



Healthcare CEO Forum

<azhealthcareceo.com>

7:30 am Tuesday, March 10, 2020

Meeting at
Scottsdale Place
5635 N. Scottsdale Road
Suite 170
Scottsdale, AZ 85250

Overview

- Introductions/Housekeeping
 - Introductions/Update
 - Forum, personal goals
- 2020 Schedule
 - Tue, March 10, 2020
 - Jim O'Connor, "2020 Economic Outlook"
 - SARS vs Covid-19
 - New New Year's Predictions & Resolutions
 - Next meetings, 2020
 - Tuesday, April 14, 2020—Taxes Due!
 - Tuesday, May 12, 2020

Economic Outlook 2020

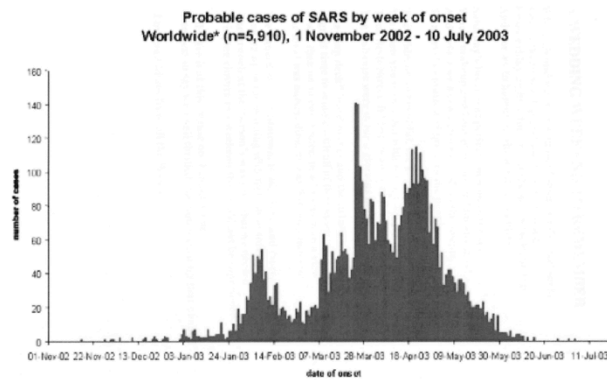
Jim O'Connor, President
O'Connor Capital Advisory

Jim is the President and Managing Member of O'Connor Capital Advisory with offices in Scottsdale, AZ and Coronado, CA. He brings a wealth of experience in the investment, real estate development, and hospitality industries. Jim earned his MBA, MIM from Thunderbird School of Global Management and his undergraduate degree from San Diego State University.

He and his wife Kelly are actively involved with Coronado High School, Islander Sports as well as their church, C3 San Diego.

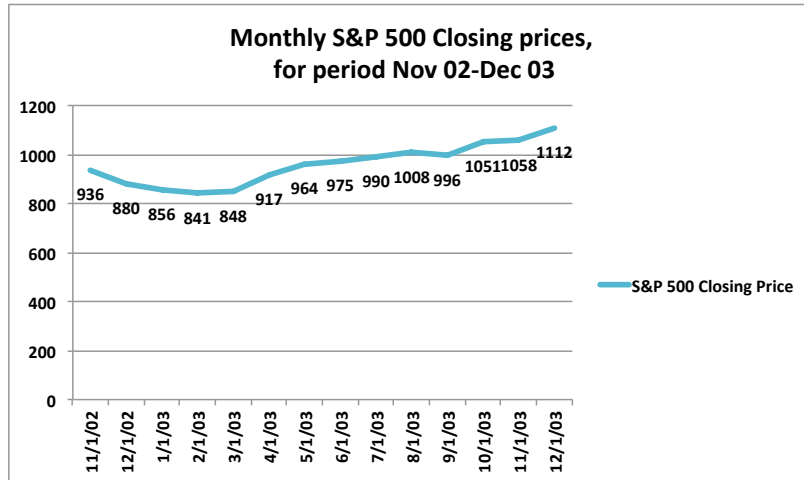
SARS Cases, Nov 2002-July 2003

Epidemic curves - Severe Acute Respiratory Syndrome (SARS)

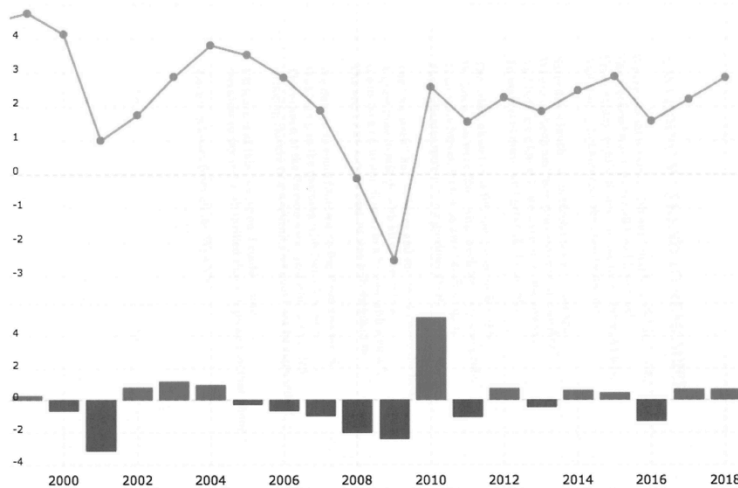


*This graph does not include 2,527 probable cases of SARS (2,521 from Beijing, China), for whom no dates of onset are currently available.

