

Lora Conger
Chief Financial Officer

Financial KPIs
June 2024

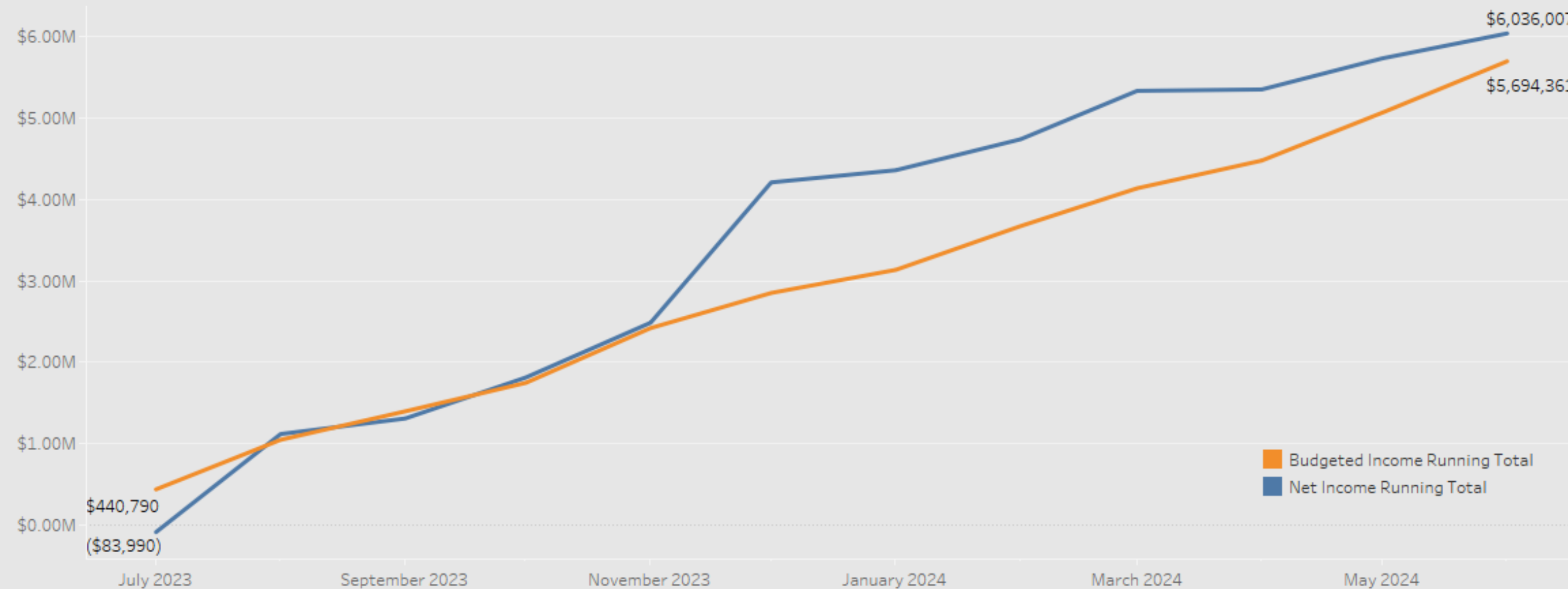


Net Income Budget Variance Eastern Division

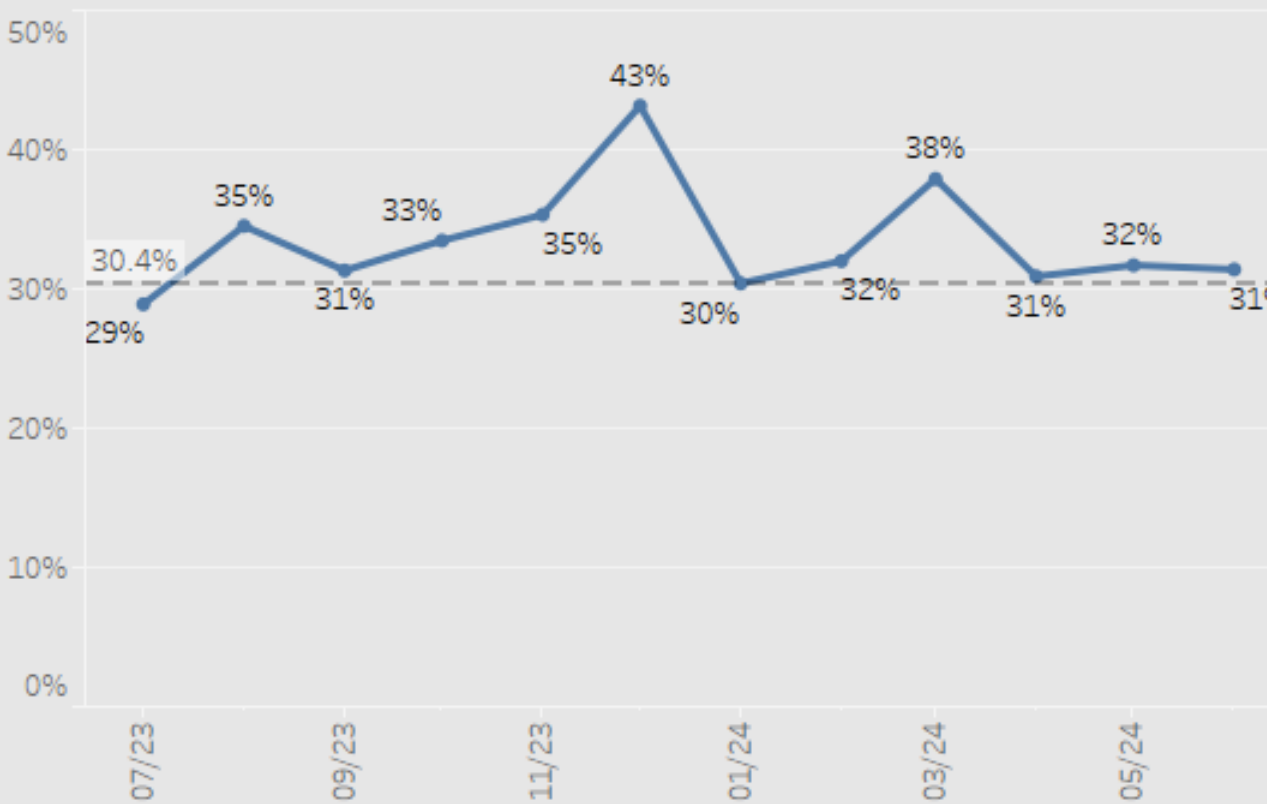
June 2024



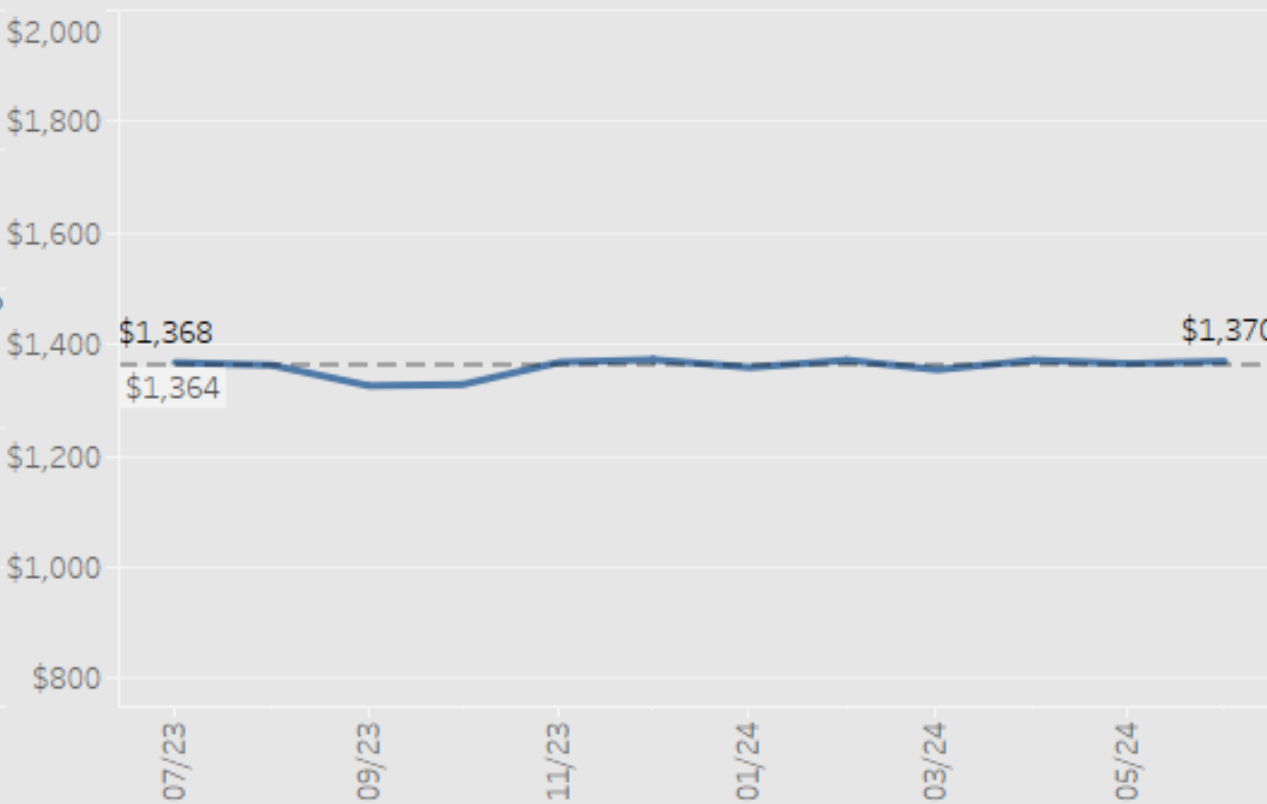
YTD net income is 6% over budget. However, for the month of June, net income was below budget approximately \$300K. The negative variance in June is being primarily driven by lower than budgeted volume, despite volume being higher than the previous month. The negative volume variance is partially offset by higher than budget realization rate of 31.4% compared to budget of 30.9%.



