



Q1'14 Earnings Call

May 5, 2014

Disclosures / Forward-Looking Statements

This presentation includes “forward-looking statements.” Forward-looking statements are based on current expectations and involve known and unknown risks, uncertainties and other factors that may cause our actual results to be materially different from those expressed or implied. These factors include, among others, our ability to realize fully or at all the anticipated benefits of our merger with Vanguard and to successfully integrate the operations of our business and Vanguard’s business; changes in health care and other laws and regulations; changes in economic conditions; adverse litigation or regulatory developments; the ability to enter into managed care provider arrangements on acceptable terms; changes in Medicare and Medicaid payments or reimbursement; adverse litigation or regulatory developments; competition; our success in implementing our business development plans and integrating newly acquired businesses; our ability to hire and retain qualified personnel; our significant indebtedness; the availability and terms of capital to fund the expansion of our business, including the acquisition of additional facilities; adverse fluctuations in interest rates and other risks related to interest rate swaps or any other hedging activities; the ability to continue to expand and realize earnings contributions from the revenue cycle management, health care information management, management services, and patient communications services businesses under our Conifer Health Solutions (“Conifer”) subsidiary by marketing these services to third-party hospitals and other health care-related entities; and our ability to identify and execute on measures designed to save or control costs or streamline operations. These factors also include the positive and negative effects of health reform legislation on reimbursement and utilization and the future designs of provider networks and insurance plans, including pricing, provider participation, coverage and co-pays and deductibles. These and other risks and uncertainties are described in “Risk Factors” under Item 1A of Part I of our Annual Report on Form 10-K for the year ended December 31, 2013 (“Annual Report”), “Forward-Looking Statements” under Item 1 of Part I of our Annual Report, and “Forward-Looking Statements” under Item 2 of Part I of our Quarterly Report on Form 10-Q for the quarter ended March 31, 2014. We disclaim any obligation to update any forward-looking statement in this presentation, whether as a result of changes in underlying factors, new information, future events or otherwise.

A reconciliation of Adjusted EBITDA to net income attributable to Tenet common shareholders is included in the financial tables at the end of the Company’s press release dated May 5, 2014.

Highlights - Q1'14

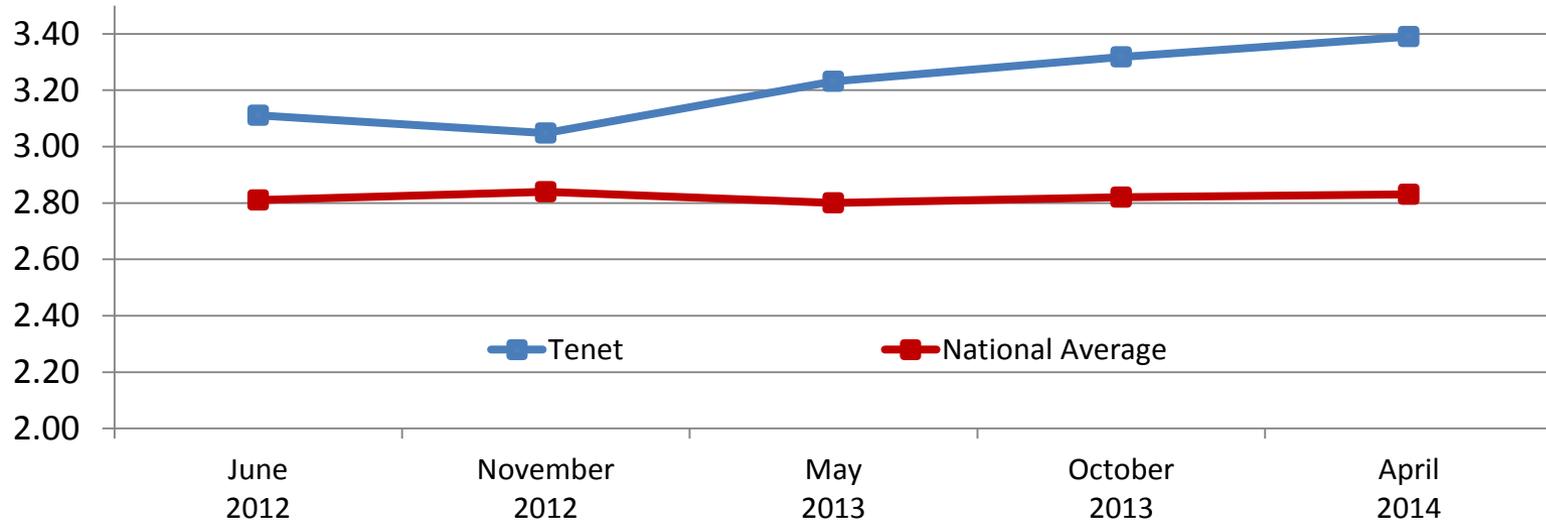
- ✓ 9% increase in Adjusted EBITDA on an apples-to-apples basis⁽¹⁾
... approaching top quartile of Q1'14 Outlook range
- ✓ Volume trends strengthening
- ✓ Reform impact is tracking expectations
- ✓ Growing higher-margin, faster-growing, capital-light businesses
- ✓ Vanguard integration is proceeding smoothly
- ✓ Confirming 2014 Outlook of \$1.8 to 1.9 billion in Adjusted EBITDA

