

Financial Summary

March 31, 2025

Board of Director's Meeting May 1, 2025

Nancy Huang, Chief Financial Officer

Our Mission

To serve member health with excellence and dignity, respecting the value and needs of each person.

Our Vision

By 2027, remove barriers to health care access for our members, implement same-day treatment authorizations and real-time claims payments for our providers, and annually assess members' social determinants of health.

Financial Highlights: March 2025

	March	2025				July 2024 - N	March 2025	
Actual	Budget	\$ Variance	% Variance		Actual	Budget	\$ Variance	% Variance
906,271	901,467	4,804	0.5%	Member Months	8,214,052	8,106,282	107,770	1.3%
641,006,252	359,829,947	281,176,305	78.1%	Revenues	3,867,644,203	3,212,255,251	655,388,952	20.4%
588,844,998	356,048,287	(232,796,711)	(65.4%)	Medical Expenses	3,566,225,614	3,194,161,753	(372,063,861)	(11.6%)
21,946,144	25,277,938	3,331,794	13.2%	Administrative Expenses	187,377,219	221,503,705	34,126,486	15.4%
30,215,110	(21,496,278)	51,711,388	240.6%	Operating Margin	114,041,370	(203,410,207)	317,451,577	156.1%
				Non-Operating Income (Loss)				
14,893,294	6,666,660	8,226,634	123.4%	Net Investment Income/Expense	149,587,778	59,999,940	89,587,838	149.3%
(24,076)	(117,280)	93,204	79.5%	Net Rental Income/Expense	(363,329)	(1,055,520)	692,191	65.6%
(3,573)	-	(3,573)	(100.0%)	Net MCO Tax	(9,934)	-	(9,934)	(100.0%)
(583,903)	(1,178,825)	594,922	50.5%	Grant Expense	(14,201,432)	(10,518,516)	(3,682,916)	(35.0%)
2,176	-	2,176	100.0%	Other Income/Expense	24,596	-	24,596	100.0%
14,283,918	5,370,555	8,913,363	166.0%	Total Non-Operating Income (Loss)	135,037,679	48,425,904	86,611,775	178.9%
44,499,029	(16,125,723)	60,624,752	376.0%	Change in Net Assets	249,079,048	(154,984,303)	404,063,351	260.7%
91.9%	98.9%	(7.1%)		Medical Loss Ratio	92.2%	99.4%	(7.2%)	
3.4%	7.0%	3.6%		Administrative Loss Ratio	4.8%	6.9%	2.1%	
4.7%	(6.0%)	10.7%		Operating Margin Ratio	2.9%	(6.3%)	9.3%	
100.0%	100.0%			Total Operating	100.0%	100.0%		
81.6%	94.1%	(12.5%)		*Adjusted MLR	85.8%	94.5%	(8.7%)	
5.4%	7.0%	1.6%		*Adjusted ALR	5.4%	6.9%	1.5%	

^{*}Adjusted MLR /ALR excludes estimated Board-approved Provider Rate increases, Directed Payments and Community Reinvestment Accruals, but includes costs associated with CalOptima Health's Digital Transformation Strategy (DTS) budget.



Financial Highlights Notes: March 2025

- Notable events/items in March 2025
 - \$216.8 million of Hospital Directed Payments (DP) were received and paid out in March 2025 for Calendar Year (CY) 2023
 - \$20.0 million of Skilled Nursing Facility Workforce & Quality Incentive Program (WQIP) received in March 2025
 - Favorable revenue due primarily to:
 - The revised CY 2025 draft rates received in December were favorable compared to budget assumptions. Staff anticipates additional rate amendments are forthcoming from the Department of Health Care Services (DHCS) due to program and member acuity changes.