Monthly S&P 500 Closing Prices, Nov 2002-Dec 2003



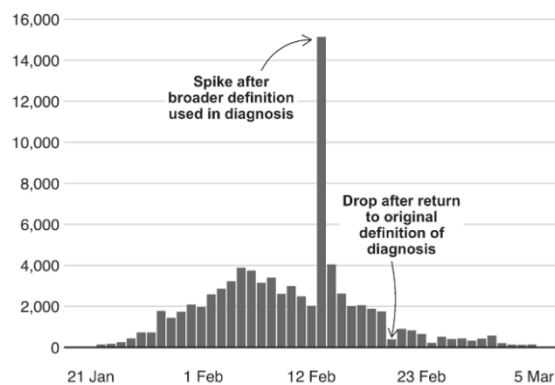
GDP Growth, 1999-2018



New cases in China are declining

New cases in China remain low

Daily confirmed cases of coronavirus in China



Source: China National Health Commission, WHO. Updated: 5 Mar 06:00 GMT

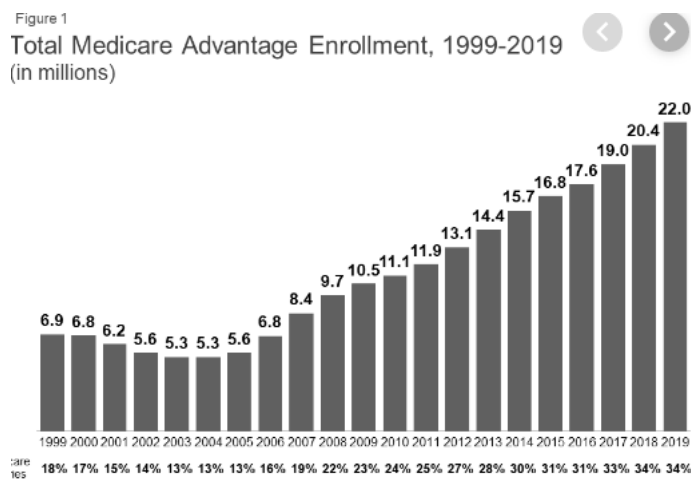
Your Predictions for 2020

- How will the economy perform during 2020?
 - S&P 500 Index? Currently 3230, up 27.5% from 2532 on Jan 1, 2019
 - Unemployment rate? Currently 3.5%, down from 4.0% Jan, 2019
 - Crude Oil Prices? Currently \$61/bbl, up from \$48/bbl in Jan, 2019
 - 10-Year Treasury bond yield? Currently 1.795%, down from 2.67% Jan, 2019
 - GDP growth? Currently 2.1% annual rate, down from 3.1% 1Q19
- How will politicians perform during 2020?
 - Democratic nominee for President?
 - Democratic nominee for Vice President?
 - Presidential election outcome, Trump or ?
 - AZ senatorial seat outcome, McSalley or ?
 - Republicans gain or lose seats in House of Representatives?

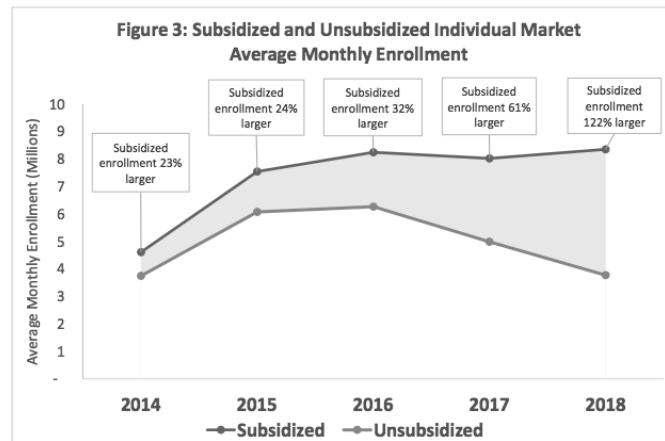
Your Predictions for 2020

- How will healthcare industry perform during 2020?
 - Medicare Advantage market share? 34% in 2019 (see next page)
 - Exchange enrollment in 2020? 8m subsidized, 4m non-subsidized in 2018 (see later page)
 - Hospital admissions in 2020? 34.3m in 2018
 - UHG share price at end of 2020? Currently \$290 up from \$240 a yr ago
 - Your big surprise prediction for healthcare in 2020?

Medicare Advantage Enrollment



ACA Exchange Enrollment, 2014-18



CEO Forum New Year's Resolutions

- 1) Professional goals
 - Business plan
 - Professional development
 - Hobbies and interests
- 2) Family
 - Travel
 - Celebrations
- 3) Health and Fitness
 - Stress reduction
 - Conditioning
 - Sport

Forum Approach

- Goals
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- Meetings
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Invitees

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- Donkerbrook
- Seth Bacon
- Shane Armstrong
- Ken Levin
- Adam Sabbath
- Luke Lee
- Brent Cope
- Walt Cooper
- Steve Little