

The Power of Physician Led Medicine

DuPage Medical Group

WE CARE FOR YOU

June 24, 2017

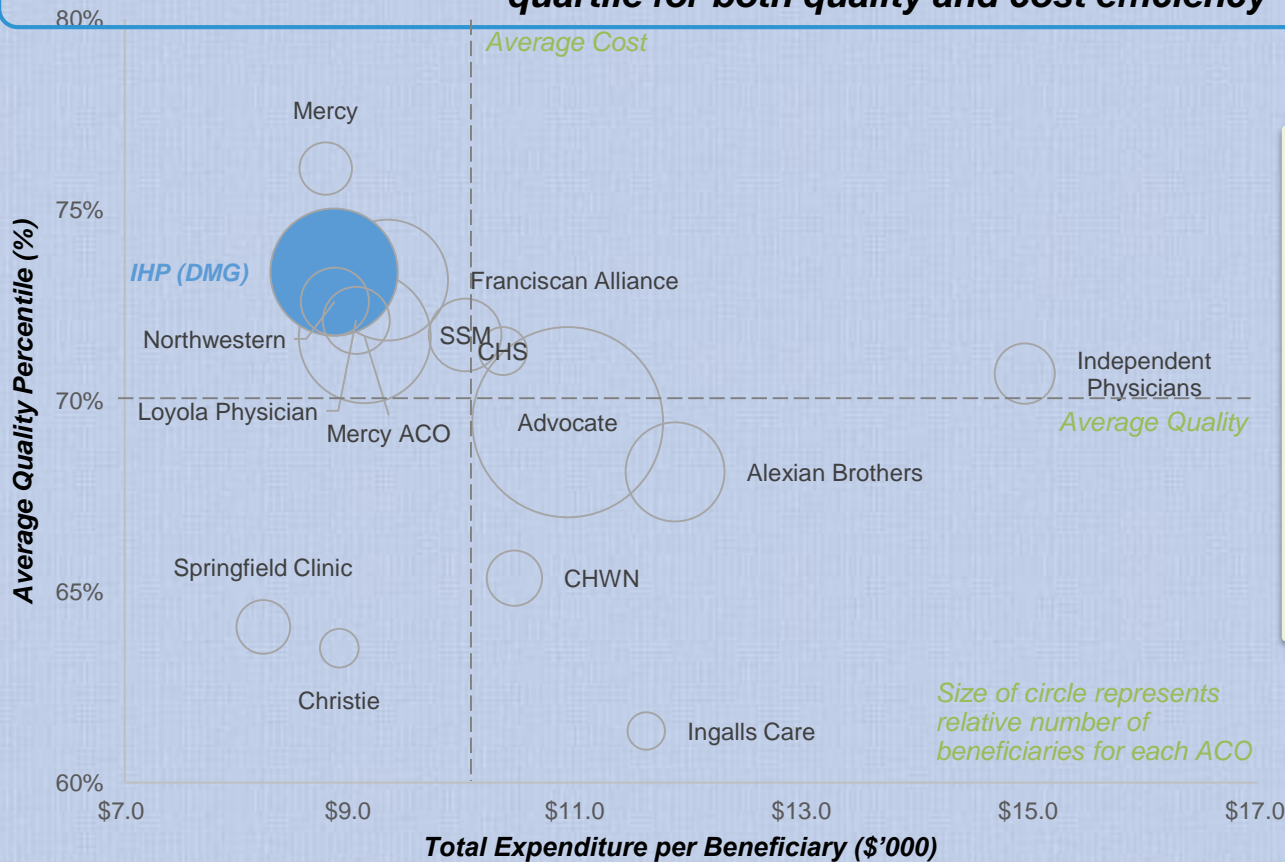
About DuPage Medical Group

- 600+ physicians
- Revenue run-rate over \$1 billion
- 70+ locations throughout Chicagoland area
- 50+ specialty service line offerings
- DMG offers:
 - Telemedicine, including Online Scheduling, Video Visits and E-visits
 - Integrated Oncology Program (the only free standing cancer center accredited by the COC in Illinois, treating 75 patients daily)
 - Ancillary Services, including Physical Therapy, Lab, Radiology and Sleep Labs
 - Ambulatory Surgery Centers (complete 28,500 cases per year)
- DMG's management team collaborates with its Board of Directors, comprised of 10 practicing physicians

Medicare Shared Savings Program (MSSP) ACO Results

Demonstrable track record of achieving both quality and cost through its IHP MSSP efforts

DMG's ACO is among the best performing nationally – only 9% of all ACOs (38 of 393) rank in top quartile for both quality and cost efficiency