Q1'14 progress advances Tenet's transformation from a regional operator of hospitals to a national diversified healthcare services company.

(1) Reconciling items provided on Slide 5.

Tenet's Quality Scores Exceed National Average

Leapfrog Hospital Safety "Grade Point Average"



April 2014 Scores	A	B	C	D	F	"GPA" (1)
Tenet (n=69)	38 (55%)	20 (29%)	11 (16%)	0	0	3.39
All Hospitals (n=2,522)	804 (32%)	668 (26%)	878 (35%)	150 (6%)	22 (1%)	2.83

(1) "GPA" calculated in the traditional manner: weighting an "A" by '4', a "B" a '3', etc.

9% Adjusted EBITDA Growth, Net of Items Below:

EBITDA (\$mm)	Q1'14	Q1'13	Change Fav / (Unfav)
Medicare Sequestration	(25)	-	(25)
California Provider Fee Program	-	12	(12)
Gain on Consolidation of Outpatient Center	-	10	(10)
Health Plans	(8)	14	(22)
Resolute Health Pre-Opening Expenses *	(5)	(2)	(3)
Severe Weather	(10)	-	(10)
Two Midnight Rule	(5)	-	(5)
Vanguard Synergies	10	-	10
ACA Impact on Volumes and Payer Mix	10	-	10
ACA-Related Medicare Cuts	(10)	-	(10)
HIT Incentive Payments	9	4	5
Effect of Interest Rate Changes on Discounted Liabilities	(3)	1	(4)
Total			(76)

* Expenses related to the new Resolute Hospital and Wellness Campus under construction in New Braunfels, TX

Q1'14 a Solid Start to 2014

EBITDA Approaches Top Quartile of Outlook Range

- \$387mm in Q1'14 Adjusted EBITDA, an increase of \$113mm
- Approaches top quartile of Q1'14 Outlook range
- Confirm 2014 Adjusted EBITDA Outlook of \$1.8 billion to \$1.9 billion

Volume Trends Continue to Strengthen

- 0.3% growth in adjusted admissions (*pro forma*), 0.4% decline (*same-hospital*)
- 4.6% growth in outpatient visits (*pro forma*), 2.5% increase (*same-hospital*)
 - 1.6% outpatient headwind from severe weather events
- 0.9% decline in admissions (*pro forma*), 1.2% decline (*same-hospital*)
- 7.7% growth in surgeries (*pro forma*); 13.1% increase (*same-hospital*)
- Commercial admissions trends in the quarter were the strongest in more than six years (*same-hospital*)

ACA Is Tracking Nicely

- 17% increase in Medicaid admits and 33% decline in uninsured + charity admits in four Medicaid expansion states (*pro forma*)
- Favorable EBITDA impact of payer shift offset by \$10mm reduction in Medicare reimbursement cuts

Pricing Remains Strong

- 5.5% increase in commercial managed care revenue per admission (*pro forma*)
- Zero Q1'14 revenue related to California Provider Fee Program, compared to \$12mm in Q1'13
- 1.0% increase in net operating revenues (*pro forma*)
 - 3.0% increase in net operating revenue excluding decline in health plan revenue (*pro forma*)

Cost Metrics Highlight Effective Cost Control

- 1.5% increase in selected operating expenses per adjusted admission in hospital operations (*pro forma*)
- 2.6% increase, excluding growth in physician employment (*same-hospital*)

