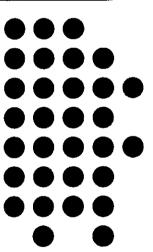
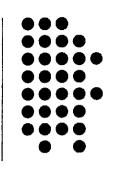
#### **Overview of Respondents**



### **RFP Respondents**



Respondent	Year Founded	Organization Structure	Respondent Net Assets	Corporate Headquarters	Preferred Lease Structure Proposed	Alternative Structure Proposed
UHS	1997 1985	Private; Non Profit Public; For Profit	\$607 Million \$2.16 Billion	Greenville, NC Franklin, TN	Yes Yes	
BH	1971	Private; For Profit	Not disclosed	Brentwood TN		Yes
LHP	2008	Private; For Profit	Disclosed confidentially	Plano, TX	Yes	Yes

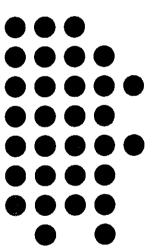
Note: See Proposals for detail corporate overview for each Respondent

Note: Effective October 1, 2010, IASIS Healthcare (located in Franklin, TN)

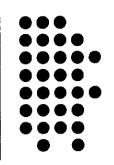
completed its acquisition of Brim Holdings, Inc., parent of BH.

#### 5

# Summary of Financial Terms of Proposals

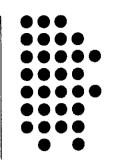


# University Health Systems of Eastern Carolina, Inc. (UHS)



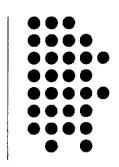
- Lease arrangement proposed
- Leased Assets: Operations and assets of Hospital (including its related joint ventures, land and buildings) and Physician Practices
- Lease Term: 20 years
- Consideration: \$18.1 million prepaid lease payment
- \$21.0 (minimum) capital expenditure commitment over first 5 years of lease

# University Health Systems of Eastern Carolina, Inc. (UHS)



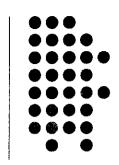
- UHS to assume BRHS current assets & liabilities.
- Upon the expiration of the lease, UHS is entitled to full and complete transfer of title and ownership of all leased assets for no additional consideration.
- Thereafter, UHS will be responsible for the operations of BRMC and its physician practices. Future working capital needs will be the responsibility of UHS
- UHS will recruit new physicians based on the Hospital's strategic plan.

# Community Health Systems, Inc. (CHS)



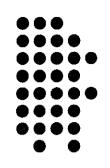
- Lease arrangement proposed
- Leased Assets: Land, building and equipment of BRMC.
- Lease Term: 30 years plus two 10-year renewals at FMV.
- Lease Consideration: \$30.0 million prepaid lease payment
- Additional Consideration: CHS would purchase the "Net Working Capital" of BRMC.
- Purchased Assets: Net Working Capital, including the assets listed in Exhibit A-1 of their Proposal, including all assets of BRMC, and associated physician clinics, ancillary services, and other assets required for the operation of the BRMC.

# Community Health Systems, Inc. (CHS)



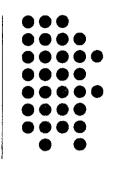
- \$25.0 million capital expenditure commitment during first 5 years of lease.
- \$2.0 million physician recruiting commitment during first 5 years of lease.
- End of Lease Term: Hospital retains ownership of its assets; BRMC will reimburse CHS for the net book value of any preapproved capital expenditures made by CHS within 5 years of the lease termination. Not clear as to treatment of Net Working Capital.

## Brim Healthcare, Inc. (BRIM)

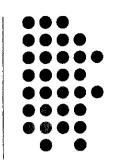


- Management Services Arrangement proposed
- MSA Term: 3 years + One 2-year renewal
- Management Fee: TBD; a starting point is 1-3% of Net Patient Revenue
- Will recruit new physicians based on BRMC's strategic plan. A contingency based fee will be charged for this service.

