

Lora Conger
Chief Financial Officer

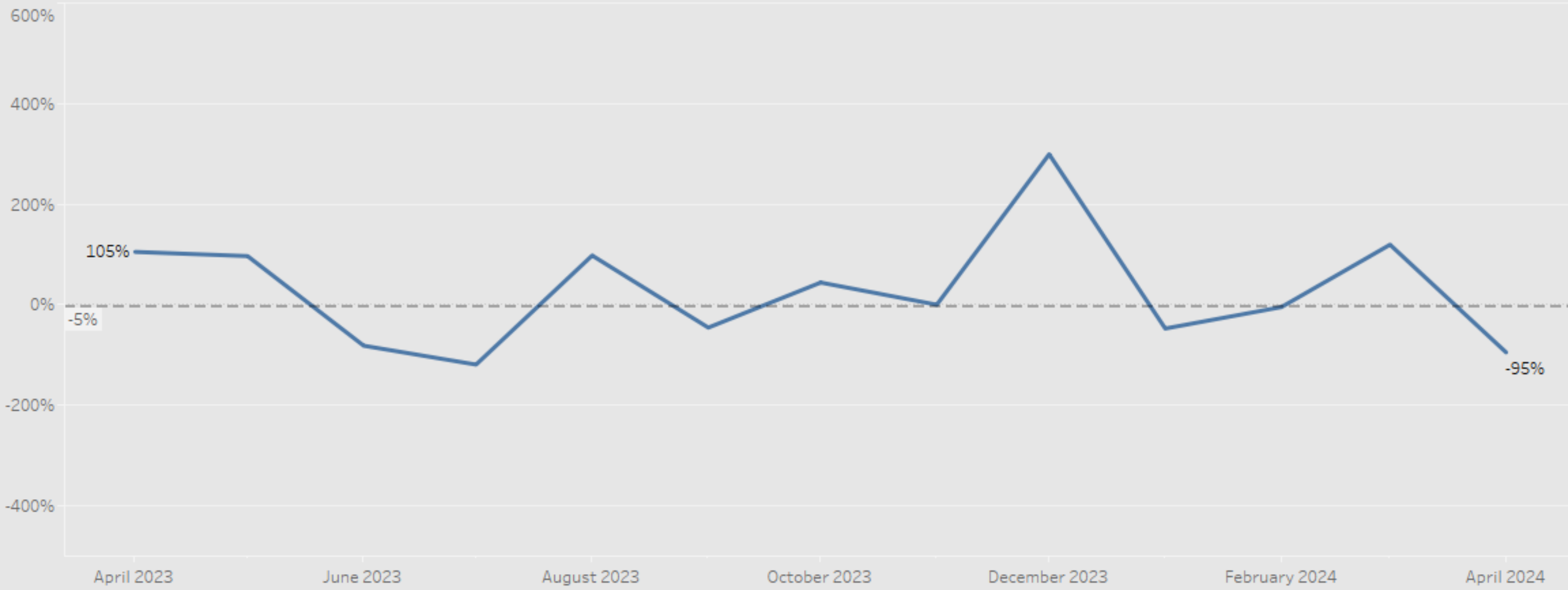
Financial KPIs
April 2024



Net Income Budget Variance Eastern Division

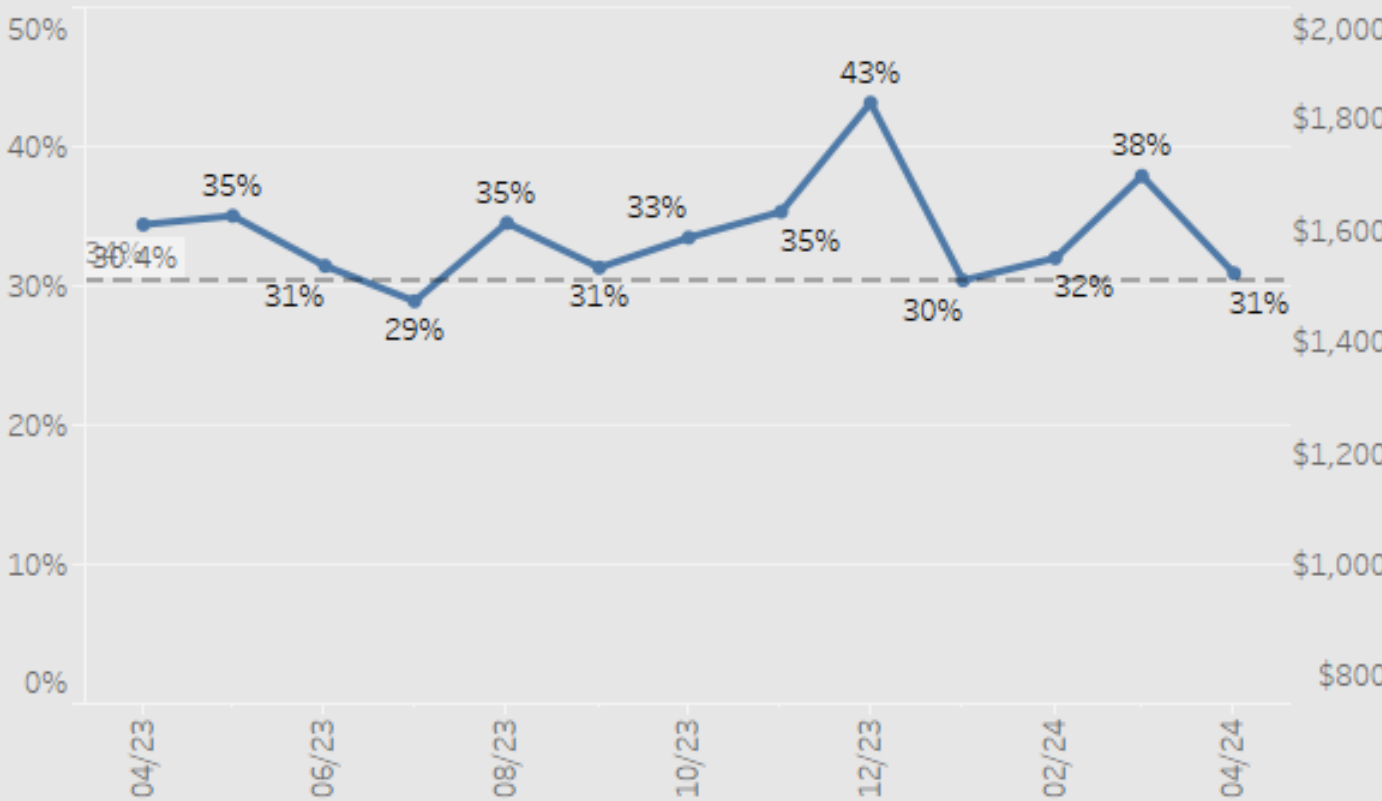
April 2024

-95%

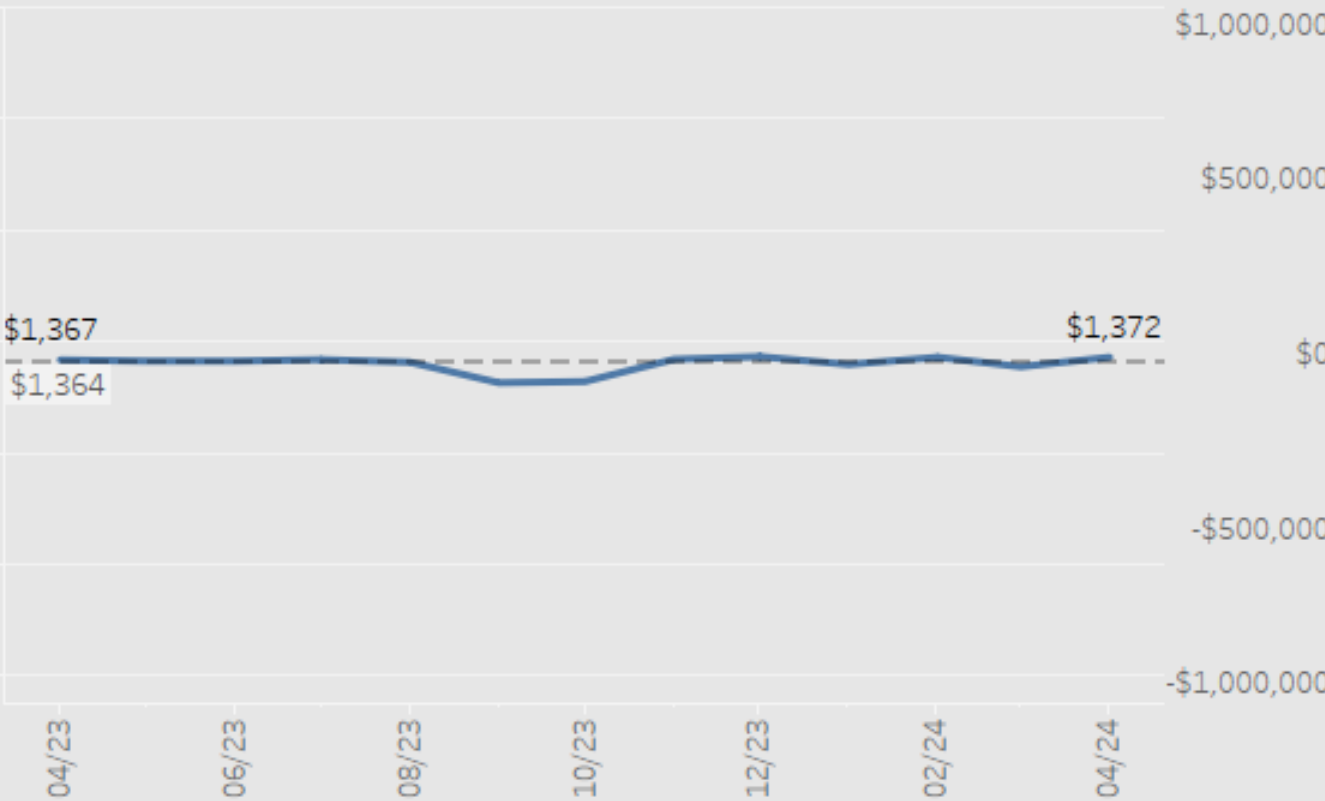


Budgeted net income of \$341K compared to actual net income of \$18K for the month of April. The negative variance is due to lower than planned volume resulting in a negative gross revenue variance and higher than planned OT and Premium Pay. FY24 YTD net income is \$5.4M which exceeds budget by \$1.0M YTD.