Bad Debt In-Line

- 8.8% bad debt ratio, 30 basis point increase (*pro forma*)
- 49 AR days at 3/31/14, compared to 47 days at 12/31/13, increase related to temporary timing issues

Vanguard Integration Proceeding Smoothly

- Expect to exceed \$100-200mm range for acquisition synergies over the long term

Conifer Reports Solid Quarter

- \$48mm in EBITDA, an increase of 50% includes \$5mm of non-recurring items
- \$285mm in revenues, a 35% increase

Healthcare Reform is Tracking Nicely So Far

Medicaid volumes are up significantly in expansion states while uninsured and charity volumes experienced large declines ⁽¹⁾

Volume Mix Shift in Expansion States	Medicaid (# / % change)	Uninsured + Charity (# / % change)
Inpatient Admissions	 2,459 / 17%	 (866) / (33)%
Outpatient Visits	 23,646 / 17%	 (11,767) / (24)%

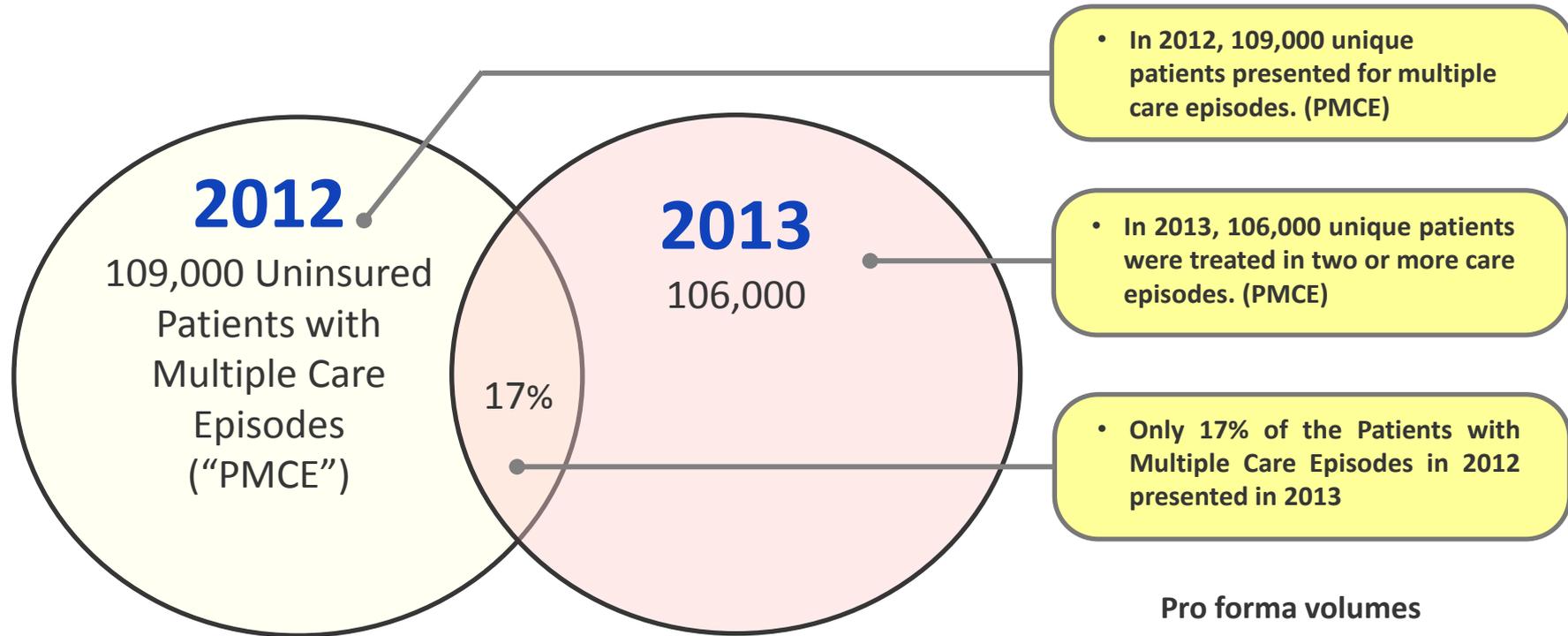
(1) All changes are pro forma, as if Vanguard facilities were owned by Tenet in Q1'13. Medicaid programs in Arizona, California, Illinois and Massachusetts expanded 1/1/14. Medicaid program in Michigan expanded 4/1/14.