FY 2024-25: Management Summary

- Change in Net Assets Surplus or (Deficit)
 - Month To Date (MTD) March 2025: \$44.5 million, favorable to budget \$60.6 million or 376.0% primarily due to:
 - Favorable net investment income, enrollment and CY 2025 premium capitation rates
 - Year To Date (YTD) July 2024 March 2025: \$249.1 million, favorable to budget \$404.1 million or 260.7% primarily due to:
 - Favorable net investment income, premium capitation rates and enrollment in the Medi-Cal (MC) Line of Business (LOB)



Enrollment

- MTD: 906,271 members, favorable to budget 4,804 or 0.5%
- YTD: 8,214,052 member months, favorable to budget 107,770 or 1.3%

Revenue

- MTD: \$641.0 million, favorable to budget \$281.2 million or 78.1% driven by MC LOB due to CY 2023 Hospital DP, CY 2024 WQIP, favorable enrollment, and CY 2025 premium capitation rates
- YTD: \$3,867.6 million, favorable to budget \$655.4 million or 20.4% driven by MC LOB due to CY 2022 and 2023 Hospital DP, CY 2024 WQIP, and favorable enrollment and premium capitation rates



Medical Expenses

- MTD: \$588.8 million, unfavorable to budget \$232.8 million or 65.4% driven by:
 - \$243.5 million in MC Other Medical Expenses primarily due to CY 2023 Hospital DP, CY 2024 WQIP, and CY 2025 Community Reinvestment and Quality Achievement accruals
 - Offset by \$9.9 million in MC Facilities, Professional, and Managed Long-Term Services and Supports (MLTSS) expenses due to decrease in utilization



- Medical Expenses (cont.)
 - YTD: \$3,566.2 million, unfavorable to budget \$372.1 million or 11.6% driven by:
 - \$416.9 million in MC Other Medical Expenses due primarily to CY 2022 and 2023 Hospital DP, CY 2024 WQIP, and CY 2025 Community Reinvestment and Quality Achievement accruals
 - Offset by \$13.5 million in MC Incentive Payments expenses due to the timing of Hospital Quality Program (HQP) accruals



Administrative Expenses

- MTD: \$21.9 million, favorable to budget \$3.3 million or 13.2%
- YTD: \$187.4 million, favorable to budget \$34.1 million or 15.4%

Non-Operating Income (Loss)

- MTD: \$14.3 million, favorable to budget \$8.9 million or 166.0% primarily due to Net Investment Income of \$8.2 million and favorable Grant Expense of \$0.6 million
- YTD: \$135.0 million, favorable to budget \$86.6 million or 178.9% primarily due to Net Investment Income of \$89.6 million, offset by Grant Expense of \$3.7 million



FY 2024-25: Key Financial Ratios

Medical Loss Ratio (MLR)

		Actual	Budget	Variance (%)
MTD	MLR	91.9%	98.9%	(7.1%)
	Adjusted MLR*	81.6%	94.1%	(12.5%)
YTD	MLR	92.2%	99.4%	(7.2%)
	Adjusted MLR*	85.8%	94.5%	(8.7%)

Administrative Loss Ratio (ALR)

		Actual	Budget	Variance (%)
MTD	ALR	3.4%	7.0%	3.6%
	Adjusted ALR*	5.4%	7.0%	1.6%
YTD	ALR	4.8%	6.9%	2.1%
	Adjusted ALR*	5.4%	6.9%	1.5%

^{*} Adjusted MLR/ALR excludes estimated Board-approved Provider Rate Increases, Directed Payments and Community Reinvestment Accruals, but include costs associated with DTS.



FY 2024-25: Key Financial Ratios (cont.)

Balance Sheet Ratios

- Current ratio*: 2.0
- Board Designated Reserve level: 2.69
- Statutory Designated Reserve level: 1.03
- Net-position: \$2.7 billion, including required TNE of \$126.9 million



