,368	1,974,333
Expenses:			
Salaries and benefits	1,355,758	7,195	1,362,953
Supplies and services	434,352	28,569	462,921
Depreciation and amortization	92,196	914	93,110
Financing costs	25,457	165	25,622
State assessments and taxes	43,633	304	43,937
Utilities and maintenance	36,246	368	36,614
Other	97,232	4,339	101,571
Total expenses	2,084,874	41,854	2,126,728
Operating income (loss)	(144,909)	(7,486)	(152,395)
Nonoperating:			
Investment return	(88,001)	(1,163)	(89,164)
Interest rate swap agreements	(29,740)	-	(29,740)
Other	(3,778)	(124)	(3,902)
(Deficit) excess of revenues over expenses	\$ (266,428)	\$ (8,773)	\$ (275,201)

\*Including eliminations.

Continued on next page.

# Allina Health System

## Consolidating Statement of Operations and Changes in Net Assets

(Unaudited)

(Dollars in thousands)

Six Months Ended June 30, 2020

	Obligated Group	Other Allina Health Entities*	Allina Health System
<b>Net assets without donor restrictions</b>			
Deficit of revenue over expenses	\$ (266,428)	\$ (8,773)	\$ (275,201)
Net assets released from restrictions for capital purposes	910	(71)	839
Amortization of unrealized loss on interest rate swap agreement	437	-	437
Capital contributions from nonobligated group affiliates, net	(7,308)	7,308	-
Other	110	(1,074)	(964)
Decrease in net assets without donor restrictions	<u>(272,279)</u>	<u>(2,610)</u>	<u>(274,889)</u>
<b>Net assets with donor restrictions</b>			
Contributions	587	9,248	9,835
Investment return	(252)	(6,776)	(7,028)
Net assets released from restrictions	(111)	(2,878)	(2,989)
Change in beneficial interest in net assets of Allina Foundations	(3,252)	3,252	-
Other	(764)	767	3
Decrease in net assets with donor restrictions	<u>(3,792)</u>	<u>3,613</u>	<u>(179)</u>
Decrease in net assets	(276,071)	1,003	(275,068)
Net assets at beginning of period	3,006,563	41,090	3,047,653
Net assets at end of period	<u>\$ 2,730,492</u>	<u>\$ 42,093</u>	<u>\$ 2,772,585</u>

\*Including eliminations.

# Allina Health System

## Management's Discussion and Analysis of Results of Operations

Six Months Ended June 30, 2020

(Dollars in millions)

### Operating Results

Allina Health's operating margin was -7.7% for the six months ended June 30, 2020, compared to -1.5% for the same period in 2019. Operating income decreased by \$120.7 million when compared to the same period in 2019. Allina Health experienced a disruption in services provided, especially non-emergent surgeries and clinic visits, in the last two weeks of the first quarter related to the coronavirus pandemic, which continued into June. Allina Health prepared for the expected surge of COVID-19 patients, including procuring personal protective equipment, staffing and available beds, and turned to a significantly higher utilization of telehealth clinical visits. Allina Health is now focusing on recovery and accelerating our established strategies to better position the system to be successful in a dynamic and rapidly changing environment going forward. In an attempt to offset revenue losses due to its COVID-19 response, Allina Health has been pursuing access to state grants and special funding available under the CARES Act and other sources, as well as implementing employee furloughs, temporarily reducing certain benefits, and other cost saving measures, and has recognized \$108.4 million in other revenue for the quarter ended June 30, 2020. Additional discussion on the impact and planning for COVID-19 is on page 7 under *Recent Initiatives and Developments*.

Allina Health's Earnings Before Interest, Depreciation and Amortization (EBIDA) margin was -1.7% for the six months ended June 30, 2020, compared to 3.8% for the same period in 2019. Non-operating investment return and swap unrealized losses were consistent with market conditions.