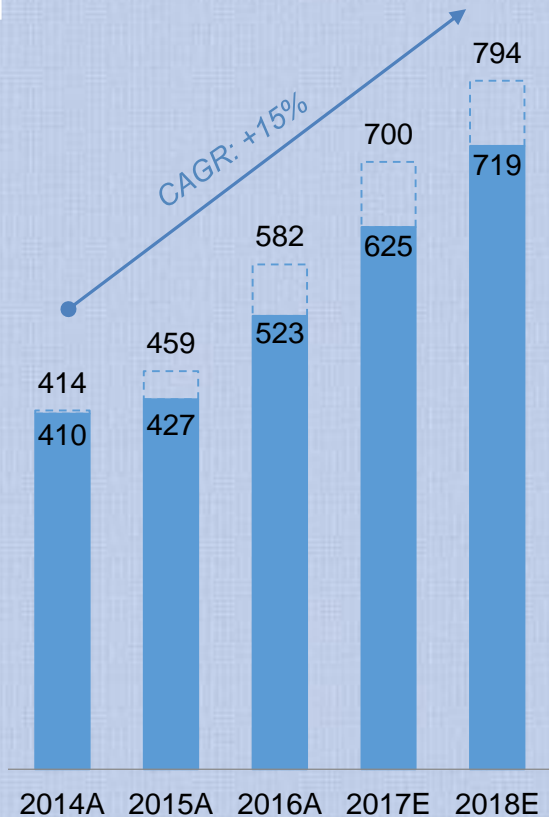
- IHP is a 50/50 JV partnership formed with Edward-Elmhurst in 2014
- 4 hospitals, 1,400 physicians
- 14th largest ACO out of 393 nationally
- Lowest cost ACO in Chicagoland

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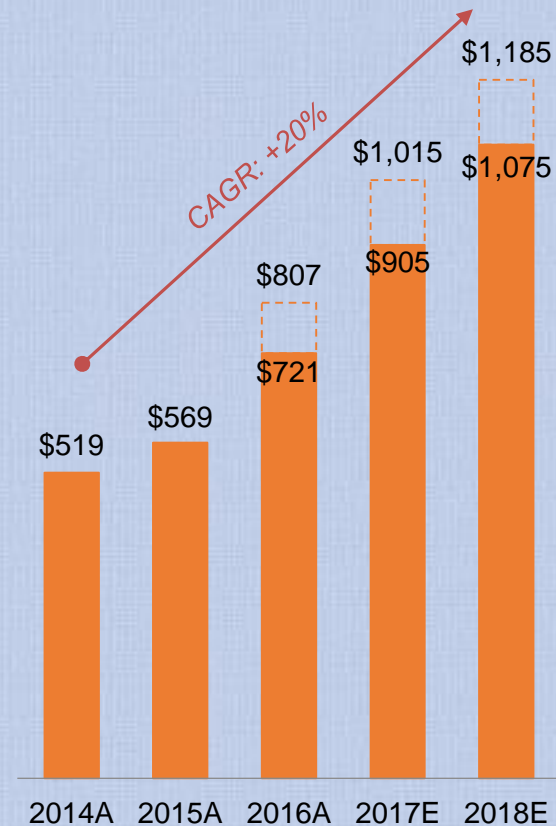
- DuPage Medical Group is part of IHP ACO
- IHP = Illinois Health Partners
- IHP ACO is 14th (97th percentile) largest ACO out of 393 nationally
- IHP is lowest cost ACO in Chicagoland, spending \$8,847 per beneficiary per year
- IHP ACO is in the 88th percentile nationally in clinical quality
- IHP ACO is in the 76th percentile nationally in cost efficiency
- Only 9% of ACOs (38 of 393) are in the Top quartile for Quality and Cost Efficiency – IHP is one of them!

Superior Financial Performance with a Robust and Highly Visible Outlook

Physicians (FTE - Avg.)