Enrollment Summary: March 2025

	March 20	25				July 2024 - N	March 2025	
Actual	Budget	\$ Variance	% Variance	Enrollment (by Aid Category)	Actual	Budget	\$ Variance	% Variance
149,270	138,483	10,787	7.8%	SPD	1,317,755	1,234,888	82,867	6.7%
260,975	271,989	(11,014)	(4.0%)	TANF Child	2,406,195	2,450,482	(44,287)	(1.8%)
129,678	138,409	(8,731)	(6.3%)	TANF Adult	1,178,923	1,242,174	(63,251)	(5.1%)
2,478	2,596	(118)	(4.5%)	LTC	22,402	23,440	(1,038)	(4.4%)
336,920	322,531	14,389	4.5%	MCE	3,042,756	2,908,205	134,551	4.6%
9,166	9,541	(375)	(3.9%)	WCM	86,615	85,997	618	0.7%
888,487	883,549	4,938	0.6%	Medi-Cal Total	8,054,646	7,945,186	109,460	1.4%
17,283	17,431	(148)	(0.8%)	OneCare	154,877	156,797	(1,920)	(1.2%)
501	487	14	2.9%	PACE	4,529	4,299	230	5.4%
532	568	(36)	(6.3%)	MSSP	4,592	5,112	(520)	(10.2%)
906,271	901,467	4,804	0.5%	CalOptima Health Total	8,214,052	8,106,282	107,770	1.3%



Consolidated Revenue & Expenses: March 2025 MTD

	Medi-Cal	OneCare	OneCare Connect	PACE	MSSP	Covered CA	Cor	nsolidated
MEMBER MONTHS	888,487	17,283		501	532			906,271
REVENUES								
Capitation Revenue	\$ 599,945,907	\$ 36,261,846	\$ -	\$ 4,558,439	\$ 240,060	\$ -	\$ 6	641,006,252
Total Operating Revenue	599,945,907	36,261,846	<u> </u>	4,558,439	240,060	-	(641,006,252
MEDICAL EXPENSES								
Provider Capitation	113,474,462	14,496,512						127,970,973
Claims	128,275,694	5,915,923		1,621,856				135,813,474
MLTSS	47,109,364			8,872	38,160			47,156,396
Prescription Drugs		9,593,668		562,814				10,156,482
Case Mgmt & Other Medical	264,043,808	2,273,804		1,253,511	176,549		:	267,747,672
Total Medical Expenses	552,903,327	32,279,907		3,447,054	214,710	-		588,844,998
Medical Loss Ratio	92.2%	89.0%	0.0%	75.6%	89.4%	0.0%		91.9%
GROSS MARGIN	47,042,580	3,981,939		1,111,386	25,350	-		52,161,254
ADMINISTRATIVE EXPENSES								
Salaries & Benefits	11,647,772	1,060,326		165,228	103,848			12,977,174
Non-Salary Operating Expenses	3,391,033	613,094		156,842	1,421	115,385		4,277,774
Depreciation & Amortization	735,543			991				736,534
Other Operating Expenses	3,548,058	59,541		16,379	7,622			3,631,600
Indirect Cost Allocation, Occupancy	(877,538)	1,174,778		17,701	8,121			323,062
Total Administrative Expenses	18,444,868	2,907,739	•	357,140	121,012	115,385		21,946,144
Administrative Loss Ratio	3.1%	8.0%	0.0%	7.8%	50.4%	0.0%		3.4%
Operating Income/(Loss)	28,597,712	1,074,200		754,246	(95,662)	(115,385)		30,215,110
Investments and Other Non-Operating	(1,396)							14,283,918
CHANGE IN NET ASSETS	\$ 28,596,315	\$ 1,074,200	\$ -	\$ 754,246	\$ (95,662)	\$ (115,385)	\$	44,499,029
BUDGETED CHANGE IN NET ASSETS	(19,155,101)	(1,244,978)	-	(68,265)	(111,268)	(916,666)		(16,125,723)
Variance to Budget - Fav/(Unfav)	\$ 47,751,416	\$ 2,319,178	\$ -	\$ 822,511	\$ 15,606	\$ 801,281	\$	60,624,752