Payer mix trends are largely favorable with clear differences in Medicaid expansion states

Payer Mix Shift	Expansion States ⁽¹⁾		Non-Expansion States		Total	
	Medicaid ⁽²⁾	Uninsured + Charity	Medicaid ⁽²⁾	Uninsured + Charity	Medicaid ⁽²⁾	Uninsured + Charity
Admissions	 17%	 (33)%	 (1)%	 2%	 4%	 (5)%
OP Visits	 17%	 (24)%	 1%	 (10)%	 6%	 (14)%
ED Volumes (Total)	 25%	 (28)%	 2%	 (6)%	 9%	 (11)%

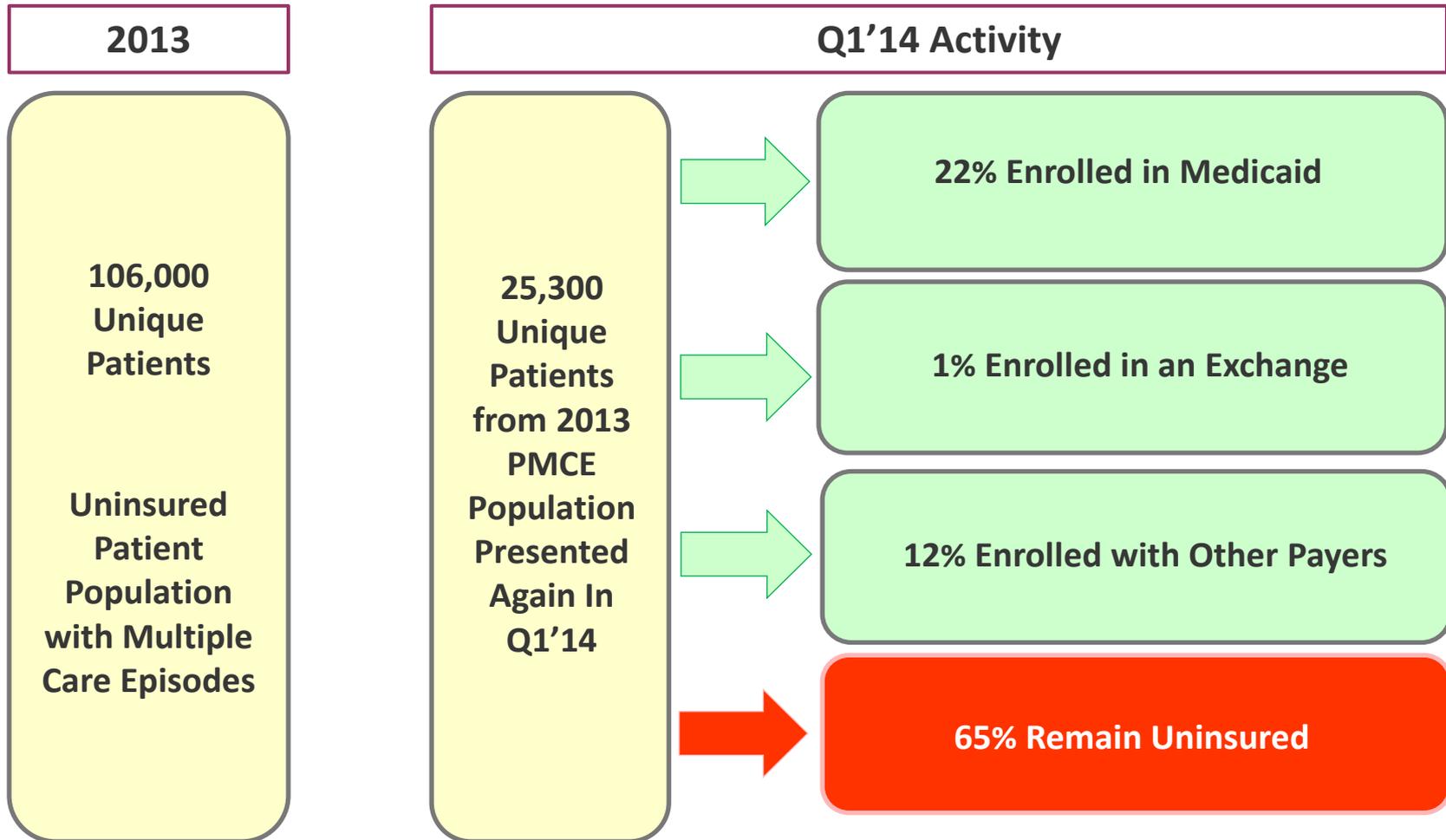
- (1) Volume changes are on a pro forma basis. Medicaid programs in Arizona, California, Illinois and Massachusetts expanded 1/1/14. Michigan expansion became effective 4/1/14. The four Jan 1 expansion states contain 25 percent of THC's beds. Michigan's April 1 expansion raises the percentage of beds in Medicaid expansion states to 34 percent beginning Q2'14.
- (2) Patients who we believe are eligible for Medicaid benefits but have not yet been approved for Medicaid benefits at quarter-end are reflected in the quarter's Medicaid volume statistics using Tenet's legacy historical conversion rate for successfully qualifying these patients for Medicaid. Until the Vanguard facilities are fully under Conifer, certain legacy Vanguard facilities retain pending Medicaid patients in an uninsured status until final Medicaid status is determined.