Revenue



YoY Growth: 11% 4% 23% 20% 15%

YoY Growth: 15% 10% 27% 26% 19%

■ Average □ Year-end

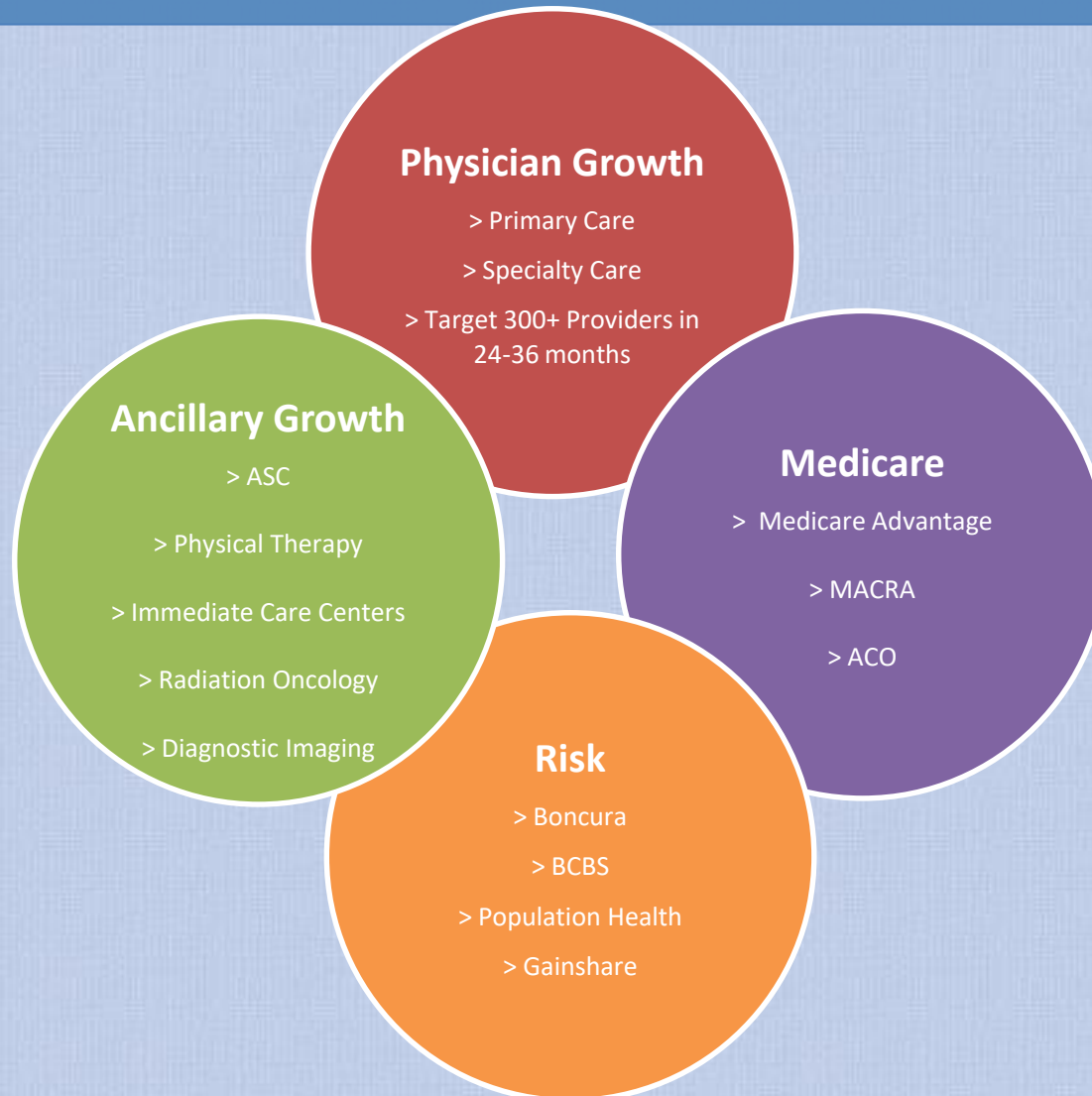
■ Actual □ Year-end Run-rate

Note: Dollars in millions.
(1) Excludes transaction expense and CY15 retention bonus.

