

# **FINANCIAL RESULTS AND SYSTEM HIGHLIGHTS 2020 FIRST NINE MONTHS**

NOVEMBER 24, 2020

**UPMC**  
LIFE CHANGING MEDICINE

# SUMMARY

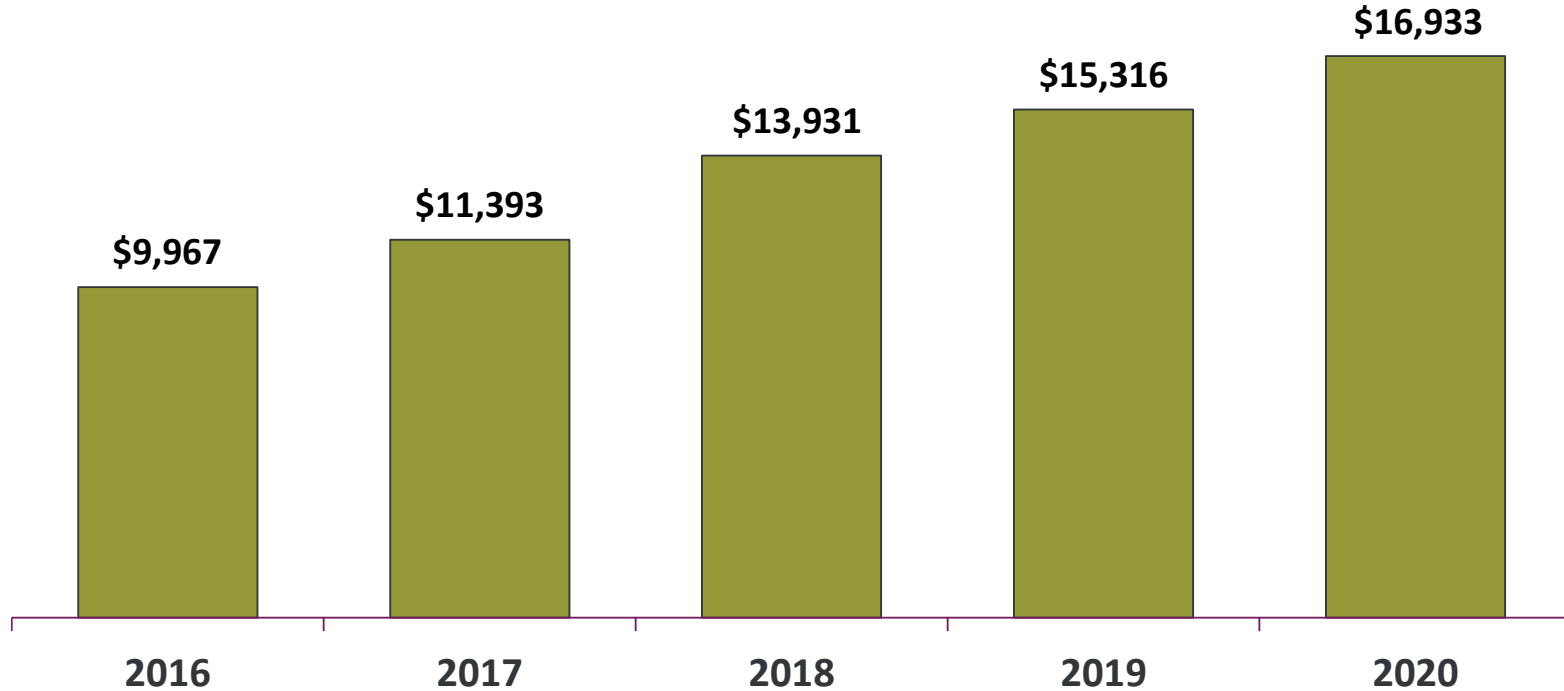
- UPMC remains strongly positioned as the region's **most preferred provider** and **most preferred insurer** best serving the needs of patients, members, businesses, and our communities during challenging times
- The largest medical insurer in western PA totaling **3.9 million members**, with among the lowest-cost products in the nation
- Continuing substantial reinvestment in the region and beyond
  - **Nearly \$600 million** in capital expenditures to enhance facilities and ensure continued quality of care