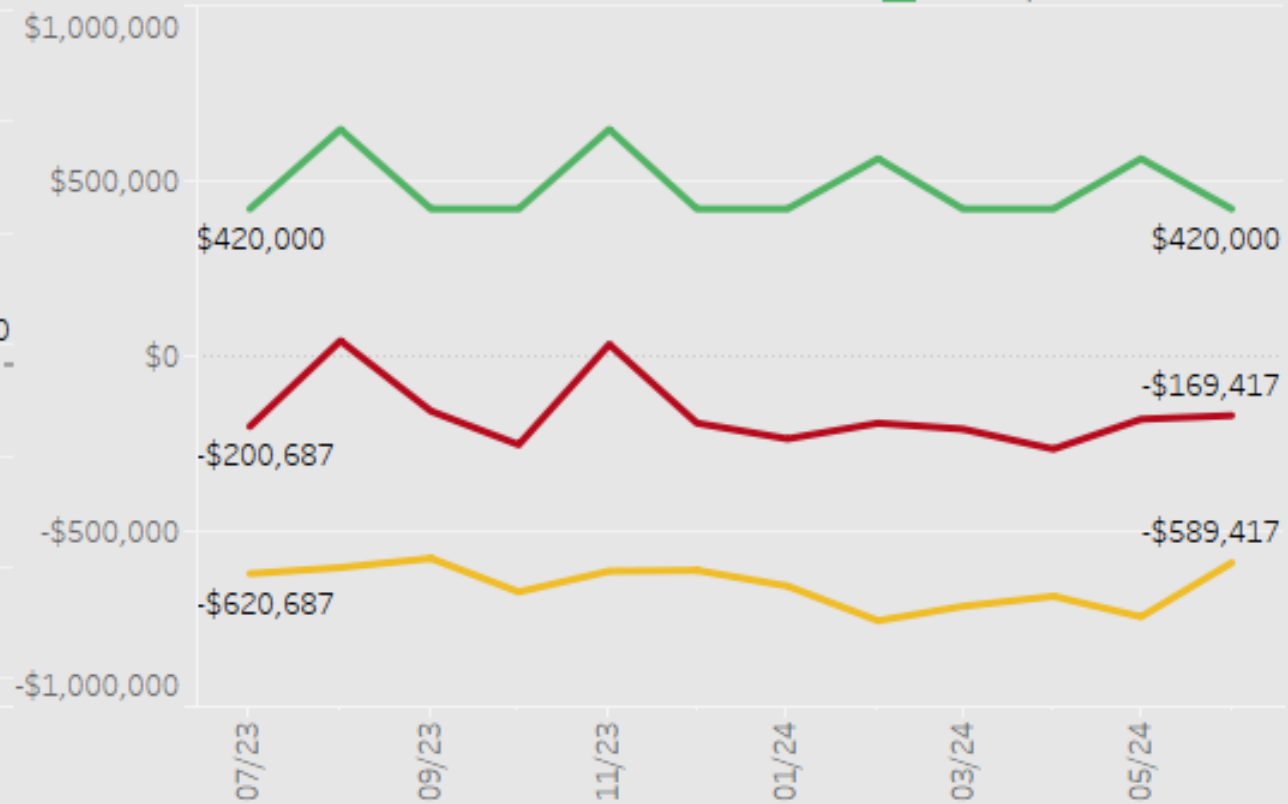
Realization Rate



Revenue per Transport



EMSAcare

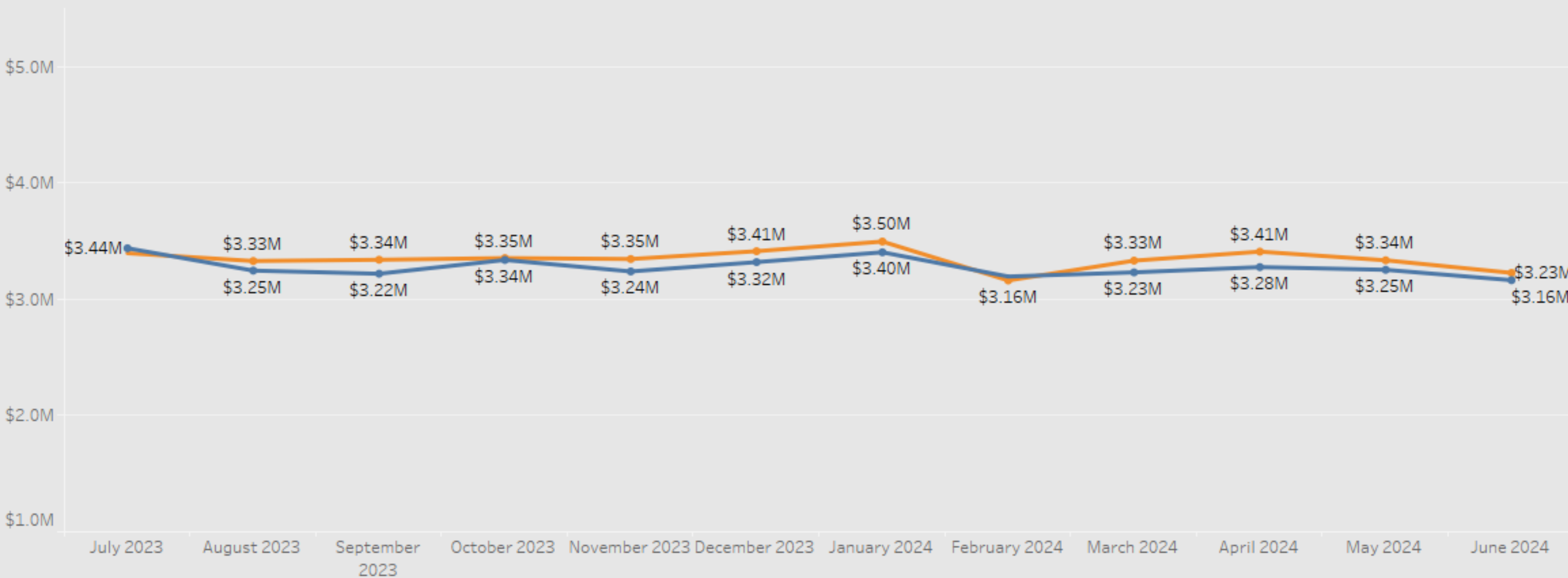


Operating Expense Budget Variance Eastern Division

Operating Budget
Operating Expenses

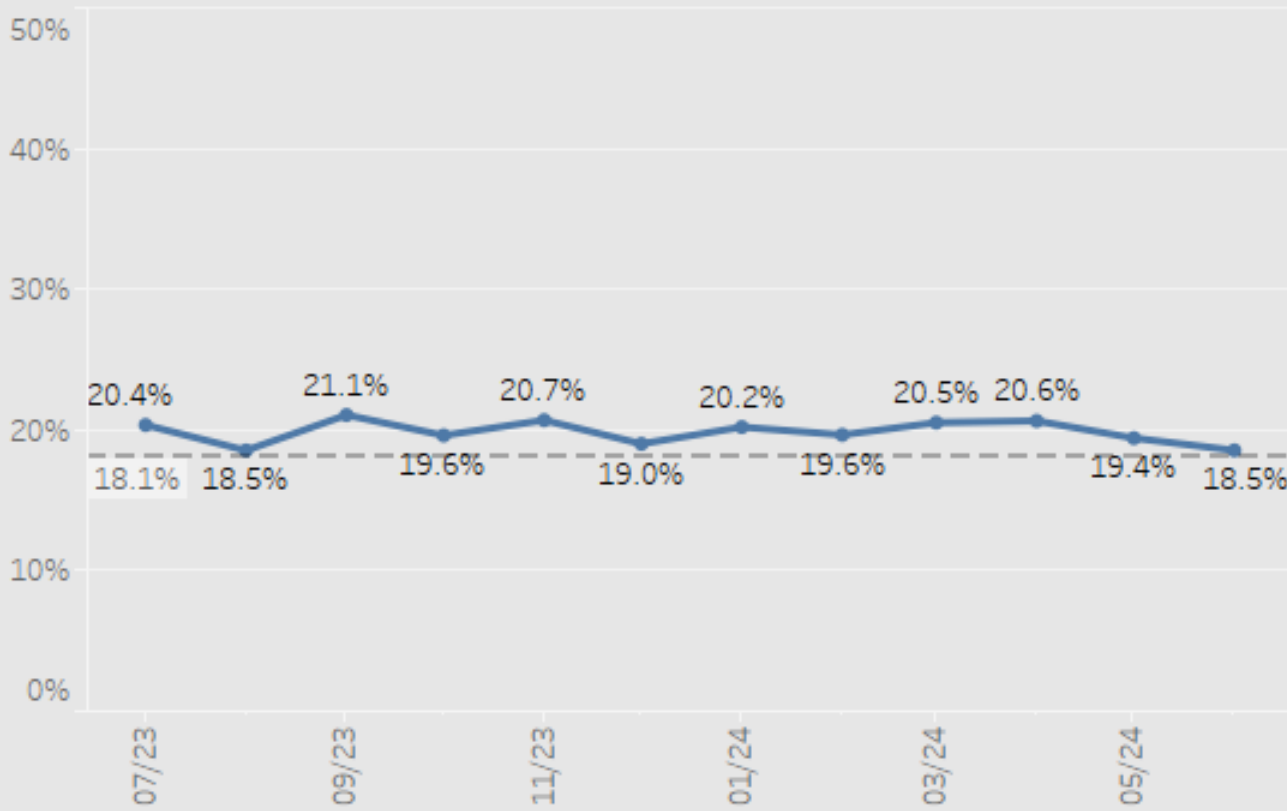
June 2024