EARNINGS SUMMARY	ALLINA HEALTH		OBLIGATED GROUP	
	Six Months Ended		Six Months Ended	
	June 30		June 30	
	2020	2019	2020	2019
EBIDA	\$ (34.1)	\$ 81.6	\$ (27.3)	83.8
Interest income	0.4	0.7	0.1	0.1
Financing costs	(25.6)	(22.7)	(25.5)	(22.4)
Depreciation and amortization	(93.1)	(91.3)	(92.2)	(90.4)
Operating (loss) income	(152.4)	(31.7)	(144.9)	(28.9)
Investment return	(89.2)	162.9	(88.0)	160.3
Interest rate swap agreements	(29.7)	(20.3)	(29.7)	(20.3)
Non-operating other	(3.9)	(3.4)	(3.8)	(2.1)
(Deficit) excess of revenues over expenses	<u>\$ (275.2)</u>	<u>\$ 107.5</u>	<u>\$ (266.4)</u>	<u>\$ 109.0</u>

# Allina Health System

## Management's Discussion and Analysis of Results of Operations

Six Months Ended June 30, 2020

(Dollars in millions)

### Revenues

Allina Health's total revenue, which includes \$108.4 million of COVID-19 related funding, decreased \$176.2 million, or 8.2% for the six months ended June 30, 2020, as compared to 2019, directly related to reduced volumes during the mandatory shutdown period. In addition, the unrest experienced in Minneapolis and St. Paul in the aftermath of the death of George Floyd at the end of May 2020 through the first half of June 2020 directly impacted Allina Health. Abbott Northwestern hospital briefly diverted patients in an abundance of caution amid large scale protests in the immediate area. Inpatient revenue decreased 4.7%. Through June 2020, 43.7% of patient revenue is inpatient revenue, up from 39.5% in 2019.

PATIENT REVENUE	ALLINA HEALTH		OBLIGATED GROUP	
	Six Months Ended		Six Months Ended	
	June 30		June 30	
	2020	2019	2020	2019
Inpatient	\$ 759.1	\$ 796.4	\$ 758.6	\$ 795.9
Change	-4.7%		-4.7%	
Outpatient/Ambulatory	575.0	695.6	574.5	695.1
Change	-17.3%		-17.4%	
Clinic	395.2	512.6	383.2	498.0
Change	-22.9%		-23.1%	
Transitional Rehabilitation Program	8.4	10.0	8.4	10.0
Change	-16.0%		-16.0%	
Total Patient Service Revenue	<u>\$ 1,737.7</u>	<u>\$ 2,014.6</u>	<u>\$ 1,724.7</u>	<u>\$ 1,999.0</u>
Change	-13.7%		-13.7%	

### Payer Mix

Allina Health patient revenue reflects a consistent significant concentration of revenue from managed care (negotiated payer) sources. The payer mix schedule below combines Medicare managed care products with Medicare and managed care state public program products with Medicaid. The single largest payer within contracted payers was Blue Cross Blue Shield at 22.9% of total patient revenue for the six months ended June 30, 2020.

ALLINA HEALTH	Patient Revenue	
	June 30	
PAYER MIX PERCENTAGE	2020	2019
Medicare	31.7%	30.8%
Medicaid	10.2	10.0
Contracted Payers	53.8	54.7
Self Pay	2.3	2.3
Other	2.0	2.2
Total	<u>100.0%</u>	<u>100.0%</u>



# Allina Health System

## Management's Discussion and Analysis of Results of Operations

Six Months Ended June 30, 2020

(Dollars in millions)

### Uncompensated Care

Allina Health provides medical care without charge or at reduced cost to patients who live in the communities that it serves through the provision of charity care. Allina Health identifies patients that qualify for charity care based upon certain guidelines related to a patient's ability to pay for services. The Allina Health hospitals provide a discount on billed charges for medically necessary care delivered to patients who are uninsured, underinsured, and ineligible for government programs or otherwise medically indigent. Allina Health has also created a billing and collection policy in connection with a state-wide agreement with the Minnesota Attorney General's Office.

Uncompensated care (the combination of uninsured, charity care, and implicit price concessions) decreased \$10.9 million in gross charges, or 9.1% in 2020 compared to prior year as the Affordable Care Act has lost much of its impact through softening of mandates and lowering standards on health plans. Allina Health has incorporated changes in revenue cycle management to improve transparency for patients, payment collections and try to mitigate implicit price concessions for services provided.

The schedule below reflects uncompensated care price concessions. The estimated cost of providing charity care, by applying a cost to charge ratio to charges identified as charity care, was \$10.4 million and \$12.9 million for the six months ended June 30, 2020, and 2019, respectively.