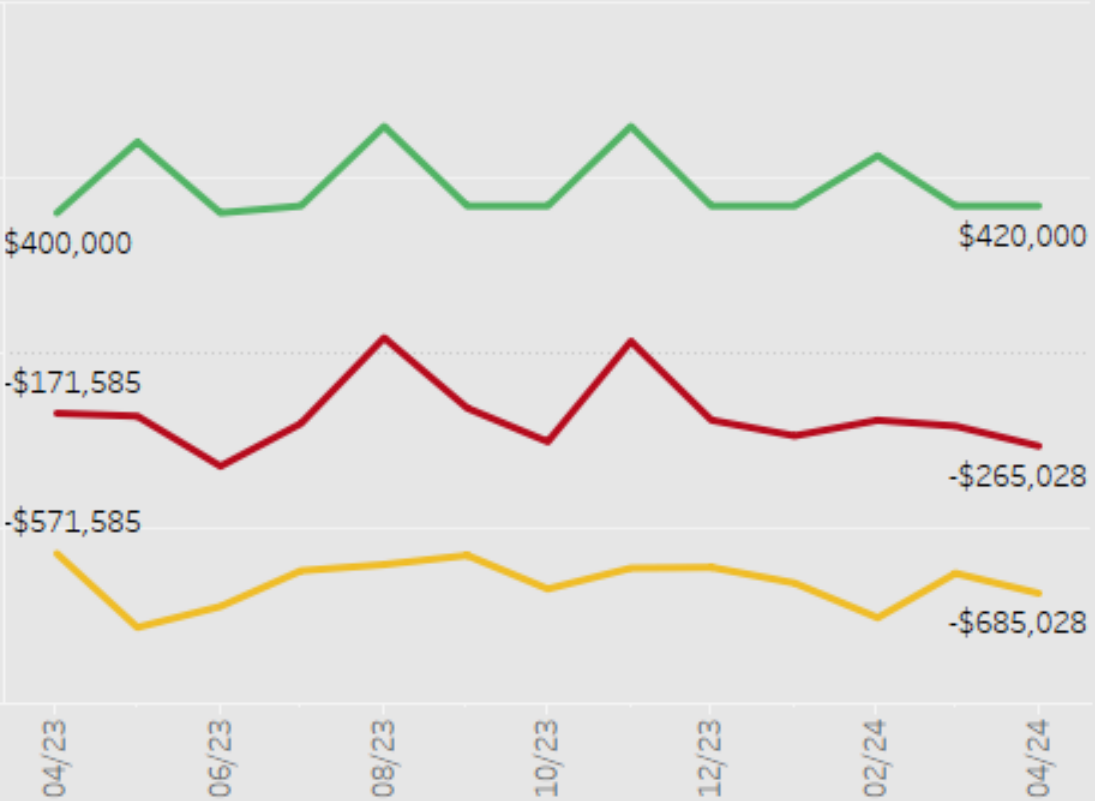
Realization Rate



Revenue per Transport



EMSAcare



Operating Expense Budget Variance Eastern Division

Operating Budget
Operating Expenses

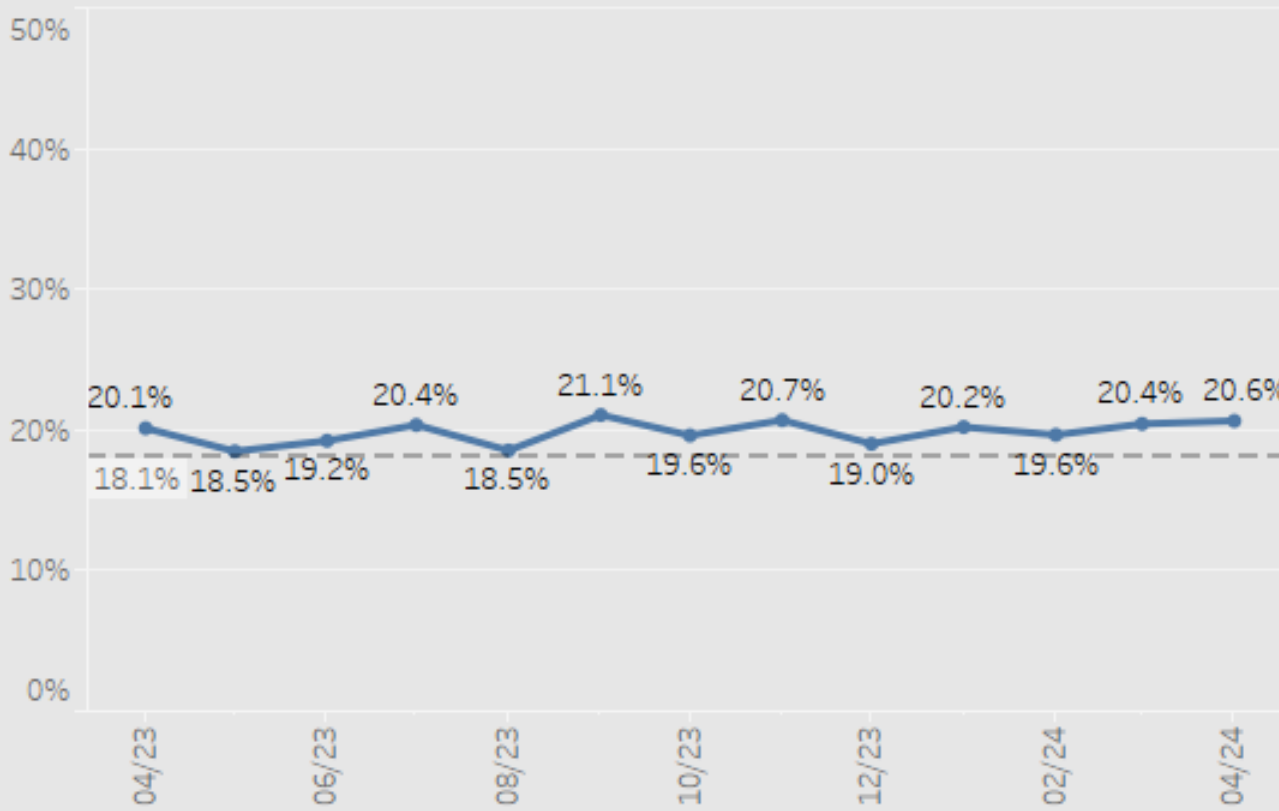
April 2024

-4%