# UPMC OVERVIEW

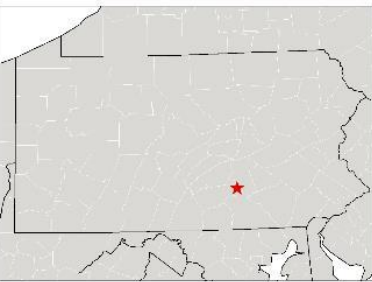
- Operating income of **\$227 million** needed to run operations, fund capital expenditures and create new programs
  - UPMC Health Plan membership **↑ 9%**
  - Outpatient revenue **↓ 4%**
  - Physician revenue **↓ 6%**
  - Admissions and observations **↓ 11%**
- **\$10 billion** cash and investments provides for long-term sustainability
  - Value rises and falls based on market conditions
  - Investment portfolio calendar year-to-date return **↑ 1.1%**

# UPMC OPERATING REVENUE

*First Nine Months Calendar Years Ended December 31 (Dollars in Millions)*



# UPMC – SOUTHCENTRAL REGION



UPMC Pinnacle Harrisburg



UPMC Pinnacle Community Osteopathic



UPMC Pinnacle West Shore

UPMC Carlsle



UPMC Lititz



UPMC Hanover



UPMC Memorial



# UPMC PINNACLE HARRISBURG

## HUB OF EXPANDING COMPLEX CARE

### UPMC Heart & Vascular

Clinical Trials  
TAVR  
Hybrid OR

### UPMC Hillman Cancer Center

Clinical Trial Access  
Innovative Procedures  
*Minimally Invasive  
Esophagectomy (MIE)  
Robotic Bronchoscopy*

### Neurosurgery

Adding Endovascular Suite  
*Advanced Stroke Care*

### UPMC Transplant

Pre-Transplant Liver Evaluation  
Kidney Transplants

### UPMC Children's

Pediatric Primary Care  
UPMC Children's Specialty Clinic  
UPMC Children's Harrisburg

# UPMC CHILDREN'S FAST FACTS

- 1.5M square foot main campus opened in May 2009
- 313 Beds with 400+ physicians across 33 subspecialties
- 22K+ Admissions/Observations
- 24K+ Surgeries (14 OR's + 4 OR's at offsite ASF + 4 in the North Surgery Center)
- 80K+ Emergency Department visits (busiest in Pittsburgh)
- 1.5M+ outpatient encounters (15,000 tele-visits per month)
- 15<sup>th</sup> in NIH grant funding
- Nation's first pediatric transplantation program (Kidney 1964)





# #9

## Honor Roll Hospital

Cardiology ranked **#2!**

All 10 divisions nationally ranked

### 4 specialties in the top 10

- Cardiology (#2)
- Gastroenterology (#9)
- Diabetes & Endocrinology (#7)
- Pulmonology (#10)

### All divisions in the top 20

- Urology (#11)
- Neurology & Neurosurgery (#13)
- Neonatology (#13)
- Cancer (#18)
- Nephrology (#13)
- Orthopedics (#18)