UNCOMPENSATED CARE	ALLINA HEALTH	
	Six Months Ended	
	June 30	
	2020	2019
Uninsured Discount	\$ 21.3	\$ 26.2
Charity Care Discount	24.8	33.1
Implicit Price Concessions	62.5	60.2
Total Uncompensated Care	<u>\$ 108.6</u>	<u>\$ 119.5</u>
Change	-9.1%	
Total Uncompensated Care as a % of Patient Charges before price concessions	2.4%	2.3%

# Allina Health System

## Management's Discussion and Analysis of Results of Operations

Six Months Ended June 30, 2020

(Dollars in millions)

### Volume

Inpatient admissions decreased by 15.7%, while inpatient surgeries decreased 20.4% for the six months ended June 30, 2020, from 2019. Volumes decreased dramatically during the mandatory shutdown in April, but have returned closer to normal levels as of June 30, 2020.

VOLUME STATISTICS	ALLINA HEALTH		ALLINA HEALTH		ALLINA HEALTH		ALLINA HEALTH		ALLINA HEALTH	
	Six Months Ended		Month of		Month of		Month of		Three Months Ended	
	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019
Inpatient Hospital Admissions	43,867	52,018	7,679	8,631	7,036	9,123	5,529	8,849	23,623	25,415
Inpatient change from prior period	-15.7%		-11.0%		-22.9%		-37.5%		-7.1%	
Observation Days	12,899	13,680	2,241	2,305	1,806	2,482	1,357	2,281	7,495	6,612
Observation days change from prior period	-5.7%		-2.8%		-27.2%		-40.5%		13.4%	
Outpatient Hospital Admissions	477,382	696,597	76,482	114,435	50,729	125,060	34,845	119,769	315,326	337,333
Outpatient change from prior period	-31.5%		-33.2%		-59.4%		-70.9%		-6.5%	
Average Length of Stay (days)	4.4	4.3							4.5	4.4
Hospital Patient Days	193,344	223,367	31,901	35,475	31,593	38,348	24,593	36,977	105,257	112,567
Patient days change from prior period	-13.4%		-10.1%		-17.6%		-33.5%		-6.5%	
Hospital Occupancy (based on staffed beds)	60.0%	69.3%							65.8%	69.8%
Inpatient Surgeries	12,301	15,452	2,316	2,528	1,947	2,715	1,160	2,641	6,878	7,568
Outpatient Surgeries	18,681	28,678	3,689	4,700	2,382	5,202	690	5,069	11,920	13,707
Total Surgeries	30,982	44,130	6,005	7,228	4,329	7,917	1,850	7,710	18,798	21,275
Total surgeries change from prior period	-29.8%		-16.9%		-45.3%		-76.0%		-11.6%	
Clinic Work RVUs	3,308,958	4,102,504	573,599	653,464	473,919	729,905	311,917	722,464	1,949,523	1,996,671
Work RVUs change from prior period	-19.3%		-12.2%		-35.1%		-56.8%		-2.4%	
Total Case Mix	1.63	1.57							1.61	1.58
Medicare Case Mix	1.98	1.89							1.93	1.90

# Allina Health System

## Management's Discussion and Analysis of Results of Operations

Six Months Ended June 30, 2020

(Dollars in millions)

### Market Share

Allina Health continues to hold its market leading position. The following market share data from the Minnesota Hospital Association (MHA) statistical database for the eleven county metropolitan hospital inpatient market is updated as of December 31, 2019.

MARKET SHARE STATISTICS	ALLINA HEALTH	
	December 31 2019	December 31 2018
Allina Metro Hospital Inpatient Market Share *	32.0%	31.3%
Change in Total Metro Market Volume**	-3.2%	1.7%
* Hospitals Include: Abbott Northwestern, United, Mercy, Regina and St. Francis		
** year over year change of the eleven county metro hospital inpatient market volume for the twelve months ending December 2019 and December 2018		

### Non-Operating Gains and Losses

Allina Health investments include a diversified portfolio of money market, fixed income, equity, hedge funds, private equity, and real asset investments. The total return on unrestricted long-term investments was -3.5% for the six months ended June 30, 2020, consistent with the market conditions for the period, which was an improvement to the losses experience in March 2020. To mitigate changes in interest rates on variable rate debt, Allina Health has entered into fixed-payer swaps, which are marked to market.