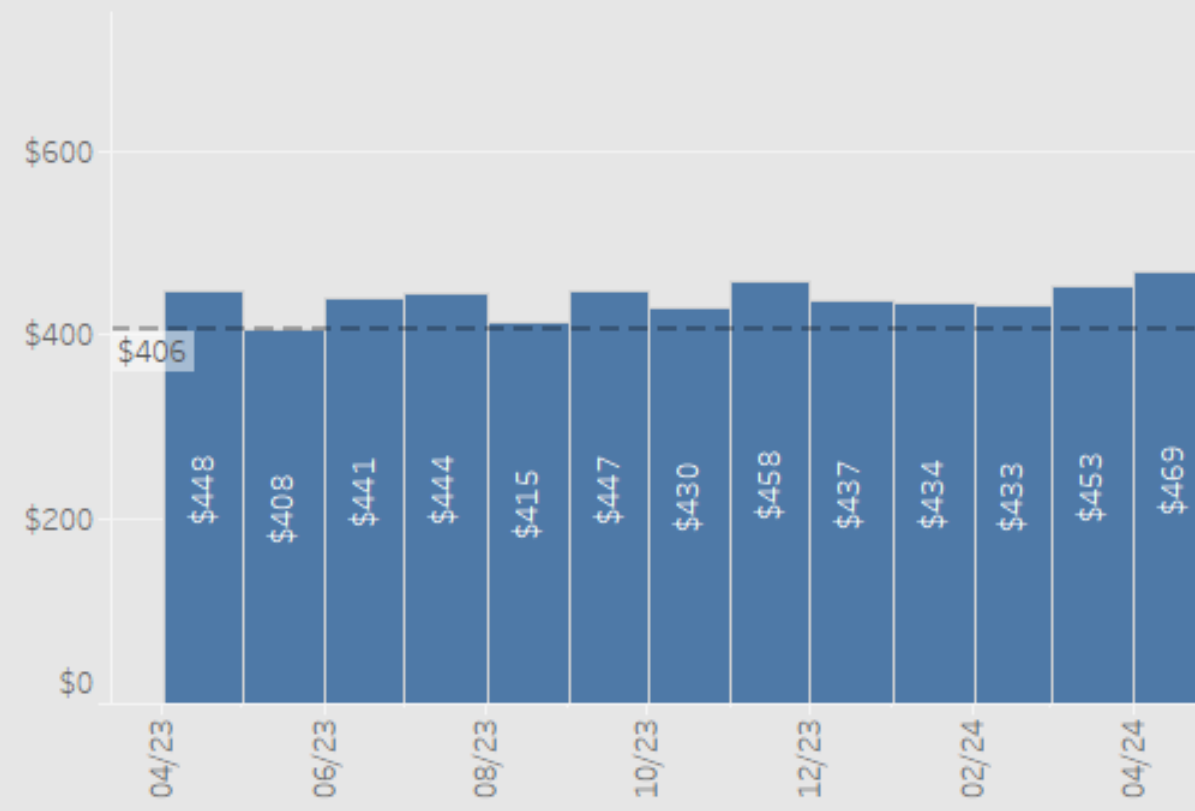


Negative operating variance of \$133K which is driven by higher than planned Premium Pay and OT. The residual of variances is offset by lower volume and timing. Labor cost as a percentage of revenue increased slightly in April to 20.6%.