5 out of 10 specialties moved up in rank


3 specialties **jumped at least 15 spots** in their respective divisions

Neonatology had the biggest jump, up **35 spots**

**BEST**  
CHILDREN'S  
HOSPITALS

USNews

HONOR ROLL  
2020-21



**A Top 10**  
national  
children's hospital  
for your top priority.

UPMC | **CHILDREN'S**  
HOSPITAL OF PITTSBURGH



**One of the**  
**Top 10**  
children's hospitals  
in the nation.

UPMC | **CHILDREN'S**  
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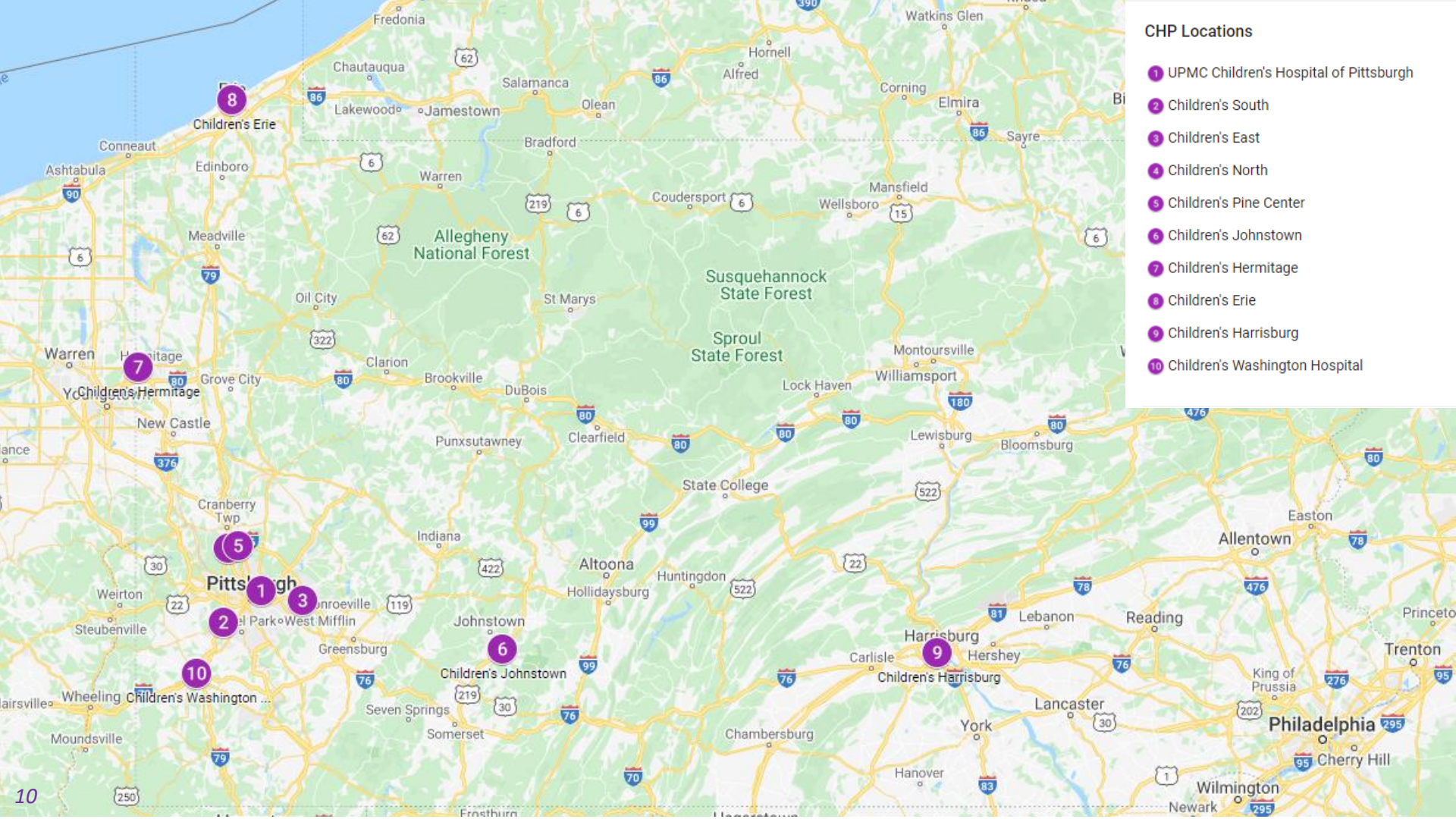
Department of Pediatrics	Physician FTE
Adolescent and Young Adult Medicine	10
Allergy and Immunology	8
Blood and Marrow Transplantation and Cellular Therapies	5
Cardiology	26
Child Advocacy	5
Emergency Medicine	35
Endocrinology	16
Gastroenterology, Hepatology, and Nutrition	20
General Academic Pediatrics (GAP)	22
Genetic and Genomic Medicine	8
Hematology – Oncology	20
Infectious Diseases	8
Nephrology	6
Neurology & Child Development Unit (CDU)	24
Newborn Medicine	26
Paul C. Gaffney Division of Pediatric Hospital Medicine	25
Pulmonology	6
Rheumatology	9
Total	279