-2%

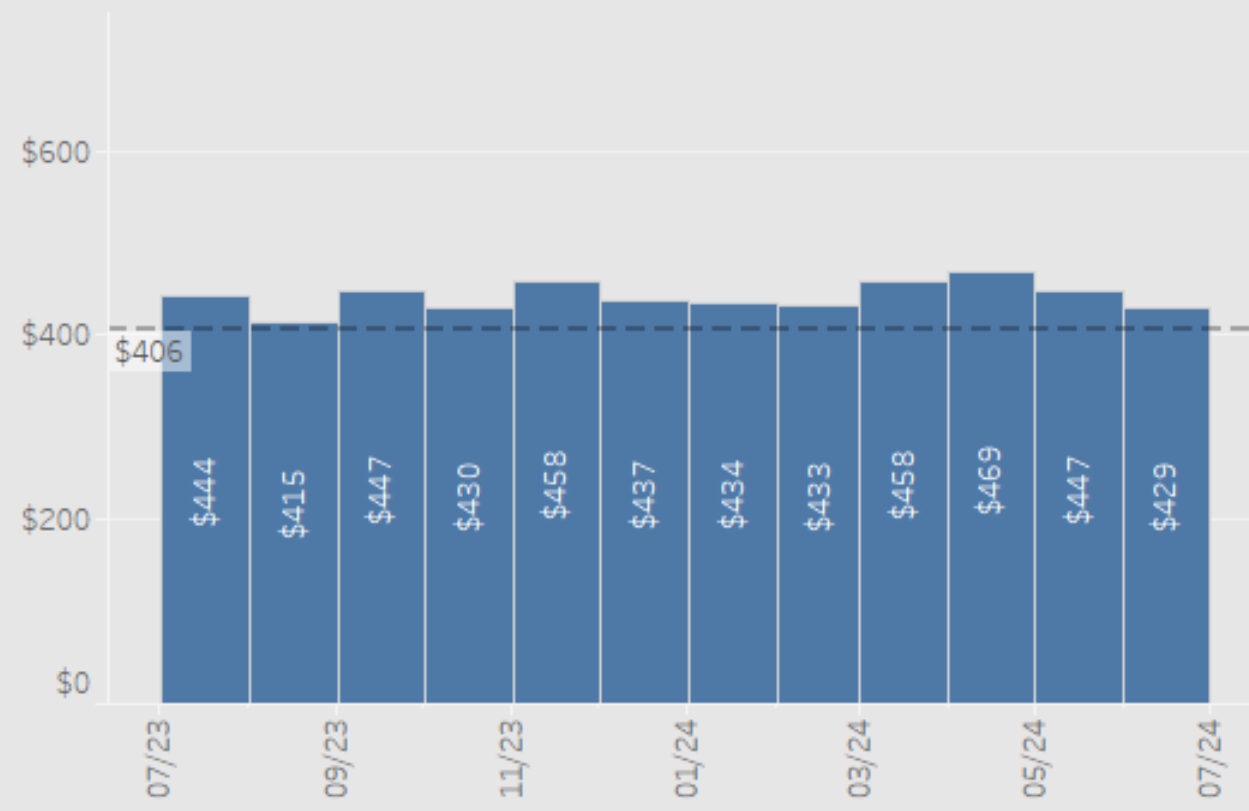


There is a negative operating variance of \$63K which is being driven by higher than budgeted labor costs despite lower than budgeted volume. Labor as a % of revenue decreased to 18.5%, still exceeding the budget of 18.1%