NON-OPERATING GAINS & LOSSES	ALLINA HEALTH		OBLIGATED GROUP	
	Six Months Ended June 30		Six Months Ended June 30	
	2020	2019	2020	2019
Interest and dividends	\$ 16.4	\$ 18.4	\$ 16.4	\$ 18.4
Realized gains (losses) on sales of investments	118.0	12.2	116.5	11.9
Unrealized (losses) gains on investments	(223.6)	132.3	(220.9)	130.0
Interest rate swap agreements - fair value	(24.9)	(16.1)	(24.9)	(16.1)
Interest rate swap agreements - counterparty interest	(4.8)	(4.2)	(4.8)	(4.2)
Other	(3.9)	(3.4)	(3.8)	(2.1)
Total non-operating	<u>\$ (122.8)</u>	<u>\$ 139.2</u>	<u>\$ (121.5)</u>	<u>\$ 137.9</u>

# Allina Health System

## Management's Discussion and Analysis of Results of Operations

Six Months Ended June 30, 2020

(Dollars in millions)

### Balance Sheet and Cash Flow

Allina Health has closely monitored its liquidity profile and pursued actions to increase its lines of credit by \$200 million and subsequently has fully drawn upon its available lines of credit in the amount of \$225.8 million. Allina Health also applied for, and received, funds through the Centers for Medicare & Medicaid Services (CMS) advance payment program in the amount of \$321 million. CMS will begin recoupment of a majority of the advanced funds in August 2020.

Allina Health had 248 days cash on hand (DCOH) as of June 30, 2020, compared with 239 days at December 31, 2019. Amounts drawn on the lines of credit are not included in the DCOH calculation.

Leverage increased to 31.5% at June 30, 2020, from 29.7% in December 31, 2019. Cash to debt is 255.0% as of June 30, 2020, compared to 226.8% at December 31, 2019. Amounts drawn on the lines of credit are not included in the cash to debt calculation.

The historical annual debt service coverage ratio is calculated on a twelve month look back and without nonrecurring expense adjustments for June 30, 2020. Such nonrecurring expense adjustments are possible in future calculations. Allina Health has worked with lenders to proactively amend outstanding credit agreements, which includes a temporary alternative for a 24 month look back for calculating debt service coverage ratio.

System level capital spending was \$110.2 million for the six months ended June 30, 2020, compared to capital spending of \$110.6 million for the same time period in 2019. In response to the COVID-19 pandemic, Allina Health is restricting capital spending outside of the Abbott Northwestern Hospital infrastructure updates.

BALANCE SHEET & LIQUIDITY STATISTICS	ALLINA HEALTH		OBLIGATED GROUP	
	June 30 2020	December 31 2019	June 30 2020	December 31 2019
Unrestricted cash & investments	\$ 3,059.2	\$ 2,764.8	\$ 2,989.5	\$ 2,700.3
Days cash on hand	248	239	247	238
Total Debt	\$ 1,199.5	\$ 1,219.0	\$ 1,197.7	\$ 1,216.7
Net assets without donor restrictions	\$ 2,605.4	\$ 2,880.3	\$ 2,530.3	\$ 2,802.5
Debt to capitalization *	31.5%	29.7%	33.0%	31.1%
Patient receivables	\$ 433.6	\$ 543.5	\$ 418.5	\$ 526.0
Days revenue in receivables, net	41	47	39	46
Cash to debt	236%	227%	231%	222%
Historical annual debt service coverage	4.4	4.2	4.5	4.3

\* Obligated Group includes Letters of Credit and Surety indebtedness

# Allina Health System

## Management's Discussion and Analysis of Results of Operations

Six Months Ended June 30, 2020

(Dollars in millions)

DAYS CASH ON HAND ROLL-FORWARD	ALLINA HEALTH	
	Cash	Days
December 31, 2019	\$2,764.8	238.8
Operations	(37.7)	(3.4)
Growth in daily expenditures		3.3
Medicare advance payments	322.0	28.2
Investment losses	(89.2)	(7.8)
Proceeds from sales of properties	2.3	0.2
Capital expenditures	(110.2)	(9.6)
Debt payments	(18.6)	(1.6)
June 30, 2020	<u>\$2,833.4</u> *	<u>248.1</u>

\*balance does not include amounts drawn on lines of credit

DEBT TO CAPITALIZATION ROLL-FORWARD	ALLINA HEALTH		
	Debt	Equity	Cap %
December 31, 2019	\$ 1,219.0	\$ 2,880.3	29.7%
Operating income		(152.4)	
Investment losses		(89.2)	
Loss on interest rate swap agreements		(29.7)	
Other non-operating losses		(3.9)	
Other changes in net assets		0.3	
Debt payments and amortization of bond premium, net	(19.5)		
June 30, 2020	<u>\$1,199.5</u>	<u>\$2,605.4</u>	31.5%