Uninsured Patients with Multiple Care Episodes (PMCE)



There is limited continuity in these uninsured populations in sequential time periods, although these populations drive more than 40% of Tenet's bad debt expense.

Significant Enrollment Progress with Population of Uninsured Patients with Multiple Episodes of Care



Q1'14 to Q2'14 EBITDA Outlook Walk Forward

	(\$mm)	Comments
EBITDA - Q1 Actual	387	
California Provider Fee	0	<i>Assumes 2014-16 Program not approved until 2nd Half</i>
Vanguard Synergies	5	<i>Merger Synergies ramp up from Q1'14</i>
Performance Excellence Program	5	<i>Incremental savings from Performance Excellence Program</i>
Healthcare Reform	5	<i>Additional reform-related favorable impact</i>
Severe Weather	10	<i>Q1'14 severe weather issues are not repeated Q2'14</i>
Health Information Technology	41	<i>Expected recognition of incentive payments</i>
Conifer	(5)	<i>\$5mm in non-routine earnings in Q1'14 are not repeated in Q2'14</i>
Volume, Acuity, Payer Mix	(48)	<i>Q2 volumes typically 4% lower than Q1</i>
Sub-Total	13	<i>Increment in Q2'14 Adjusted EBITDA Outlook versus Q1'14</i>
EBITDA - Q2'14 Outlook	400	<i>Middle of Q2'14 Outlook range of \$375mm - \$425mm</i>

2nd Half 2014 EBITDA Outlook Walk Forward

	(\$mm)	Comments
EBITDA - Q1 Actual + Q2 Outlook	787	<i>\$387mm Actuals from Q1 + \$400mm (Middle of Q2'14 Outlook Range)</i>
California Provider Fee	140	<i>2014 Program assumed approved and recognized in 2nd Half</i>
Managed Care Pricing	40	<i>Impact of managed care contracts</i>
Vanguard Synergies	25	<i>\$50mm in 2nd half synergies compared to \$25mm in 1st half</i>
FICA and unemployment taxes	25	<i>Caps on FICA and unemployment taxes reduce 2nd Half expense</i>
Performance Excellence Program	20	<i>\$15mm in H1'14 compared to \$35mm in H2'14; 2014 total of \$50mm</i>
Bad Debt	20	<i>Assumes improved aging</i>
Healthcare Reform	25	<i>Additional reform-related patient volume in 2nd Half</i>
Severe Weather	10	<i>Assumes Q1'14 severe weather issues are not repeated in 2nd Half</i>
Health Information Technology Incentives	(16)	<i>Timing of HIT incentives</i>
Volume, Acuity, Payer Mix	(13)	<i>2nd Half seasonality</i>
Sub-Total	276	<i>Assumed H2'14 Adjusted EBITDA increment versus H1'14 Adjusted EBITDA</i>
EBITDA - 2nd Half Outlook	1,063	<i>Middle of H2'14 Outlook range</i>
2014 EBITDA Outlook	1,850	<i>Middle of 2014 Outlook range of \$1.8 billion to \$1.9 billion</i>

The logo for Tenet, featuring the word "tenet" in a bold, dark blue, sans-serif font. The letters are lowercase, with the 't' and 'n' being significantly taller than the 'e' and 't'. Two dark blue curved lines, resembling arcs or partial circles, are positioned above and below the text, framing it. The top arc starts above the 't' and ends above the 't' of 'net'. The bottom arc starts below the 't' of 'net' and ends below the 't' of 'tenet'.

tenet