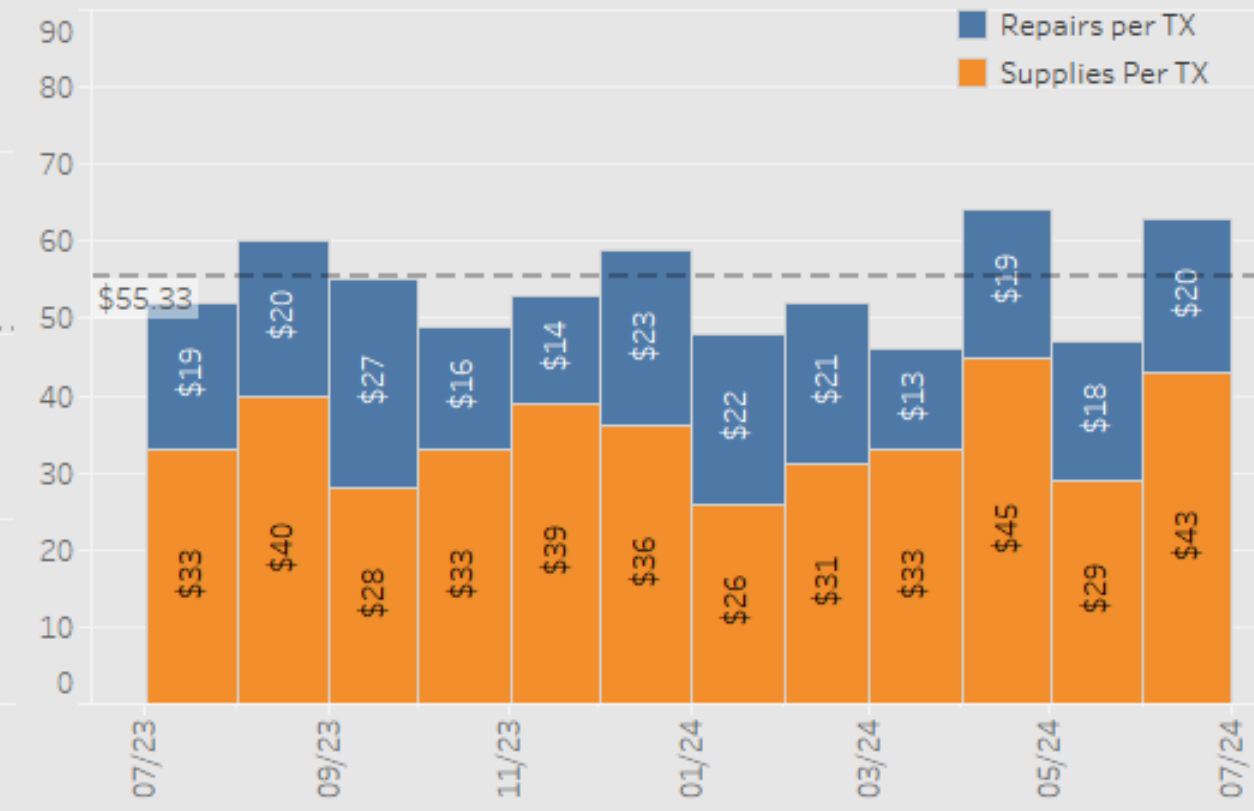
Percentage of Labor Cost



Cost per Transport



Supply and Repair per Transport

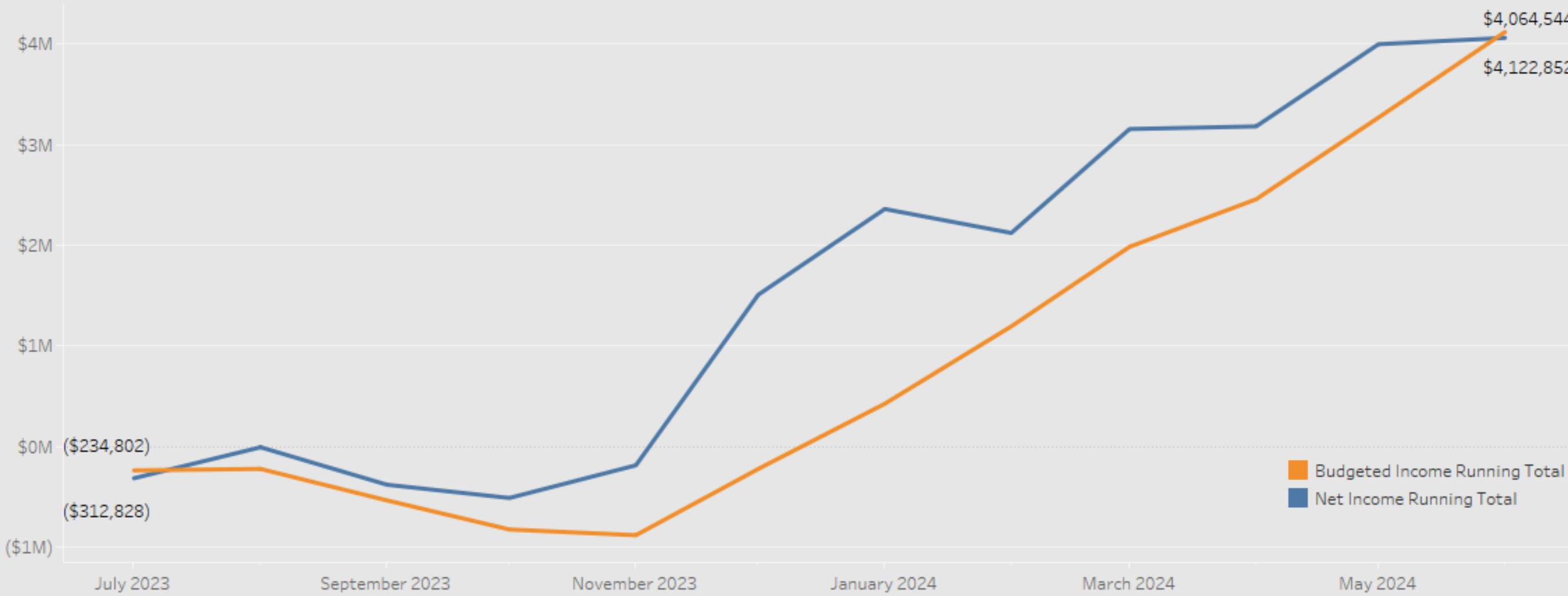


Net Income Budget Variance Western Division