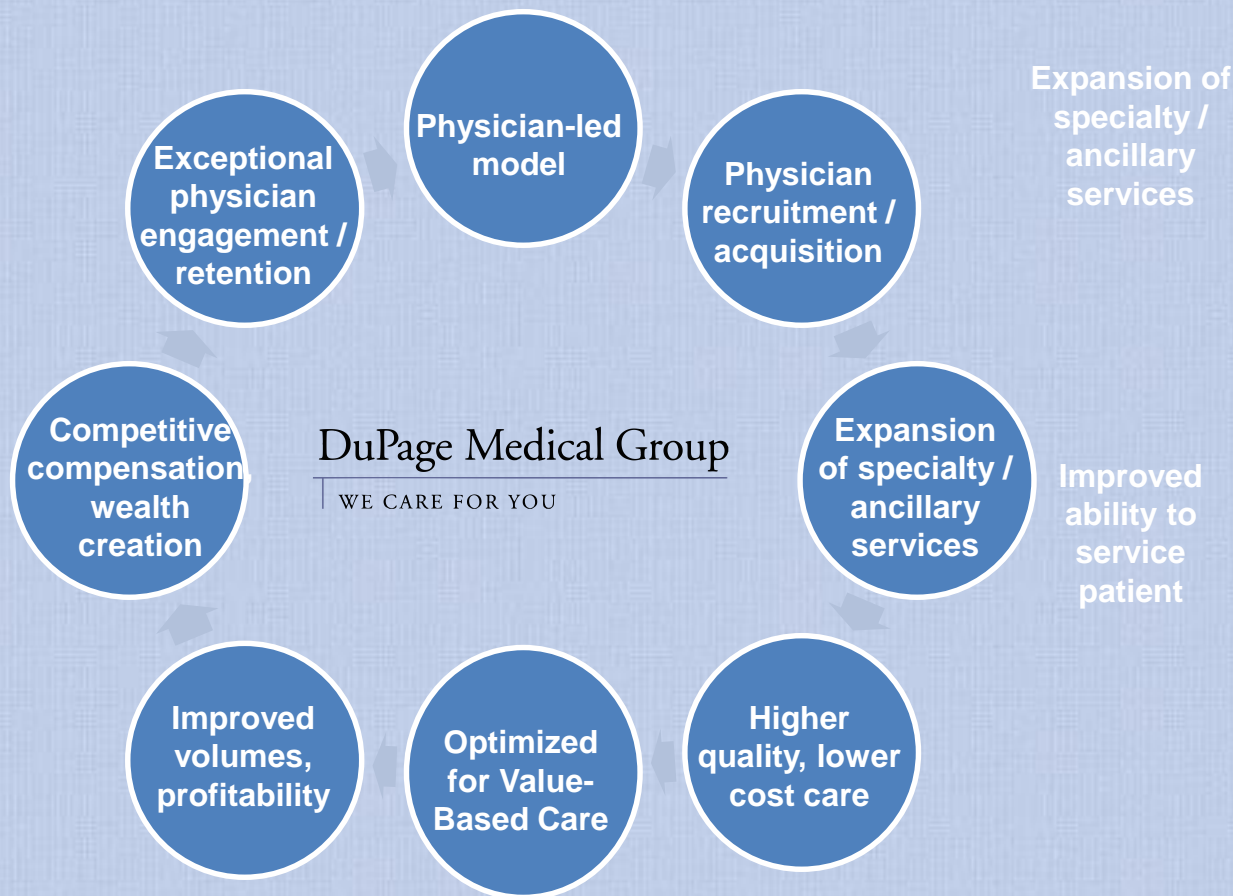
Strategic Mission

Become a Regional/National Solution for Physicians and the alternative to the employment model while maintaining a Doctor-Directed Culture and Delivering Market Leading Quality, Value and Access to our Patients

Strategic Priorities and Growth Objectives



Integrated Model Drives Virtuous Cycle of Strong Growth and Profitability



Physician-led Culture Attracts and Retains the Best

DMG Physician Recruitment Pitch

Compensation

- Reimbursement pressure likely to reduce independent physician revenues over time
- DMG offers current compensation levels +3-5%⁽¹⁾
- Benefits (e.g., health insurance, 401k)
- Additional upside potential based on productivity

Benefits of Scale

- Best practice sharing
- DMG referral network
- Security of larger practice that is winning

Administrative Services

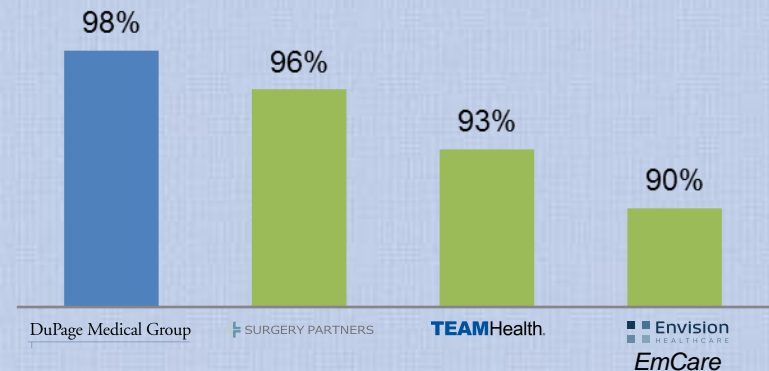
- Increased productivity due to reduced administrative burden – more time spent treating patients
- Access to DMG's Epic system – no cost after acquisition or hire
- Tools to manage patients

Physician Owned and Operated

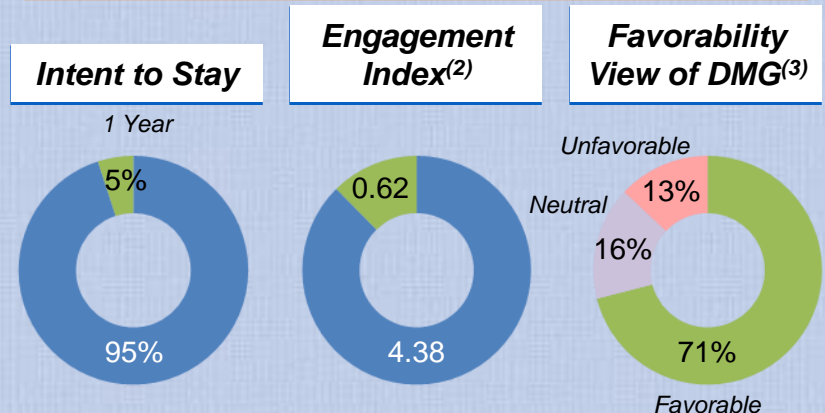
- Physicians' Clinical Board makes clinical decisions
- Path to ownership