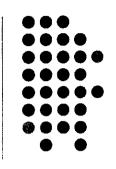
## Brim Healthcare, Inc. (BRIM)



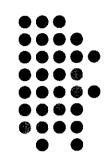
- Comprehensive management services to be provided include supply savings, financial reporting systems, best practices, strategic planning, quality improvement, organizational leadership, clinical resources management, Joint Commission readiness, education, and billing & collections services.
- A comprehensive listing of management services is set forth in their Proposal.



- Separate lease arrangement and JV arrangement proposed.
- Leased Assets: The business operations of BRMC, the physician practices, joint ventures, any assets not specifically retained by BRHS, net working capital, rights, privileges and interests necessary to the continued operations of the business.

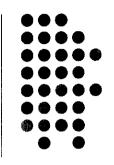


- Lease Term: 30 years plus two 10-year renewals at FMV.
- Lease Consideration: \$22.0 million prepaid lease payment.
- \$20.0 million capital expenditure commitment during the first 10 years of the lease.
- Physician recruiting commitment TBD.
- End of Lease Term: Not clear as to treatment of assets; we assume they are retained by BRHS.



#### Proposed 80/20 Joint Venture Terms

- LHP will contribute \$24.0M cash for 80% interest in a new JV.
- BRHS to contribute its land, facilities, equipment, operations and net working capital to the JV at a valuation of \$22.0M; BRHS to immediately receive a \$16.0M cash distribution at closing to help satisfy debts/liabilities. BRHS's net ownership interest in the new JV is 20% (\$22.0M \$16.0M = \$6.0M net contribution).
- Net cash position of JV post-closing is \$8.0M, debt-free (\$24.0M - \$16.0M = \$8.0M).



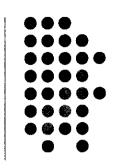
#### **Proposed Joint Venture Terms**

• After the initial capitalization, funding for capital expenditures and other cash needs will be secured by the JV in the following order of priority: (i) cash that is available at closing; (ii) cash available from ongoing operations of the JV; (iii) loans from LHP on terms mutually agreeable to LHP and the JV; (iv) loans from third party lenders; and (v)pro-rata cash contributions from the owners to the JV.



#### **Proposed Joint Venture Terms**

- After the first year and up until the end of the 5th year following the JV formation, BRHS will have the right to sell its ownership interest to LHP at FMV.
- Up to 5 years following the JV formation, BRHS will have the right to purchase up to 40% of the JV at FMV.

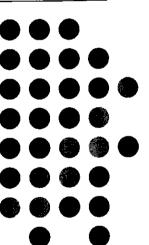


#### **Proposed Joint Venture Terms**

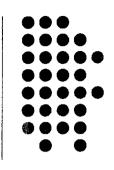
• In the event that LHP or BRHS receives a bona fide offer from an unrelated third party to purchase its ownership interest in the JV, the non-selling party will have a "First Right of Refusal" to purchase such ownership interest for a price equal to the amount offered by such third party.

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#### **Closing Comments**

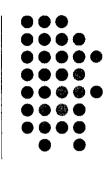


#### **Closing Comments**



- HAI recognizes the profound significance of the outcome of this process to all involved including the County, BRHS, BRMC, its employees, patients and residents of the community.
- HAI's Executive Summary and this presentation must be reviewed in conjunction with the specific details and context of the underlying Proposals submitted.
- In the interest of preserving the integrity of the process, to date HAI has had no clarifying discussions and/or correspondence with any of the Respondents since receipt of the Proposals, other than to provide status updates.

#### **Closing Comments**



- The Proposals are not binding upon the Respondents.
- The terms of the Proposals are likely subject to further modification and revision pursuant to joint negotiation and diligence among the parties.
- If there is ongoing interest in affiliation with one of the Respondents, we encourage the Boards to invite one or more of the Respondents to participate in on-site presentations and discussions to clarify and to elaborate on their respective proposal.