Surgical/ Other Subspecialties	Physician FTE
Anesthesiology	29
Cardiothoracic Surgery	4
Critical Care	24
Dental/Orthodontics	6
General Surgery	10
Neurosurgery	4
Ophthalmology	8
Orthopedics	7
Otolaryngology	10
Pathology	4
Physical Medicine & Rehab	10
Plastic Surgery	4
Radiology	19
Transplant	9
Urology	4
Women's Health	1
Total	153

***Depth in Multiple  
Pediatric  
Subspecialties:  
400+ Physicians across  
33 Specialties with  
Telemedicine Expertise***



~14,000 tele-visits per month



### CHP Locations

- 1 UPMC Children's Hospital of Pittsburgh
- 2 Children's South
- 3 Children's East
- 4 Children's North
- 5 Children's Pine Center
- 6 Children's Johnstown
- 7 Children's Hermitage
- 8 Children's Erie
- 9 Children's Harrisburg
- 10 Children's Washington Hospital

# UPMC CHILDREN'S EMERGENCY CARE AFFILIATION

## Enhanced **pediatric emergency care:**

- Launched in early **November**
- Availability **24/7**
- **Telemedicine** – consultations with board-certified Pediatric Emergency medicine physicians.
- **UPMC Children's AnywhereCare** – Offering a variety of ways to access our specialists.
- **Seamless access/transfer** to **Pittsburgh** or specialists (when necessary)