Ability to maintain practice outside of hospital while benefitting from scale and stability of DMG

Unparalleled Retention Rates



Exceptional Physician Engagement



Source: PWC Survey, Investor Presentations and Wall Street research.

(1) Assessed on a case-by-case basis.

(2) Represents physician engagement out of 5.

(3) Represents % of physicians who view DMG favorably.

DMG Provides an Attractive Alternative for Physicians Moving to Employment (vs. Self-Employed)

DMG Has Achieved Exceptional Physician Engagement

86% Would recommend DMG to friends and family as a great place to work

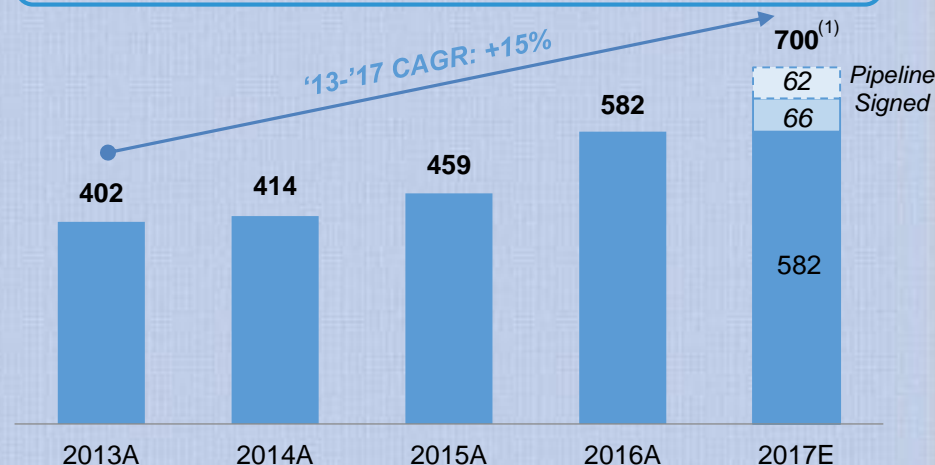
95% Intend to stay with DMG for at least another 12 months

87% Believe there is good collaboration between doctors across DMG

93% Agree that DMG is committed to doing quality work

95% Would recommend DMG to family and friends who need care

Driving Accelerating Physician Growth



44% of physicians in Illinois (~18k) identify as independent

What Sets DMG Apart

- **Physician-driven** operations – **management works for the doctors**
- Of the top 20 largest physician groups in Chicago, **only DMG is not affiliated with a health system**
- **Competitive compensation** with performance-based incentive structure
- **Path to ownership** for doctors
- **Proprietary technology / MSO** and **state-of-the art facilities**