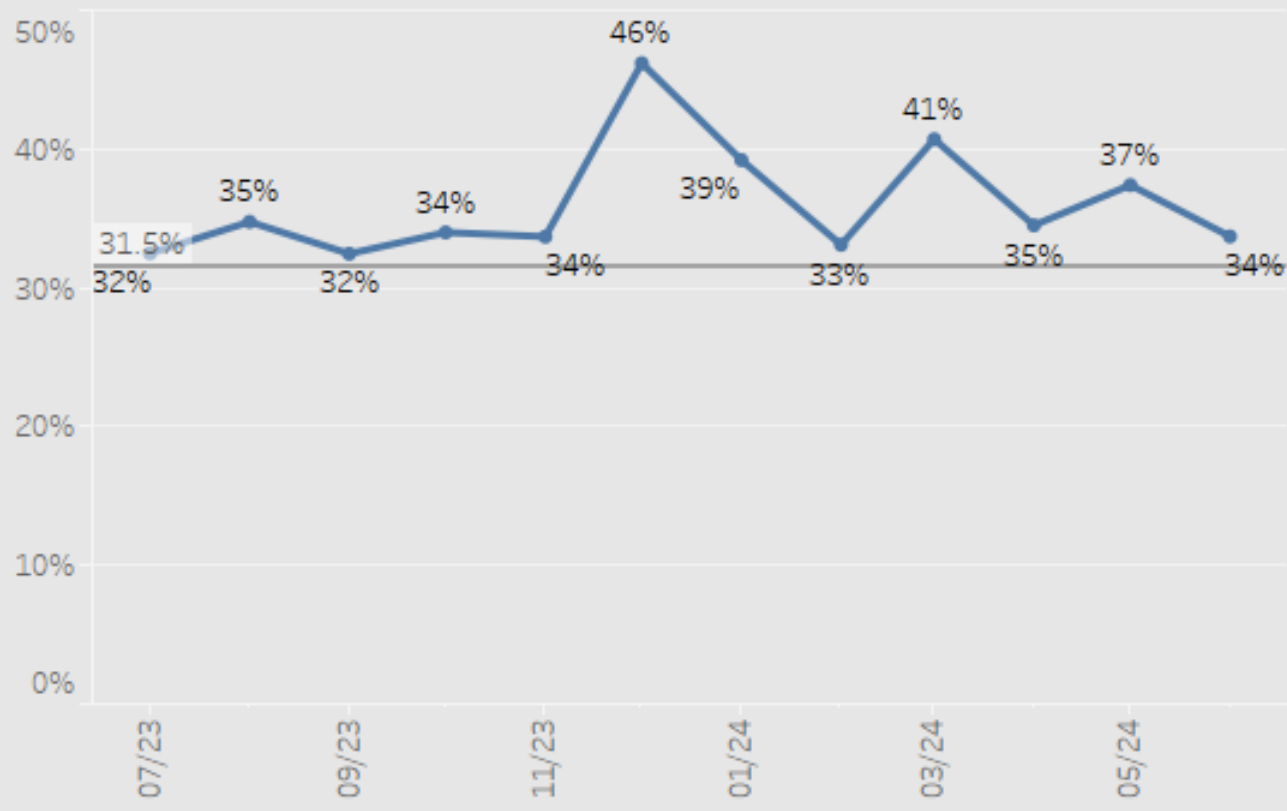
June 2024



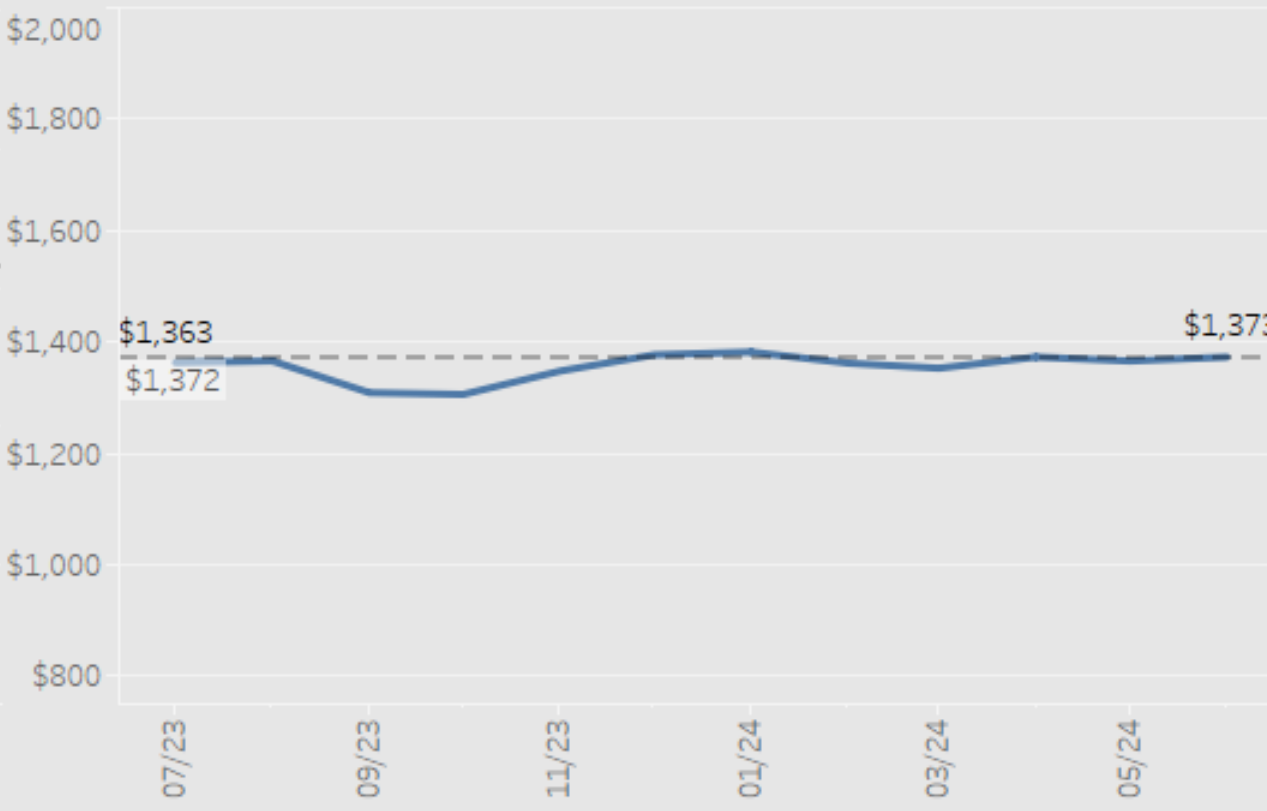
YTD net income has a negative 1% variance compared to budget. However, for the month of June, net income was below budget \$789K. The larger negative variance in June is due to lower than budget volume. Although there is a positive realization rate of 33.7% compared to budget of 31.5%, it was not enough to offset the volume variance.



