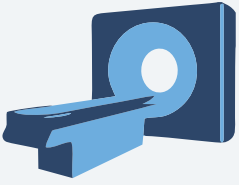


#1

PROVIDE CAPITAL FOR CORE INVESTMENTS

The disposition of non-core healthcare real estate assets allows health systems and hospitals to focus financial and management resources on its core business. Capital from monetization can then be infused in the implementation of key, mission-critical items, including:



- Construction / Renovation / Expansion of Core Real Estate Assets
- IT Infrastructure and Medical Equipment
- Mergers and Acquisitions
- Outpatient Expansion Build-out

#2

INCREASE LIQUIDITY, IMPROVE CREDIT

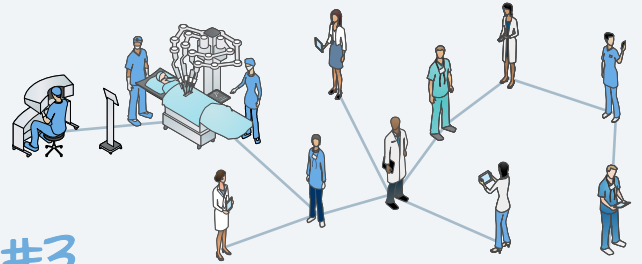
Liquidity is one of the primary drivers that rating agencies analyze when underwriting overall credit. Capital received from monetization improves liquidity, strengthens the balance sheet, and enhances credit ratings.



#3

BOLSTER PHYSICIAN RECRUITMENT

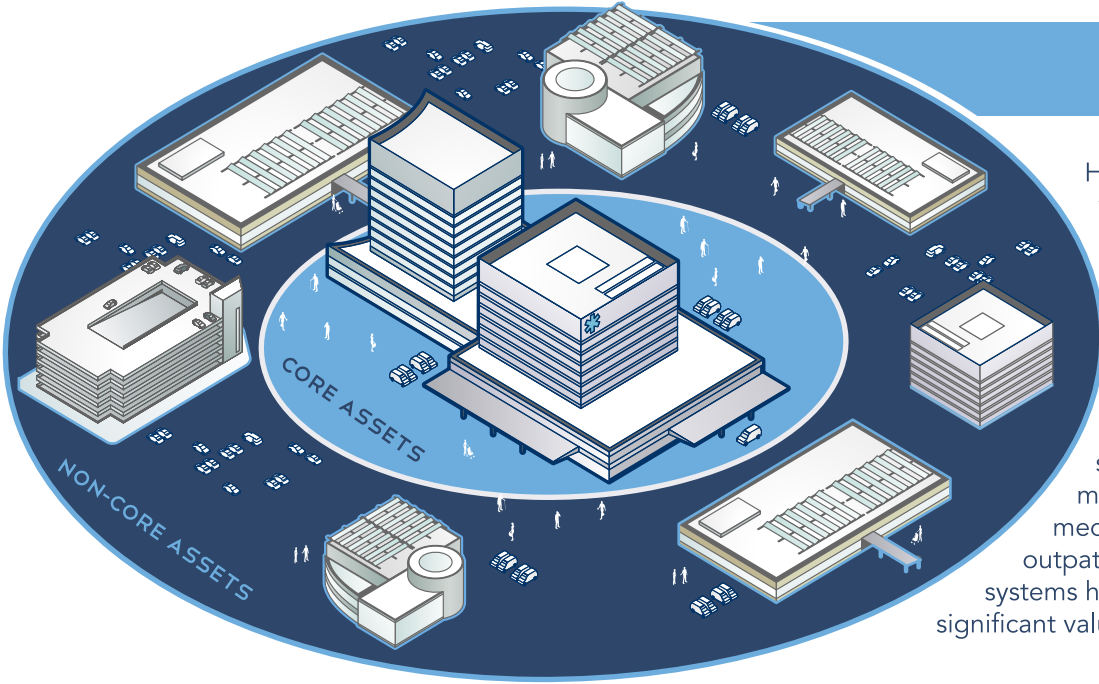
Capital from monetization can be used to grow a health system's footprint and market share, as well as provide support for key strategic objectives, including physician recruitment, retention, and clinical expansion.



5 Benefits of

Asset Monetization

UNLOCK THE VALUE OF YOUR REAL ESTATE



Healthcare expenses continue to rise, while reimbursements decline. Faced with challenging priorities and limited capital, hospitals and health systems are considering additional avenues to support current and future strategic initiatives. Asset Monetization can be a valuable solution for providers looking to free up capital and strengthen the balance sheet. By monetizing non-core real estate assets – medical office buildings (MOBs) and outpatient facilities – hospitals and healthcare systems have the opportunity to unlock significant value from their bricks and mortar.

#4

LEGAL & REGULATORY RELIEF



Monetization often removes a hospital/health system from the landlord-tenant relationship, thereby limiting the exposure to violating complicated (and potentially costly) Stark and Anti-Kickback regulations.



#5

UNLOCK MANAGEMENT RESOURCES



Monetization frees providers from the burdens associated with real estate operation and landlord-tenant relationships. Providers are able to focus on the business of health care, not leasing and managing medical office space.