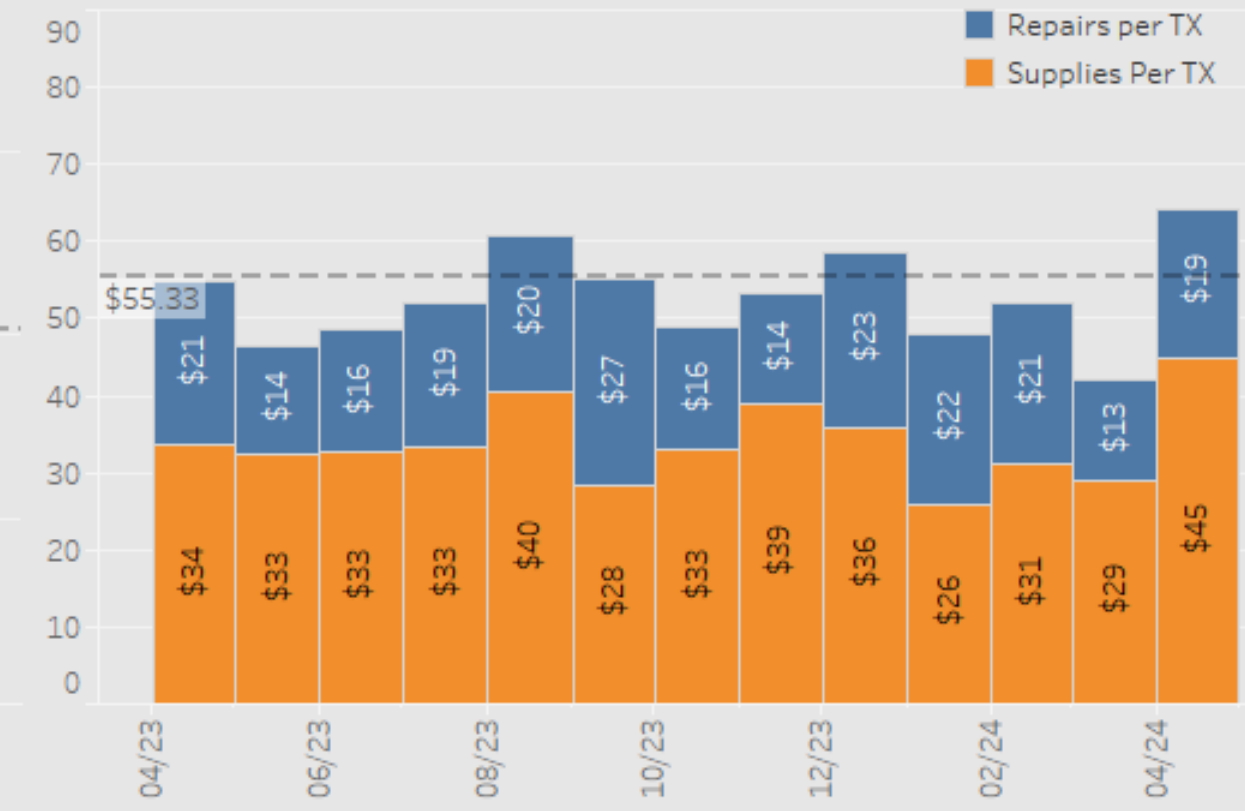
Percentage of Labor Cost



Cost per Transport



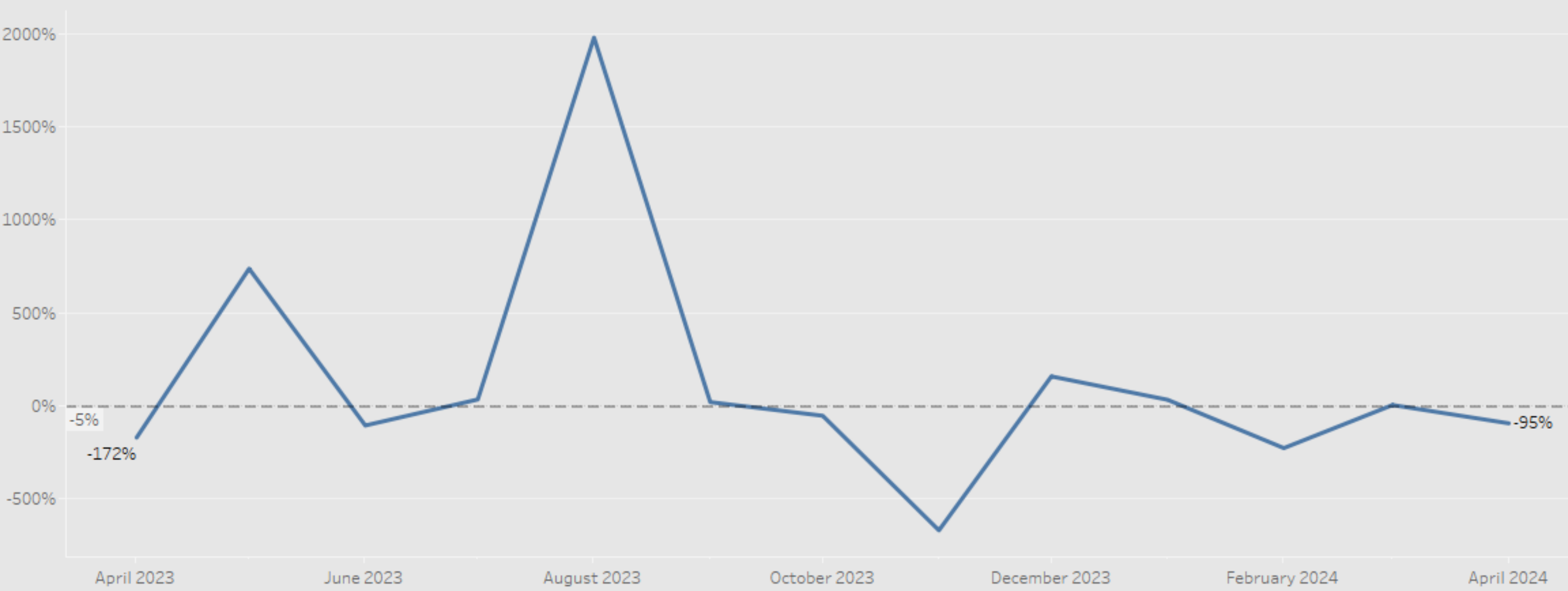
Supply and Repair per Transport



Net Income Budget Variance Western Division

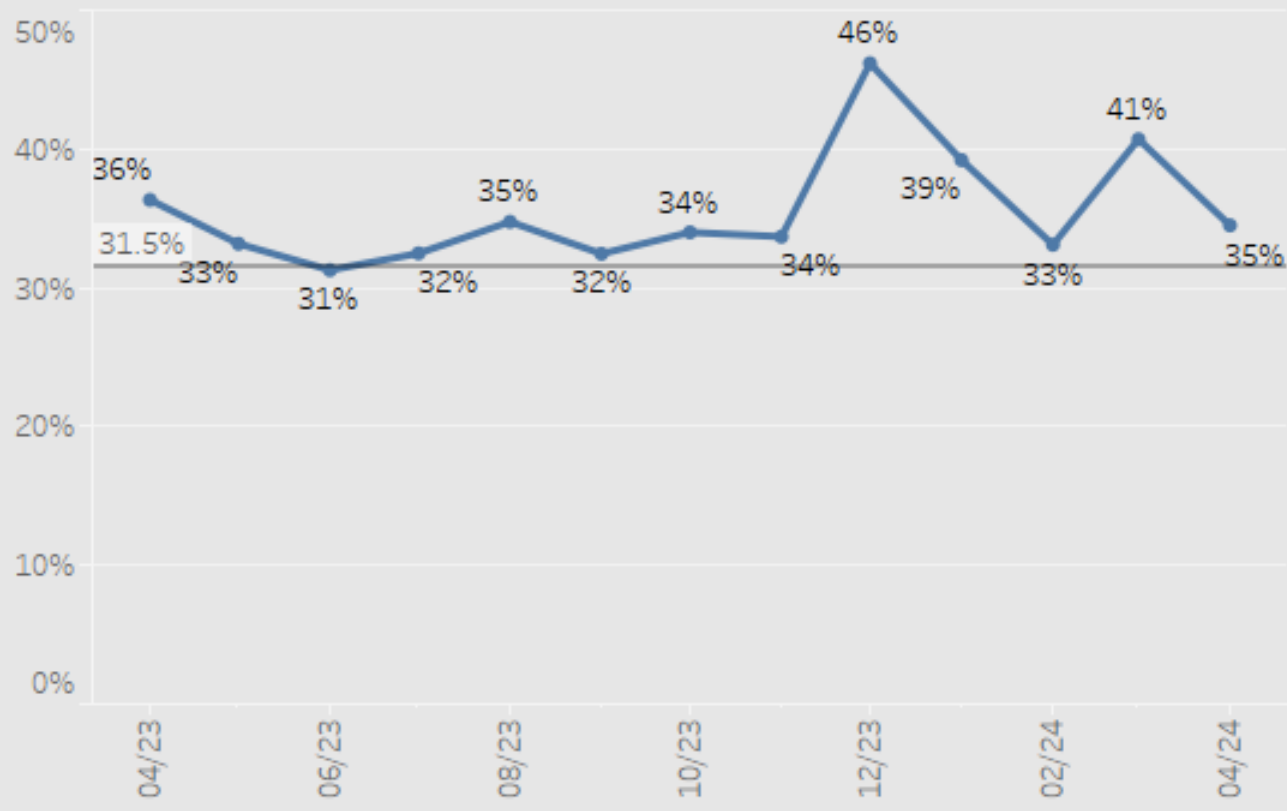
April 2024

-95%

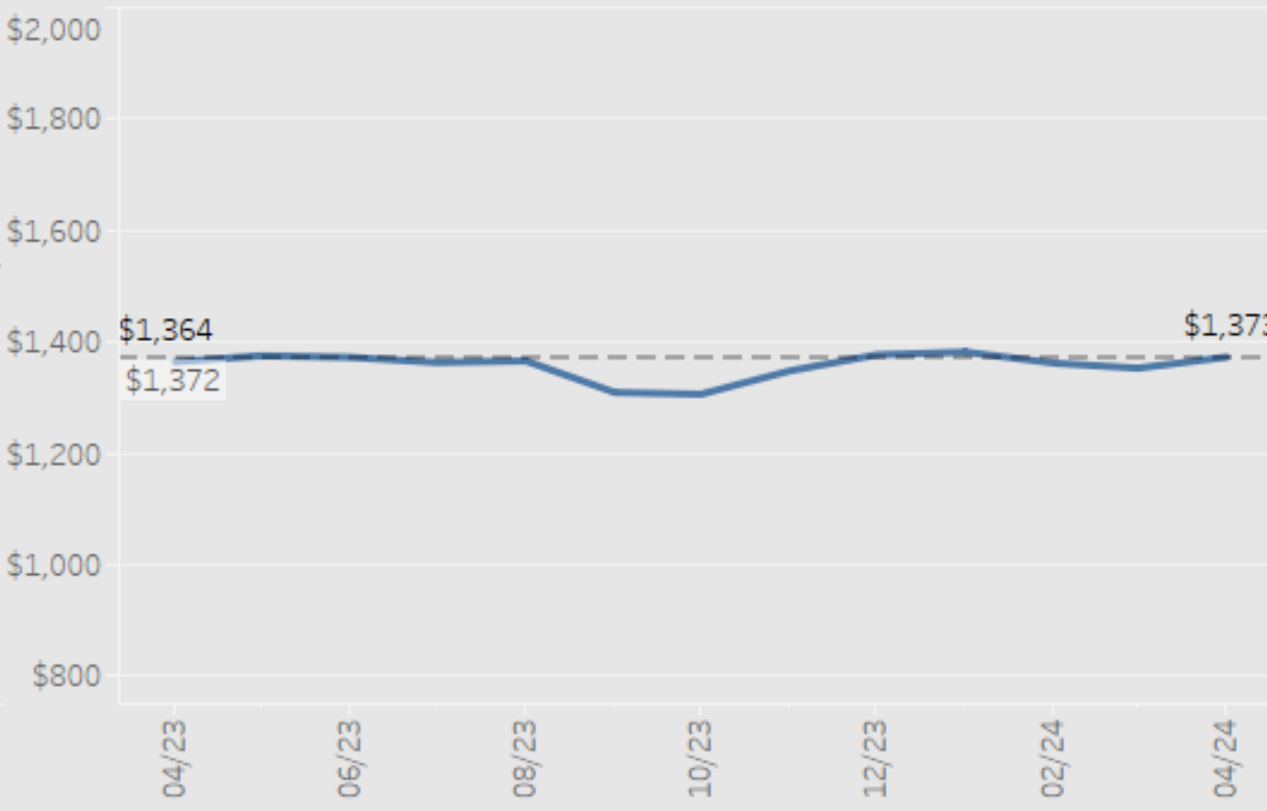


Budgeted net income of \$551K compared to actual net income of \$26K for the month of April. Negative variance is due to unbudgeted contract labor. Realization rate is consistent with trend and offsets the negative variance in gross revenue. FY24 YTD net income is \$3.2M which exceeds budget by \$900K YTD.