Consolidated Revenue & Expenses: <u>March 2025 YTD</u>

	Medi-Cal	OneCare	OneCare Connect	PACE	MSSP	Covered CA	Consolidated
MEMBER MONTHS	8,054,646	154,877		4,529	4,592		8,214,052
REVENUES							
Capitation Revenue	\$ 3,516,038,366	\$ 312,678,413	\$ (3,197,365)	\$ 40,026,191	\$2,098,598	\$ -	\$ 3,867,644,203
Total Operating Revenue	3,516,038,366	312,678,413	(3,197,365)	40,026,191	2,098,598	<u> </u>	3,867,644,203
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MEDICAL EXPENSES							
Provider Capitation	1,025,398,658	133,595,626	(1,453,037)				1,157,541,248
Claims	1,171,632,820	54,454,621	(184,151)	14,329,408			1,240,232,697
MLTSS	437,715,239			98,047	337,679		438,150,964
Prescription Drugs		79,434,756		5,232,098			84,666,854
Case Mgmt & Other Medical	616,947,210	15,602,554		11,411,998	1,672,088		645,633,851
Total Medical Expenses	3,251,693,928	283,087,558	(1,637,188)	31,071,550	2,009,767	-	3,566,225,614
Medical Loss Ratio	92.5%	90.5%	51.2%	77.6%	95.8%	0.0%	92.2%
GROSS MARGIN	264,344,439	29,590,855	(1,560,177)	8,954,640	88,831	-	301,418,588
ADMINISTRATIVE EXPENSES							
Salaries & Benefits	102,669,231	9,704,894		1,517,937	918,643		114,810,705
Non-Salary Operating Expenses	31,171,339	5,053,060		655.083	12,787	125,901	37,018,171
Depreciation & Amortization	6,650,612	-,,		8,729	,	,	6,659,342
Other Operating Expenses	24,770,799	765,303		85,707	69,521		25,691,330
Indirect Cost Allocation, Occupancy	(7,061,509)	10,032,690		159,154	67,336		3,197,671
Total Administrative Expenses	158,200,472	25,555,947	-	2,426,611	1,068,287	125,901	187,377,219
Administrative Leas Batis	4.50/	9.00/	0.00/	6.49/	E0.00/	0.09/	4.99/
Administrative Loss Ratio	4.5%	8.2%	0.0%	6.1%	50.9%	0.0%	4.8%
Operating Income/(Loss)	106,143,966	4,034,908	(1,560,177)	6,528,029	(979,456)	(125,901)	114,041,370
Investments and Other Non-Operating	14,662						135,037,679
CHANGE IN NET ASSETS	\$ 106,158,628	\$ 4,034,908	\$ (1,560,177)	\$ 6,528,029	\$ (979,456)	\$ (125,901)	\$ 249,079,048
BUDGETED CHANGE IN NET ASSETS	(189,613,609)	(9,273,080)	-	(757,664)	(1,015,856)	(2,749,998)	(154,984,303)
Variance to Budget - Fav/(Unfav)	\$ 295,772,237	\$ 13,307,988	\$ (1,560,177)	\$ 7,285,693	\$ 36,400	\$ 2,624,097	\$ 404,063,351



Balance Sheet: As of March 2025

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dical Claims Liability crued Payroll Liabilities ferred Revenue her Current Liabilities pitation and Withholds Total Current Liabilities ities SB 96 Subscription Liabilities	1,079,808,724 23,965,355 10,890,083 - 143,284,377 1,489,170,623
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Total Current Liabilities ities SB 96 Subscription Liabilities	1,489,170,623
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SB 96 Subscription Liabilities	18,048,802
SB 96 Subscription Liabilities	18,048,802
·	18,048,802
mmunity Reinvestment	142,933,596
pital Lease Payable	258,913
stemployment Health Care Plan	17,672,787
Pension Liabilities	45,981,359
Total Other Liabilities	224,895,458
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	1,714,066,081
lows	8,646,445
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quired TNE	126,889,770
nds in Excess of TNE	2,567,271,452
POSITION	2,694,161,223
	4,416,873,749
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Board Designated Reserve and TNE Analysis: As of March 2025

Board Designated Reserves

Investment Account Name	Market Value	Benchmark		Vari	ance
		Low	High	Mkt - Low	Mkt - High
Payden & Rygel Tier One	552,449,422				
MetLife Tier One	552,009,981				
Board Designated Reserves	1,104,459,403	1,025,728,257	1,230,873,908	78,731,147	(126,414,505)

Current Reserve Level (X months of average monthly revenue)¹ 2.69

2.50

3.00

Statutory Designated Reserves

Investment Account Name	Market Value	Benchmark		Vari	ance
		Low	High	Mkt - Low	Mkt - High
Payden & Rygel Tier Two	65,292,051				
MetLife Tier Two	65,048,169				
Statutory Designated Reserves	130,340,221	126,889,770	139,578,747	3,450,450	(9,238,527)
Current Reserve Level (X min. TNE) 1	1.03	1.00	1.10		

¹ See CalOptima Health Policy GA.3001: Statutory and Board-Designated Reserve Funds for more information.