# Allina Health System

## Consolidated Utilization Statistics

	Six Months Ended		Twelve Months Ended	
	June 30 2020	June 30 2019	December 31 2019	December 31 2018
Hospitals				
Admissions *	43,867	52,018	104,976	105,485
Patient Days *	193,344	223,367	445,171	443,658
Average length of stay	4.4	4.3	4.2	4.2
Observation days	12,899	13,680	28,646	22,068
Licensed beds	2,451	2,451	2,451	2,451
Staffed beds	1,771	1,782	1,783	1,775
Outpatient admissions	477,382	696,597	1,414,212	1,421,198
Emergency room visits	132,821	152,631	312,338	307,421
Inpatient surgical procedures	12,301	15,452	31,545	31,682
Outpatient surgical procedures	18,681	28,678	58,728	59,842
Physicians and allied professionals				
Work RVUs	3,308,958	4,102,504	8,398,037	8,154,397
Ambulance transports	37,882	42,033	84,601	79,791

\* Results exclude newborns.



# Allina Health System

## Debt and Investment Appendix

Six Months Ended June 30, 2020

(Dollars in thousands)

### Debt Structure

Allina Health's current debt structure as of June 30, 2020					
Series	\$ Outstanding	Structure	Final Maturity	Credit Enhancement	YTD Average Int. Rate*
2019 Taxable	300,000	Fixed Rate	2049	None	3.89%
2019 Non-Taxable	68,180	Fixed Rate	2029	None	5.00%
2017	150,000	Fixed Rate	2042	None	4.43%
2017A	78,515	Fixed Rate	2029	None	5.00%
2017B	43,500	Fixed Rate	2022	None	2.59%
2015	250,000	Fixed Rate	2045	None	4.81%
2009B	114,525	Daily VRDB	2035	JP Morgan LOC	0.76%
2009C	50,000	Weekly VRDB	2035	Wells Fargo LOC	0.93%
2007C	117,450	Weekly VRDB	2034	Wells Fargo LOC	0.99%
1998A	10,175	Auction Rate	2022	MBIA Insured	1.11%
	<u>\$ 1,182,345</u>	Total Bonds			
Other ***	<u>17,145</u>				
	<u><b>\$ 1,199,490</b></u>	<b>Total Debt</b>			
Fixed Rate	\$ 890,195	74.2%			
Hedged Variable Rate**	292,150	24.4%	(2009B, 2009C, 2007C & 1998A)		
Other	<u>17,145</u>	1.4%			
<b>Total</b>	<u><b>\$ 1,199,490</b></u>				

\* Interest rates are interest cost only, and do not include premium/discount, administrative, credit facility, broker, or other costs related to the issuance of the bonds.

\*\* There is a \$48,705 swap that does not have any underlying associated debt and the 1998A swap has \$500 in additional notional value relative to the outstanding debt.

\*\*\*Other debt includes unamortized deferred financing costs, premiums or discounts associated with fixed rate debt and other small notes and loans that are included in debt on the balance sheet.

In June 2020, Allina Health elected to call its 2014 fixed rate loan in the amount of \$16.790.

Allina Health provides liquidity support for its Variable Rate Demand Bonds through the use of bank issued letters of credit. The chart below outlines the termination triggers for ratings downgrades and the term out provisions related to the holding of bank bonds. Allina Health does not currently have any bank bonds, nor has Allina Health ever had bank bonds.

Liquidity Support						
Debt	Liquidity Support	Amount	Expiration	Termination Trigger - Rating	Term-Out Provisions	Counterparty
2009B	Letter of Credit	\$ 114,525	January 2021	Allina Rating Less Than BBB	3 Year	JP Morgan
2009C	Letter of Credit	50,000	January 2021	Allina Rating Less Than BBB	3 Year	Wells Fargo
2007C	Letter of Credit	<u>117,450</u>	January 2021	Allina Rating Less Than BBB	3 Year	Wells Fargo
		<u><b>\$ 281,975</b></u>				

# Allina Health System

## Debt and Investment Appendix

Six Months Ended June 30, 2020

(Dollars in thousands)

### Asset Allocation and Liquidity

Allina Health maintains its unrestricted investments in cash, cash equivalents and short term fixed income ("liquidity assets"), which are utilized for liquidity and preservation of capital, and diversified long term investments ("long-term assets"), which are utilized for capital growth. The allocation between liquidity and long-term assets depends on the liquidity and strategic needs of the organization. The following table allocates assets based on investment strategy, and will vary from the fair value footnote, which looks through the investment strategies to the underlying holdings.