Place Your Bet on Physician Directed Health Care

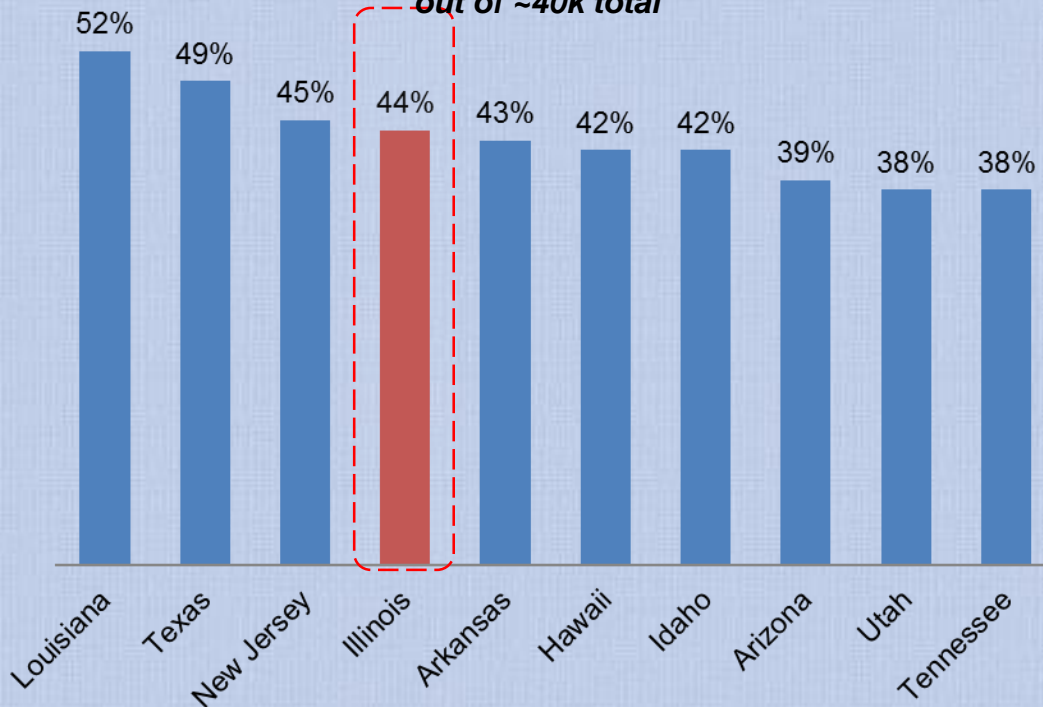


Further Opportunity For In-State Growth

- DMG has demonstrated a track record of success executing its model within its local markets
- Its proven acquisition capabilities and tested infrastructure provides a template for broader geographic expansion, particularly within Illinois

Independent Physicians by State – Top 10

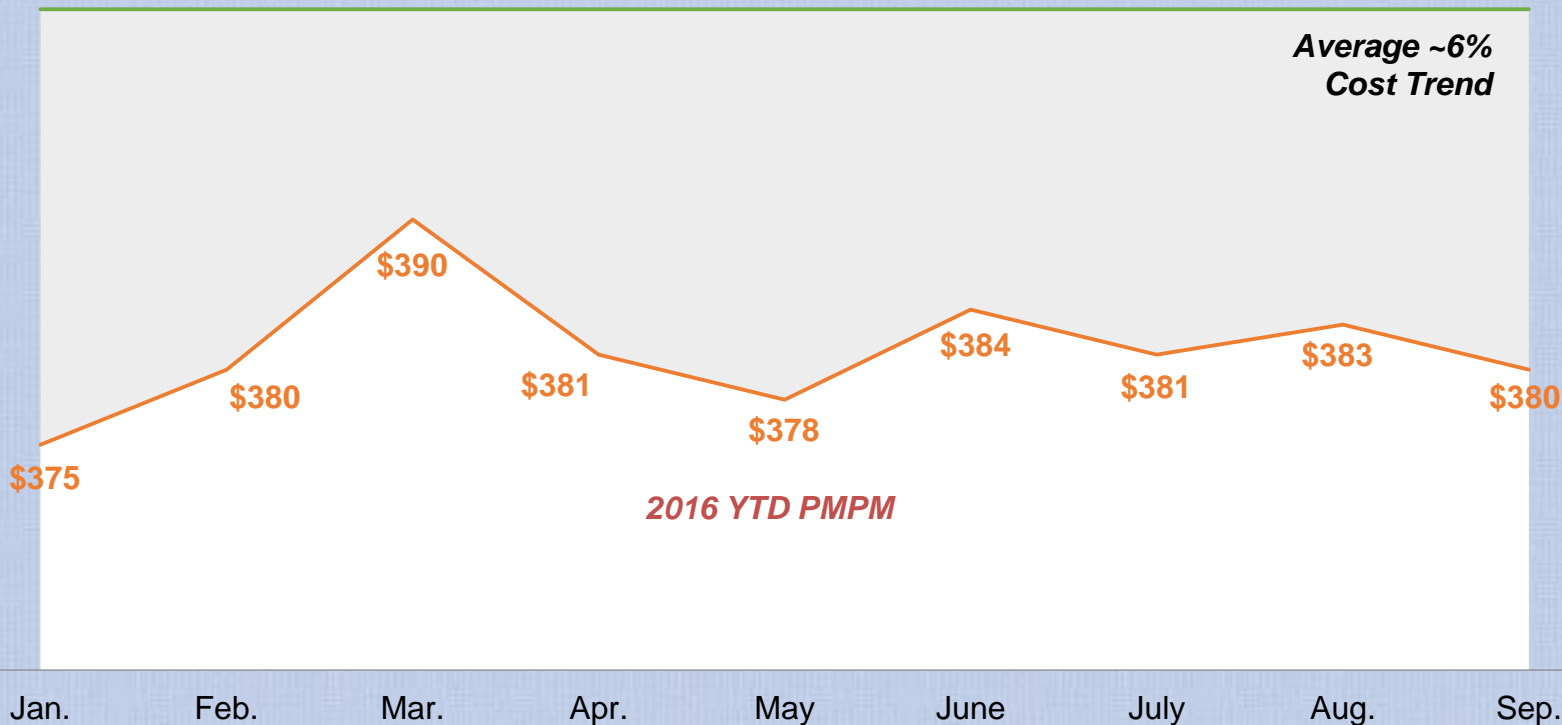
44% of Physicians Surveyed in Illinois Identify As Independent
out of ~40k total