Spending Plan: As of March 2025

Category	Item Description	Amount (millions)	Approved Initiative	Expense to Date	%
	Total Net Position @ 3/31/2025	\$2,694.2			100.0%
Resources Assigned	Board Designated Reserve ¹	\$1,104.5			41.0%
	Statutory Designated Reserve ¹	\$130.3			4.8%
	Capital Assets, net of Depreciation ²	\$100.3			3.7%
Resources Allocated ³	Homeless Health Initiative ³	\$18.8	\$66.0	\$47.2	0.7%
	Housing and Homelessness Incentive Program ³	21.9	87.4	65.5	0.8%
	Intergovernmental Transfers (IGT)	54.4	111.7	57.3	2.0%
	Digital Transformation and Workplace Modernization ⁴	38.3	100.0	61.7	1.4%
	CalFresh Outreach Strategy	0.0	2.0	2.0	0.0%
	CalFresh and Redetermination Outreach Strategy	2.0	6.0	4.0	0.1%
	Coalition of Orange County Community Health Centers Grant	20.0	50.0	30.0	0.7%
	Mind OC Grant (Irvine)	0.0	15.0	15.0	0.0%
	OneCare Member Health Rewards and Incentives	0.2	0.5	0.3	0.0%
	General Awareness Campaign	1.0	4.7	3.7	0.0%
	Member Health Needs Assessment	1.1	1.3	0.2	0.0%
	Five-Year Hospital Quality Program Beginning MY 2023	124.4	153.5	29.1	4.69
	Skilled Nursing Facility Access Program	10.0	10.0	0.0	0.4%
	In-Home Care Pilot Program with the UCI Family Health Center	2.0	2.0	0.0	0.19
	National Alliance for Mental Illness Orange County Peer Support Program Grant	3.5	5.0	1.5	0.19
	Community Living and PACE center (previously approved for project located in Tustin)	17.6	18.0	0.4	0.79
	Stipend Program for Master of Social Work Students Grant	0.0	5.0	5.0	0.0%
	Wellness & Prevention Program Grant	1.5	2.7	1.2	0.1%
	CalOptima Health Provider Workforce Development Fund Grant	44.5	50.0	5.5	1.7%
	Distribution Event - Naloxone Grant	2.2	15.0	12.8	0.1%
	Garden Grove Bldg. Improvement	10.0	10.5	0.5	0.4%
	Post-Pandemic Supplemental	6.1	107.5	101.4	0.2%
	CalOptima Health Community Reinvestment Program	38.0	38.0	0.0	1.4%
	Dyadic Services Program Academy	1.0	1.9	0.9	0.0%
	Outreach Strategy for newly eligible Adult Expansion members	3.7	7.6	3.9	0.19
	Quality Initiatives from unearned Pay for Value Program	18.8	23.3	4.5	0.7%
	Expansion of CalOptima Health OC Outreach and Engagement Strategy	0.6	1.2	0.6	0.0%
	Medi-Cal Provider Rate Increases	368.3	526.2	157.9	13.7%
	Homeless Prevention and Stabilization Pilot Program	0.3	0.3	0.0	0.0%
	OneCare Member Engagement and Education	0.3	0.3	0.0	0.0%
	Subtotal:	\$810.7	\$1,422.5	\$611.7	30.1%
Resources Available for New Initiatives	Unallocated/Unassigned ¹	\$548.3			20.4%

¹ Total Designated Reserves and unallocated reserve amount can support approximately 154 days of CalOptima Health's current operations.



² Increase due to the adoption of GASB 96 Subscription-Based Information Technology Arrangements.