Allina Health periodically reviews asset allocation to ensure that the organization is maintaining the appropriate portfolio allocation, to consider other asset classes, and to address shifts in market expectations. The short-term fixed income balance is temporarily reflecting the proceeds of a recent debt issuance.

Unrestricted Cash and Investments - Asset Allocation					
Unrestricted Balances	Target	6/30/2020		6/30/2019	
Cash and Cash Equivalents		21.1%	644,620	3.4%	88,718
Short-Term Fixed Income		11.1%	341,461	22.9%	583,495
<b>Total Liquidity Assets</b>	<b>15.0%</b>	<b>32.2%</b>	<b>986,081</b>	<b>26.3%</b>	<b>672,213</b>
<b>Long-Term Assets</b>	<b>85.0%</b>	<b>67.8%</b>	<b>2,073,169</b>	<b>73.7%</b>	<b>1,880,631</b>
<b>Total Unrestricted Assets</b>		<b>100.0%</b>	<b>3,059,250</b>	<b>100.0%</b>	<b>2,552,844</b>

  

Asset Allocation - Asset Class					
Investment	Current Target Allocation	6/30/2020 % of Long Term Assets	6/30/2020 % Total Unrestricted Investments	6/30/2019 % of Long Term Assets	6/30/2019 % Total Unrestricted Investments
Global Equity	30.0%	26.0%	17.6%	29.4%	21.8%
Long/Short Equity Hedge Funds	4.0%	4.9%	3.3%	4.8%	3.5%
Global Fixed Income	30.0%	32.7%	22.2%	30.2%	22.2%
Alternatives	28.0%	30.9%	21.0%	27.7%	20.4%
Real Return	8.0%	5.5%	3.7%	7.9%	5.8%
<b>Total Long-Term</b>	<b>100.0%</b>	<b>100.0%</b>	<b>67.8%</b>	<b>100.0%</b>	<b>73.7%</b>
Cash and Cash Equivalents			21.1%		3.4%
Short-Term Fixed Income			11.1%		22.9%
<b>Total Liquidity</b>			<b>32.2%</b>		<b>26.3%</b>

Allina Health is invested in ten direct hedge funds. Four of these direct hedge funds are invested in distressed debt and strategic fixed income and are included in the alternatives allocation. Five additional long/short equity direct hedge funds and one market neutral hedge fund are considered a part of the long/short equity hedge fund allocation. Allina Health also has twenty-two investments in private capital with funding commitments that will be drawn down over time. As of June 30, 2020, these private capital holdings represented approximately 3.05% of unrestricted assets.

# Allina Health System

## Debt and Investment Appendix

Six Months Ended June 30, 2020

(Dollars in thousands)

### Summary of Key Financial Ratios

Indicators	Six Months Ended June 30,		Year Ended December 31,		
	2020	2019	2019	2018	2017
<b>Liquidity Ratios:</b>					
Monthly DCOH*	221	195	207	171	188
Annual DCOH**	237	217	230	193	207
Traditional DCOH	248	224	239	199	213
Days Cash on Hand (Obligated Group)	247	223	238	198	212
Cash to Debt	236%	205%	227%	236%	231%
Days Revenue in Receivables, net					
Hospitals	47	51	51	49	51
Clinics	30	38	36	24	26
VRDB Debt (in millions)	\$282	\$283	\$282	\$283	\$284
Monthly liquidity to VRDB debt	896%	785%	849%	679%	699%
<b>Capital Structure Ratios:</b>					
Historical Coverage Ratio (x) (Obligated Group)	4.5	4.3	4.7	5.0	5.6
Cushion Ratio (x) (Obligated Group)	35.3	36.5	36.7	31.9	31.9
Leverage (Obligated Group)	33.0%	33.2%	31.1%	28.6%	29.4%
Leverage	31.5%	31.7%	29.7%	27.0%	27.8%
<b>Profitability Ratios:</b>					
EBIDA Margin	-1.7%	3.8%	6.6%	7.1%	8.6%
Operating Margin	-7.7%	-1.5%	1.4%	2.0%	3.5%
Net Income Margin	-13.9%	5.0%	6.8%	0.5%	7.1%
Revenue Growth	-8.2%	0.4%	2.3%	4.5%	4.7%

Note: All ratios are for Allina Health consolidated financial results, unless otherwise noted.  
DCOH excludes draws on revolving lines of credit and outstanding checks reported as a liability within accounts payable and accrued expenses.

\* Days cash on hand available within 0 – 30 days

\*\* Days cash on hand available within 0 – 365 days