

**INOVA HEALTH SYSTEM
HOSPITAL GROSS PATIENT REVENUE BY PAYOR**

	<u>For the Twelve Months Ended December 31, 2014</u>	<u>For the Twelve Months Ended December 31, 2013</u>
<u>Managed Care, Commercial, & Other</u>		
Alexandria	47.6%	45.3%
Fairfax	52.2%	51.5%
Fair Oaks	59.7%	59.0%
Mount Vernon	42.8%	41.4%
Loudoun	57.6%	56.4%
	<u>52.2%</u>	<u>51.0%</u>
<u>Medicare</u>		
Alexandria	33.6%	33.5%
Fairfax	29.2%	29.7%
Fair Oaks	28.2%	27.6%
Mount Vernon	41.8%	42.3%
Loudoun	27.7%	27.5%
	<u>30.7%</u>	<u>30.9%</u>
<u>Medicaid</u>		
Alexandria	9.4%	10.0%
Fairfax	10.4%	11.5%
Fair Oaks	6.1%	7.0%
Mount Vernon	7.1%	6.9%
Loudoun	7.2%	6.8%
	<u>9.1%</u>	<u>9.8%</u>
<u>Self Pay and Charity</u>		
Alexandria	9.4%	11.2%
Fairfax	8.2%	7.4%
Fair Oaks	6.0%	6.3%
Mount Vernon	8.3%	9.4%
Loudoun	7.5%	9.4%
	<u>8.0%</u>	<u>8.3%</u>
TOTAL	<u><u>100.0%</u></u>	<u><u>100.0%</u></u>

INOVA HEALTH SYSTEM
SELECTED HOSPITAL OPERATIONAL AND UTILIZATION INFORMATION

	<u>Alexandria Hospital</u>	<u>Fairfax Hospital</u>	<u>Fair Oaks Hospital</u>	<u>Mt. Vernon Hospital</u>	<u>Loudoun Hospital</u>	<u>Total</u>
Licensed Beds (2014)	318	833	182	237	183	1,753
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	<u>For the Twelve Months Ended December 31, 2014</u>	<u>For the Twelve Months Ended December 31, 2013</u>
<u>Adult Admissions</u>		
Alexandria	16,356	16,971
Fairfax	43,927	44,673
Fair Oaks	13,250	13,798
Mount Vernon	8,680	8,624
Loudoun	<u>11,574</u>	<u>12,003</u>
	93,787	96,069
<u>Observation Cases</u>		
Alexandria	5,998	5,179
Fairfax	15,615	15,230
Fair Oaks	3,807	3,608
Mount Vernon	1,888	1,456
Loudoun	<u>5,751</u>	<u>4,884</u>
	33,059	30,357
<u>Adult Patient Days</u>		
Alexandria	71,065	73,944
Fairfax	204,774	211,425
Fair Oaks	42,070	43,230
Mount Vernon	49,319	51,053
Loudoun	<u>41,369</u>	<u>40,888</u>
	408,597	420,540
<u>Adult Average Length of Stay</u>		
Alexandria	4.34	4.36
Fairfax	4.66	4.73
Fair Oaks	3.18	3.13
Mount Vernon	5.68	5.92
Loudoun	<u>3.57</u>	<u>3.41</u>
	4.36	4.38
<u>Adult Occupancy %</u>		
Alexandria	61.2%	63.7%
Fairfax	67.3%	69.5%
Fair Oaks	63.3%	65.1%
Mount Vernon	57.0%	59.0%
Loudoun	<u>61.9%</u>	<u>61.2%</u>
	63.9%	65.7%
<u>Emergency Department Visits</u>		
Alexandria	99,765	101,460
Fairfax	138,989	138,937
Fair Oaks	51,859	53,662
Mount Vernon	40,899	37,359
Loudoun	<u>68,180</u>	<u>68,580</u>
	399,692	399,998
<u>In-Patient Surgeries *</u>		
Alexandria	2,780	2,903
Fairfax	11,392	11,610
Fair Oaks	3,335	3,388
Mount Vernon	2,708	2,718
Loudoun	<u>1,676</u>	<u>1,689</u>
	21,891	22,308
<u>Out-Patient Surgeries *</u>		
Alexandria	7,050	6,792
Fairfax	24,295	21,363
Fair Oaks	9,136	8,997
Mount Vernon	1,547	1,655
Loudoun	<u>4,210</u>	<u>4,089</u>
	46,238	42,896
<u>Deliveries</u>		
Alexandria	3,550	3,714
Fairfax	8,543	8,372
Fair Oaks	3,829	3,853
Mt. Vernon	-	-
Loudoun	<u>2,555</u>	<u>2,642</u>
	18,477	18,581
<u>Out-Patient Visits - Other *</u>		
Alexandria	78,197	83,926
Fairfax	141,251	137,382
Fair Oaks	46,082	45,443
Mount Vernon	46,754	44,176
Loudoun	<u>74,959</u>	<u>74,649</u>
	387,243	385,576

* The 2013 stats marked above have been restated to conform to a standardized count methodology.

INOVA HEALTH SYSTEM
SELECTED OTHER OPERATIONAL AND UTILIZATION INFORMATION

	<u>For the Twelve Months Ended December 31, 2014</u>	<u>For the Twelve Months Ended December 31, 2013</u>
Assisted Living Facilities Resident Days	122,907	122,587
Assisted Living Facilities Occupancy %	88.7%	89.8%
Home Care Visits	95,599	89,487
Urgent Care Center Visits	93,671	86,455