³ See HHI and HHIP summaries and Allocated Funds for list of Board Approved Initiatives. Amount reported includes only portion funded by reserves.

⁴ On June 6, 2024, the Board of Directors approved an update to the Digital Transformation Strategy which will impact these figures beginning July 2024.

Homeless Health Initiative and Allocated Funds: <u>As of March 2025</u>

Funds Allocation, approved initiatives:	Allocated Amount	Utilized Amount	Remaining Approved Amount
Enhanced Medi-Cal Services at the Be Well OC Regional Mental Health and Wellness Campus	11,400,000	11,400,000	-
Recuperative Care .	6,194,190	6,194,190	-
Medical Respite	250,000	250,000	-
Day Habilitation (County for HomeKey)	2,500,000	2,500,000	-
Clinical Field Team Start-up & Federally Qualified Health Center (FQHC)	1,600,000	1,600,000	-
CalOptima Health Homeless Response Team	1,681,734	1,681,734	-
Homeless Coordination at Hospitals	10,000,000	9,956,478	43,522
CalOptima Health Days, Homeless Clinical Access Program (HCAP) and FQHC Administrative Support	963,261	892,016	71,245
FQHC (Community Health Center) Expansion	21,902	21,902	-
HCAP and CalOptima Health Days	9,888,914	4,198,885	5,690,028
Vaccination Intervention and Member Incentive Strategy	123,348	54,649	68,699
Street Medicine¹	14,376,652	7,352,374	7,024,278
Outreach and Engagement	7,000,000	1,138,008	5,861,992
Housing and Homelessness Incentive Program (HHIP)²	40,100,000	-	40,100,000
Subtotal of Approved Initiatives	\$106,100,000	\$47,240,234	\$58,859,764
Transfer of funds to HHIP ²	(40,100,000)	-	(40,100,000)
Program Total	\$66,000,000	\$47,240,234	\$18,759,764

Notes:

¹On March 19, 2025, CalOptima Health's Board of Directors approved \$4.3 million from existing reserves to fund a new Street Medicine Program (Santa Ana). On March 7, 2024, CalOptima Health's Board of Directors approved \$5.0 million to expand the Street Medicine Program. \$3.2 million remaining from Street Medicine Initiative (from the HHI reserve) and \$1.8 million from existing reserves to fund 2-year agreements to Healthcare in Action (Anaheim) and Celebrating Life Community Health Center (Costa Mesa).

²On September 1, 2022, CalOptima Health's Board of Directors approved reallocation of \$40.1 million from HHI to HHIP.



Housing and Homelessness Incentive Program As of March 2025

Summary by Funding Source:	Total Funds	Allocated Amount	Utilized Amount	Remaining Approved Amount	Funds Available for New Initiatives
DHCS HHIP Funds	72,931,189	54,930,994	28,988,750	25,942,244	18,000,1951
Existing Reserves & HHI Transfer	87,384,530	87,384,530	65,324,503	22,060,027	-
Total	160,315,719	142,315,524	94,313,253	48,002,271	18,000,195

	Allocated		Remaining	
Funds Allocation, approved initiatives:	Amount	Utilized Amount	Approved Amount	Funding Source(s)
Office of Care Coordination	2,200,000	2,200,000	-	ННІ
Pulse For Good	1,400,000	832,350	567,650	HHI
Equity Grants for Programs Serving Underrepresented Populations	4,621,311	3,321,311	1,300,000	HHI & DHCS
Infrastructure Projects	5,832,314	5,391,731	440,583	HHI
Capital Projects	108,247,369	77,195,575	31,051,794	HHI, DHCS & Existing Reserves
System Change Projects	10,184,530	4,863,856	5,320,674	DHCS
Non-Profit Healthcare Academy	700,000	508,429	191,571	DHCS
Total of Approved Initiatives	\$133,185,524 ¹	\$94,313,252	\$38,872,272	

Notes

¹Total funding \$160.3 million: \$40.1 million Board-approved reallocation from HHI, \$47.2 million from CalOptima Health existing reserves and \$73.0 million from DHCS HHIP incentive payments.





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