- Meaningful *whitespace* opportunity *within Illinois*
- Opportunity to *scale DMG's model beyond Chicago*
- *Opportunity to further leverage BCBS-IL* relationship within Illinois
- DMG has *thoroughly investigated expansion opportunities*

Performance vs. Payor Cost / Risk Sharing Targets Tracking Strongly(1)

Payor Target PMPM (based on DMG's 2015A PMPM): \$404



Opportunity to participate in upside of up to \$45mm over the next 5 years under FFS model through shared savings programs

Source: Payor as of 2016.

Note: Represents PMPM cost of Payor enrollees. DMG patients include Payor enrollees who receive the plurality of care from DMG.

(1) Includes stop-loss.

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DMG is a Cost Leader in its Market

PMPM Cost & Utilization Overview: DMG vs. Payor Reference Population⁽¹⁾ (DMG Costs Include Contractual Increase in CPT Codes)

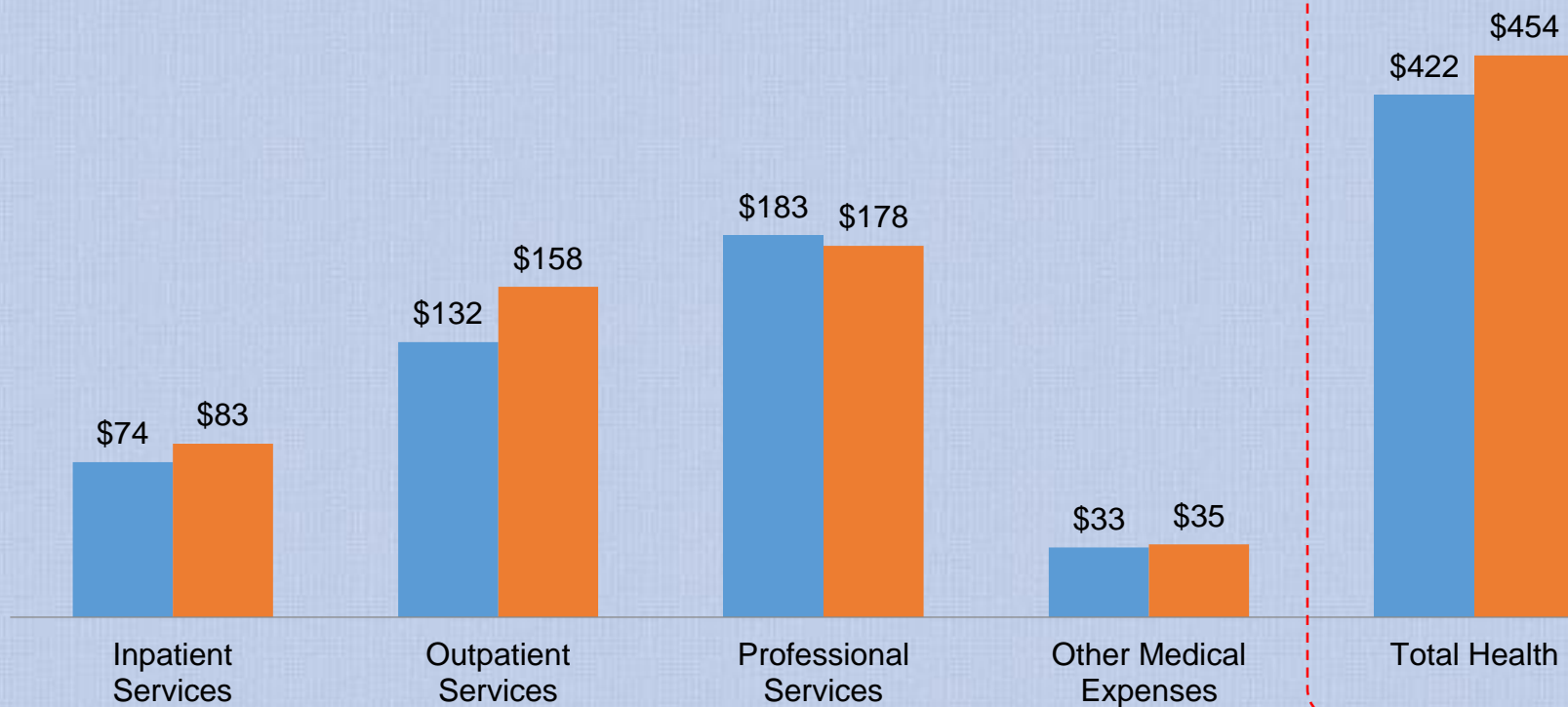
DMG % cost
(under) / over (11%)

