



Healthcare Financial Services

We know healthcare because healthcare is all we do

Healthcare Financial Services is a leading provider of financing solutions to the healthcare industry. With more than 45 years of experience, we help customers improve their clinical, operational, and financial outcomes by providing flexible offerings to meet their cash and technology needs. Healthcare Financial Services can help customers manage today's industry dynamics while also planning for the future.

Our Solutions

- Provide access to capital
- Improve cash management
- Offer financial flexibility
- Minimize asset and technology risk
- Deliver integrated solutions for technology, service, and finance



EXPERTISE

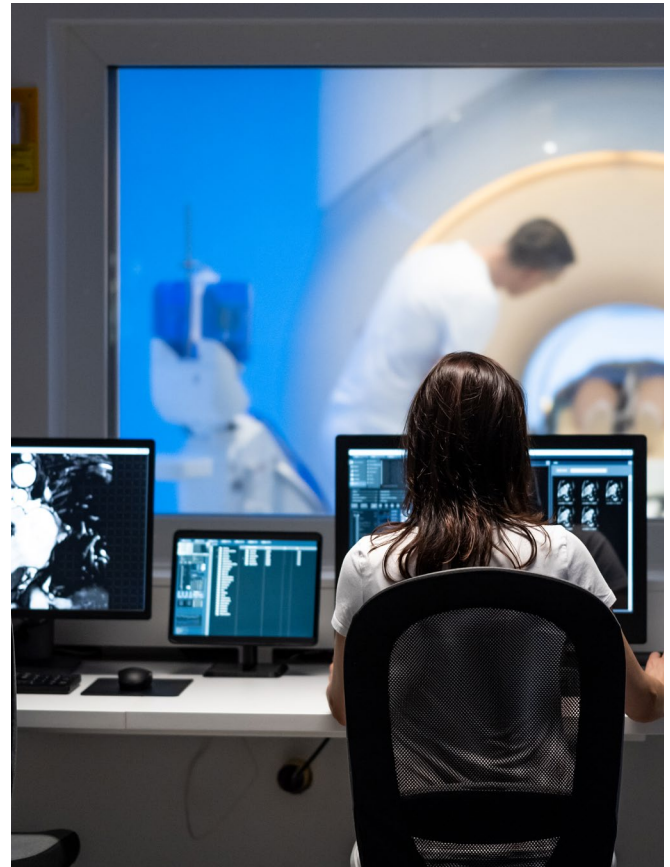
We know healthcare

As the healthcare industry matures, it grows in complexity. The pace of innovation in technology is rapidly increasing, and so is the average age of equipment. When providers merge, they often find themselves with a mixed bag of assets and a growing list of needs shaped by new reforms. New providers are trying to make good investments in a volatile industry.

Managing this much more complicated picture well, and with long-term success, requires knowledge not just in financing, but in the clinical and operational aspects of the industry. Just as much as we know financing, our people also know healthcare. We've spent years listening to our customers' clinical and operational challenges and coming up with long-term solutions to overcome them.

"The customized and innovative financing solutions provided by the HFS team gave us the opportunity to maximize our equipment acquisitions while more effectively managing our capital."

*Phillip J. Mazzuca, D.Sc., FACHE
Chief Executive Officer, Williamson Medical Center*



WHO WE ARE

**15
years**
average
commercial
tenure

**~\$2
billion**
in healthcare
assets financed
annually

30+
customized
financing
solutions

**>50
years**
serving the
healthcare
industry

30+
countries
with
HFS customers



RELATIONSHIPS

We build healthy alliances

Money is transactional by nature. There is no way around that, but when the financial relationship starts and ends all within the confines of money changing hands, a huge opportunity for long-term support and growth is missed.

The relationships that we build with our customers are what set us apart. They start with a conversation about a provider's immediate needs, but they don't end there. We keep coming back to those conversations, growing them over time to fulfill our customer's vision for the future.

We serve a variety of customers—from large to small and from well-established to just beginning. These include:

- Public and private health systems
- Ambulatory surgery centers
- Office-based labs
- Imaging centers
- Physician offices

"Relationships are the most important factor in gaining, strengthening, and deepening our alliances with clients. These relationships are built over time based on trust, expertise, and execution."



FLEXIBILITY

We creatively structure the transformation of healthcare

Every provider has their own story to tell about how they got to where they are, where they want to be, and what unique challenges lie in their way. Some have an aging fleet of assets that need to be upgraded, while others just want to test the waters with a different technology in a new location.

Solutions to these types of challenges are beyond the quick fix of any one financial product. They must be tied to the clinical and operational roots of the organization in order for them to be robust enough to provide long-term support.

That's why our people are more than just advisors. We are healthcare technology strategists who create custom financial strategies. Our long-term financial plans not only meet a provider's immediate needs, but they're also built on a foundation of understanding their clinical and operational goals. Our customizable approach is made possible with our strategic toolkit filled with a wide array of creative financing options.

These include:

- Traditional leases and loans
- Structures that provide a predictable payment stream for complex projects involving multiple assets and fundings
- Managed equipment services to allow optimization of assets with predictable payments and flexibility

"Every client has their own unique set of characteristics and drivers. A 'one product fits all' asset lending mentality doesn't provide clients with the flexible, tailored solutions they need to succeed."



GE HealthCare

As a leading provider of financing solutions to the healthcare industry, Healthcare Financial Services helps customers improve their clinical, operational, and financial outcomes by providing flexible offerings to meet their cash and technology needs.

To learn more, visit gehealthcare.com/financial-services.

Creating a world where healthcare has no limits.

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