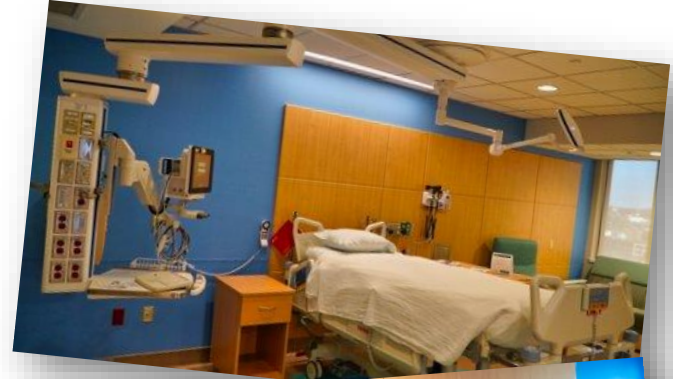




# UPMC CHILDREN'S HARRISBURG

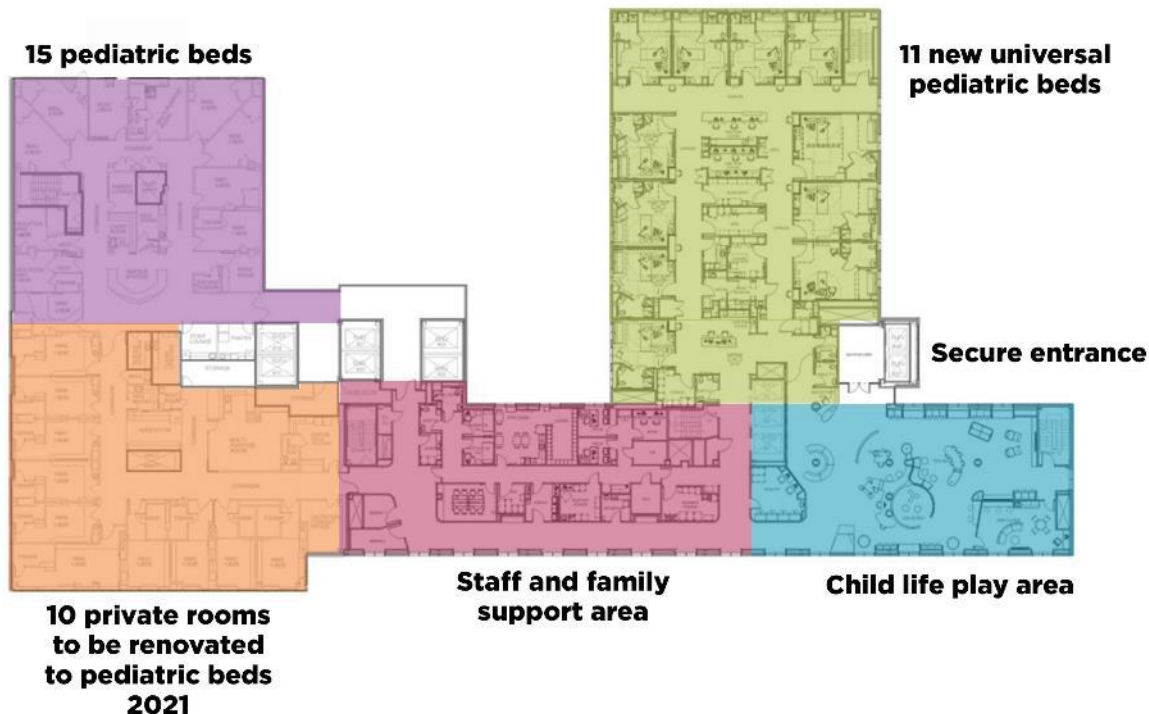
## 26 total pediatric beds

- **11** new, private, universal rooms
  - Children stay in **one room** throughout their hospital stay, with the appropriate level of care brought to them
  - **Comprehensive care team** at UPMC Children's Harrisburg supported by specialists in Pittsburgh 24/7 through **bedside telemedicine**, offering real-time consultation with specialty care providers.



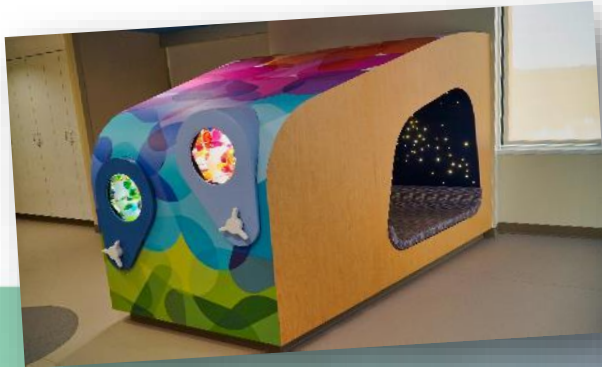
# UPMC CHILDREN'S HARRISBURG

## INPATIENT FLOOR PLAN



# DESIGNED WITH FAMILIES IN MIND

- **Age-appropriate furniture**, activity tables, and computerized interactive displays for toddlers, school-age children, and teens
- Respite lounge for **parents**
- Dedicated, trained **child life specialists** will support patients' psychosocial and developmental needs
- Delivery of **patient education** will be on demand at the bedside





# CHILD AND FAMILY LIFE SPACE



# UNIQUE POSITION OF EXCELLENCE IN EVERY HEALTH CARE SECTOR

## Highly Evolved Integrated Delivery & Finance System (IDFS)

### Top Quality Clinical Care Provider

- UPMC Presbyterian Shadyside nationally ranked in 11 specialties, UPMC Children's on Honor Roll of nation's Best Children's Hospitals



### Cutting-Edge Academic Medical Center

- #6 in NIH grants with \$582M for research with Pitt
- Fourth largest program in U.S. with 1,800 residents and fellows



### Expanding Insurance Services

- 2<sup>nd</sup> largest provider-owned Health Plan nationally
- Largest medical insurer in western PA
  - 3.9 million members
  - Only insurer in PA ranked by *U.S. News & World Report* - *Best Medicare Advantage Plans*
- State-wide Community HealthChoices initiative
- NCQA "Excellent" rating



### Entrepreneurial & Business Enterprises

- TRANSLATIONAL SCIENCES
  - Accelerate application of scientific discoveries to deliver new models of care, narrowing the gap between bench and bedside
- DIGITAL SOLUTIONS
  - Connect entire health system with technology empowering clinicians and payers to provide patient-centered, high-quality, compassionate care at the lowest cost



### Unmatched International Expertise

- Offering patients high-quality health care close to home
  - More than 20 years managing international hospitals and cancer centers
  - Clinical operations and collaborations in Italy, Ireland, China and Kazakhstan