(17%)

+3%

(5%)

(7%)



■ DMG ■ Reference Population

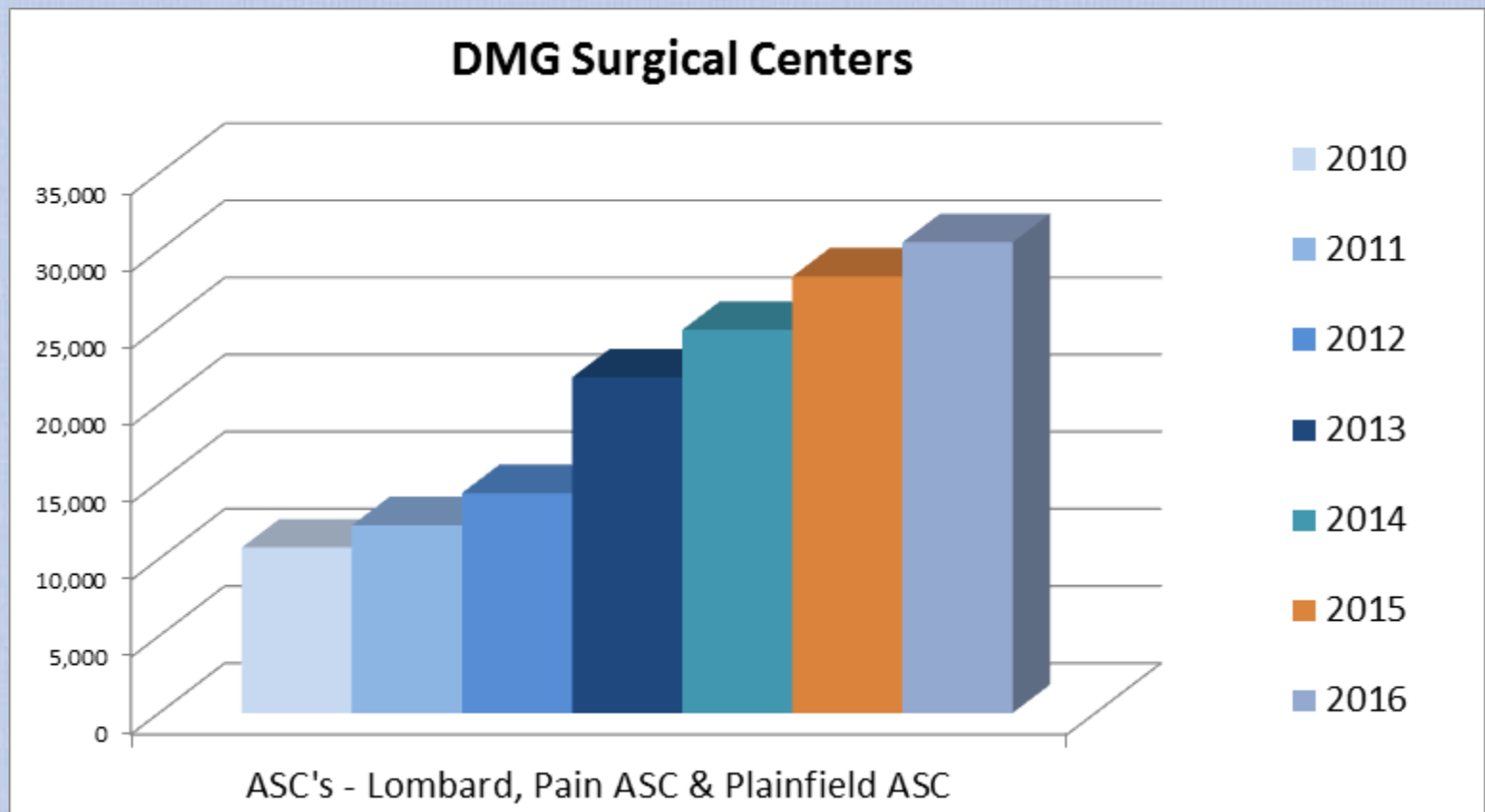
Source: Payor as of 2016.

Note: Represents PMPM cost of Payor enrollees. DMG patients include Payor enrollees who receive the plurality of care from DMG.

(1) Represents 50k lives in Payor / DMG Commercial PPO ACO. Reference population consists of a random sample within DMG's geography and risk profile. Data represents full-year 2016.

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ASC Utilization



The Future of Ortho and Spine

- Bundled Payments for Care Improvement (BPCI)
- Outpatient Total Joint
- New Tools and Techniques (3D)
- Minimally invasive procedures
- Outpatient Spine Surgery

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