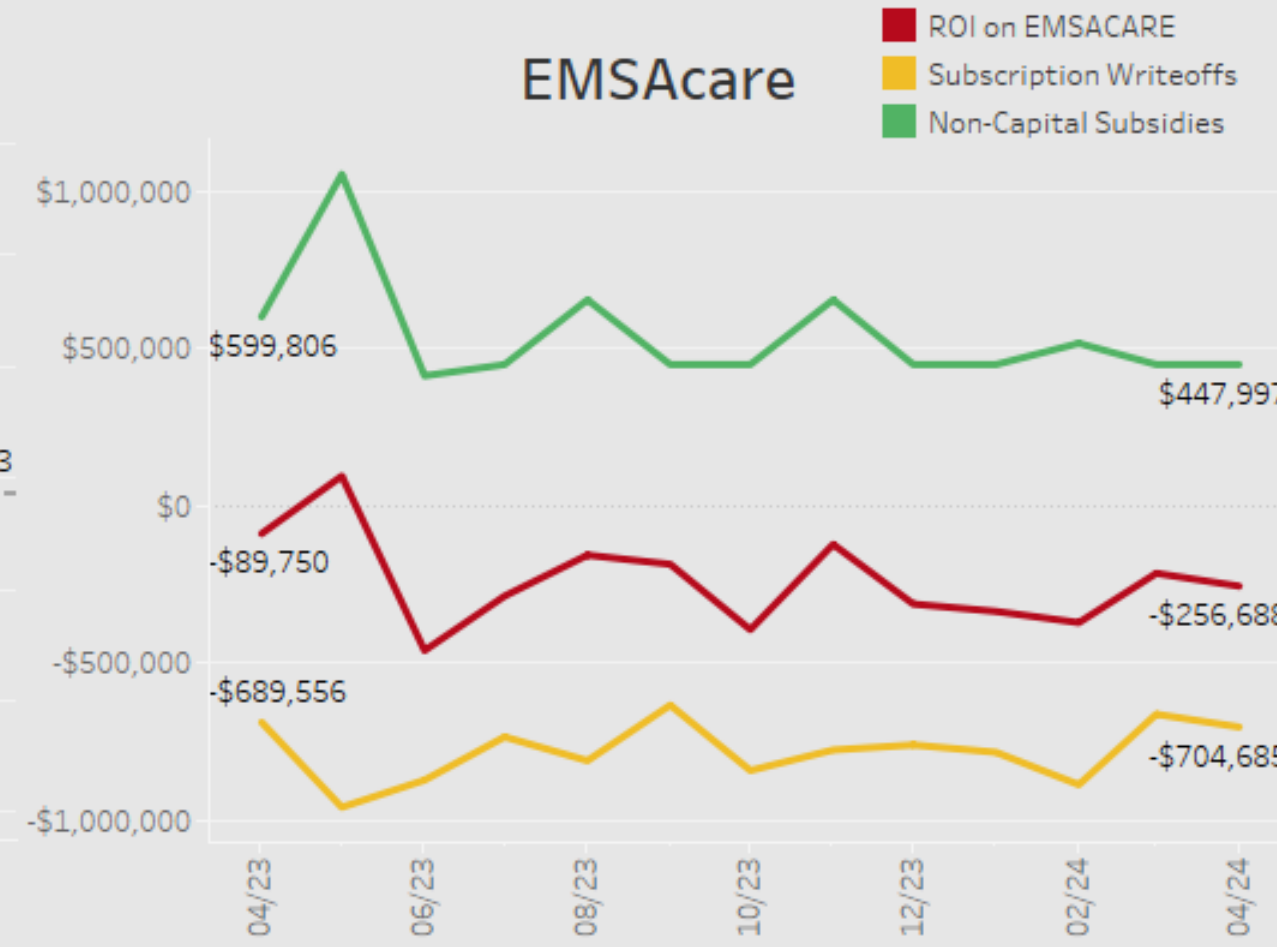
Realization Rate



Revenue per Transport



EMSAcare

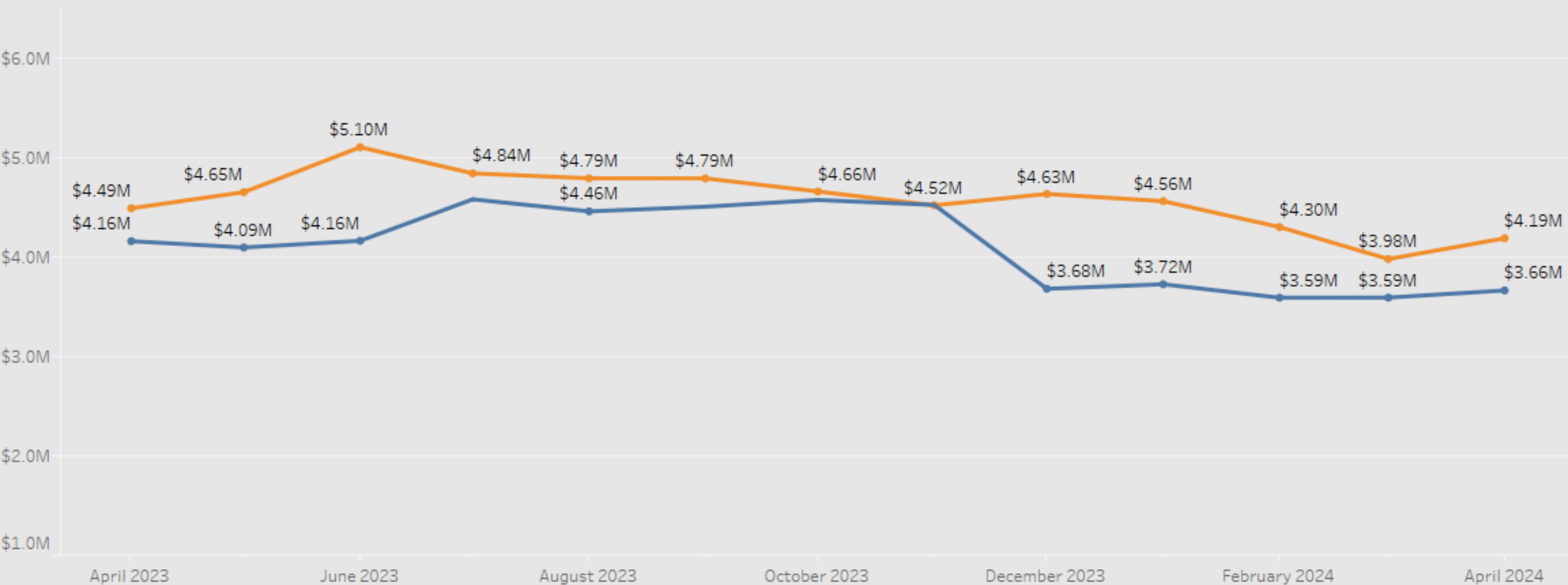


Operating Expense Budget Variance Western Division

Operating Budget
Operating Expenses

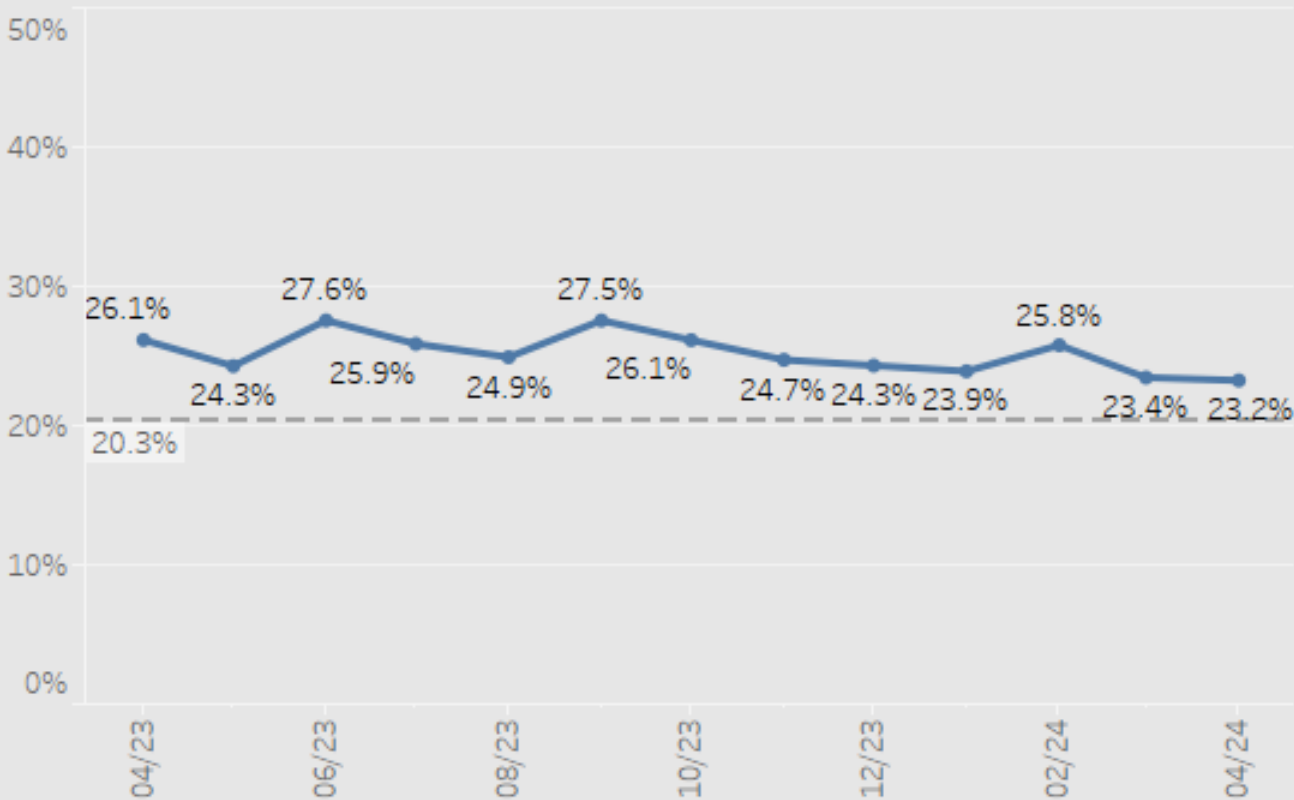
April 2024

-14%

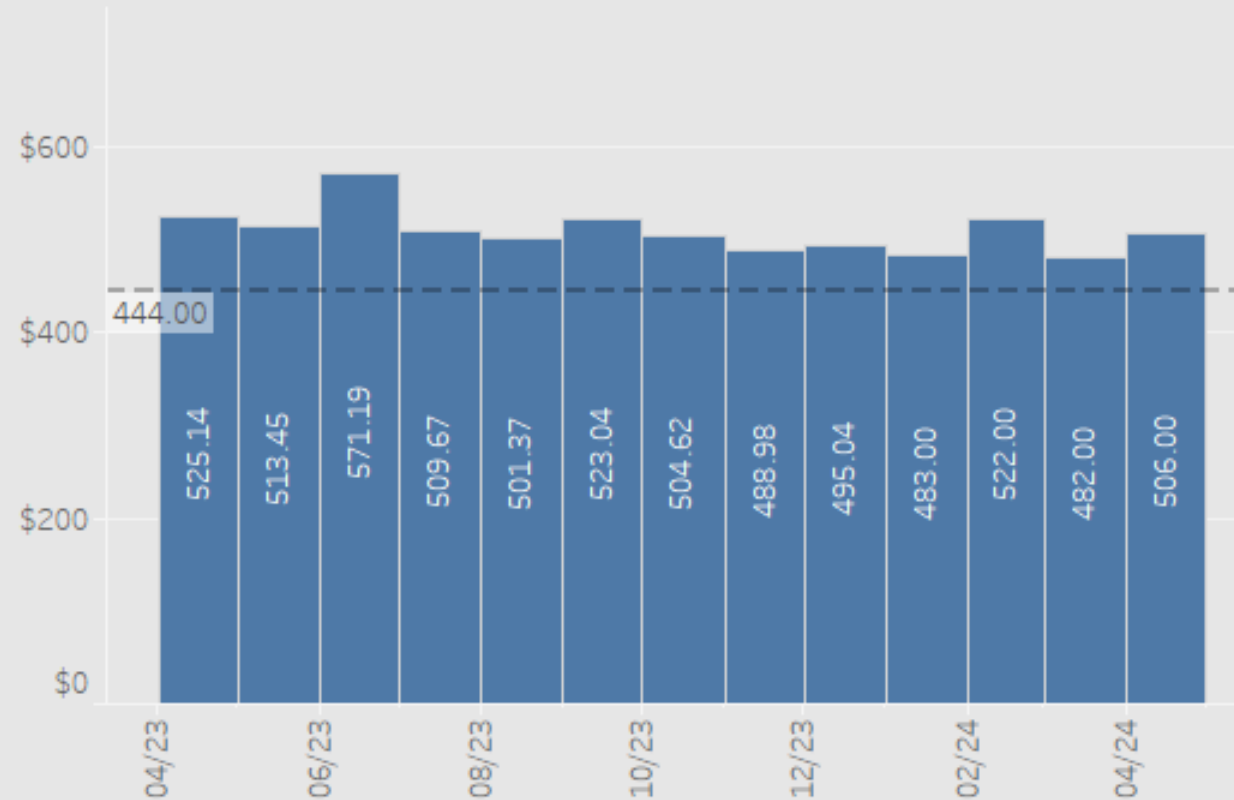


Operating expense variance of \$431K is due to unbudgeted contract labor. This will continue to decrease as contract labor is phased out. Labor cost as a percentage of revenue is 23.2% which exceeds the target of 20% but is down from 25.8% in February and 23.4% in March.

Percentage of Labor Cost



Cost per Transport



Supply and Repair per Transport