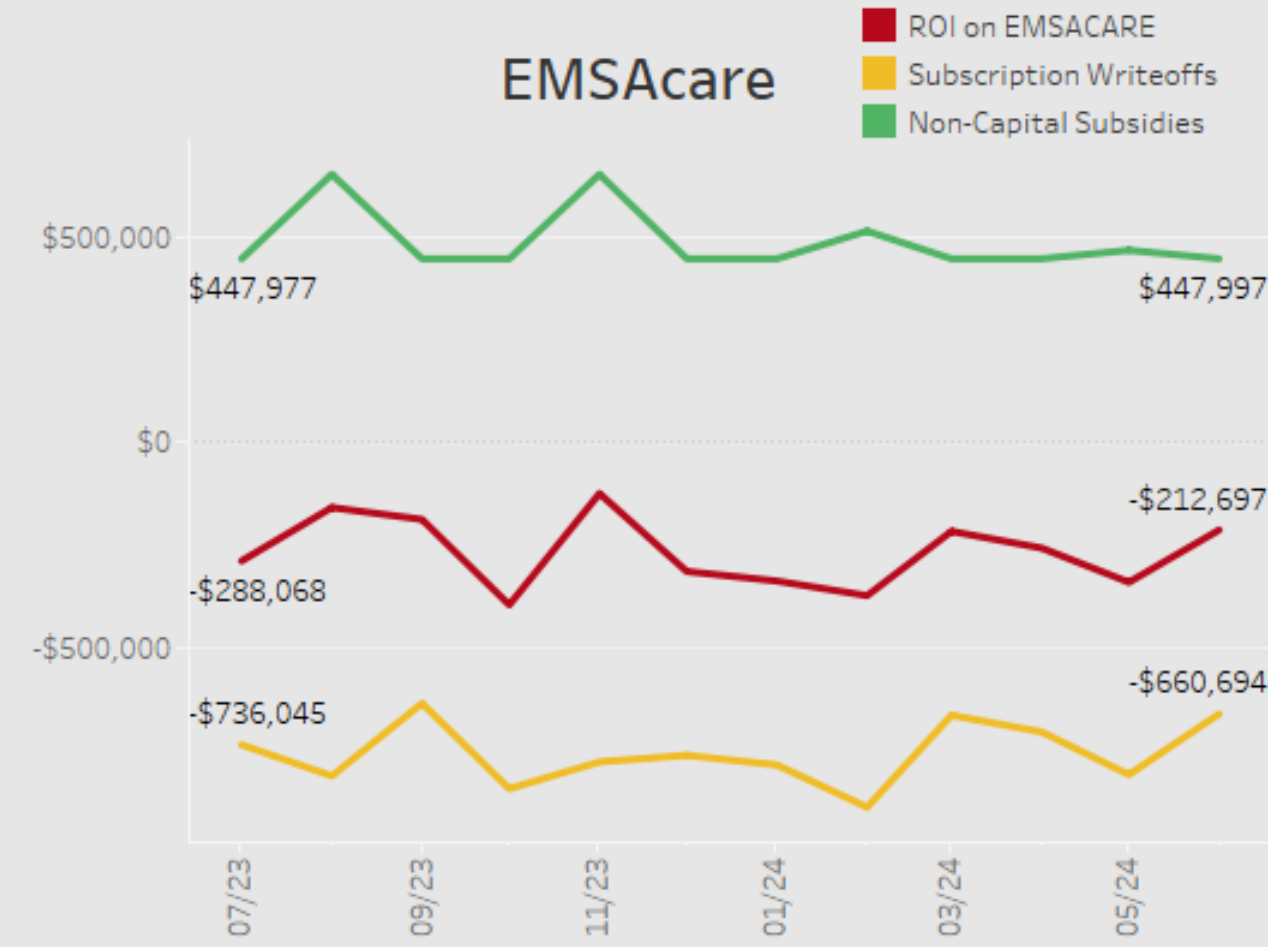
Realization Rate



Revenue per Transport



EMSAcare

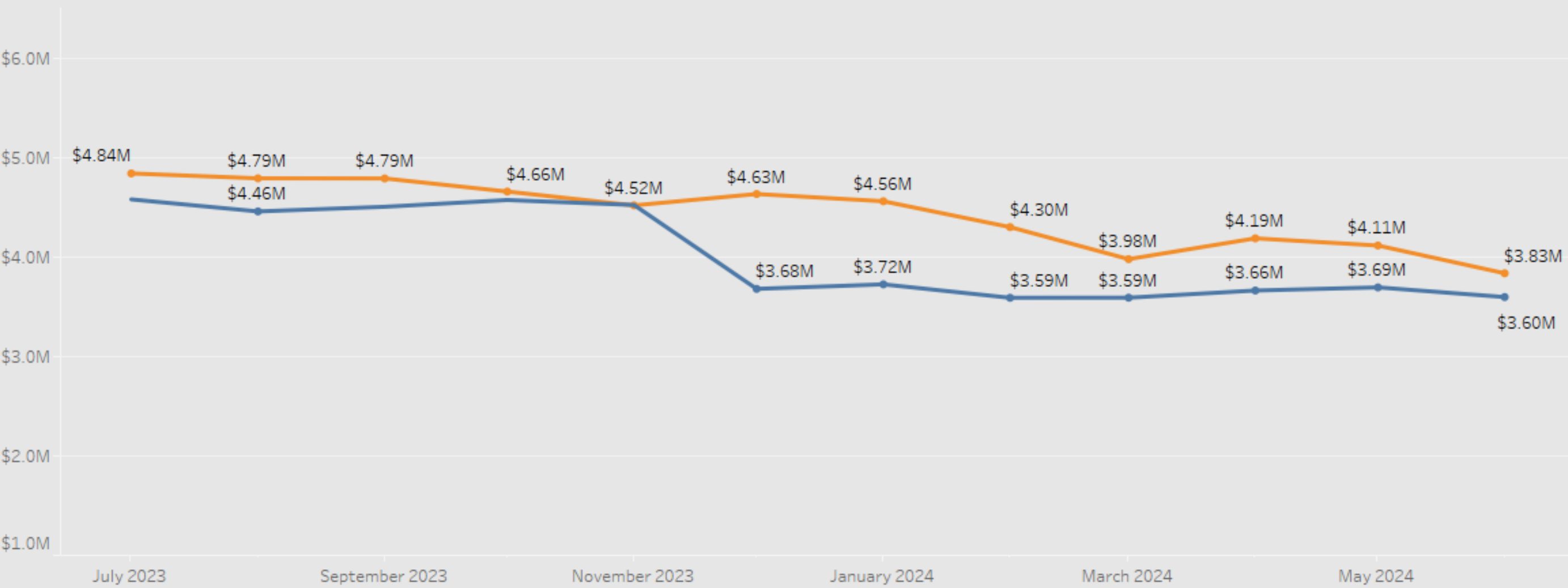


Operating Expense Budget Variance Western Division

Operating Budget
Operating Expenses

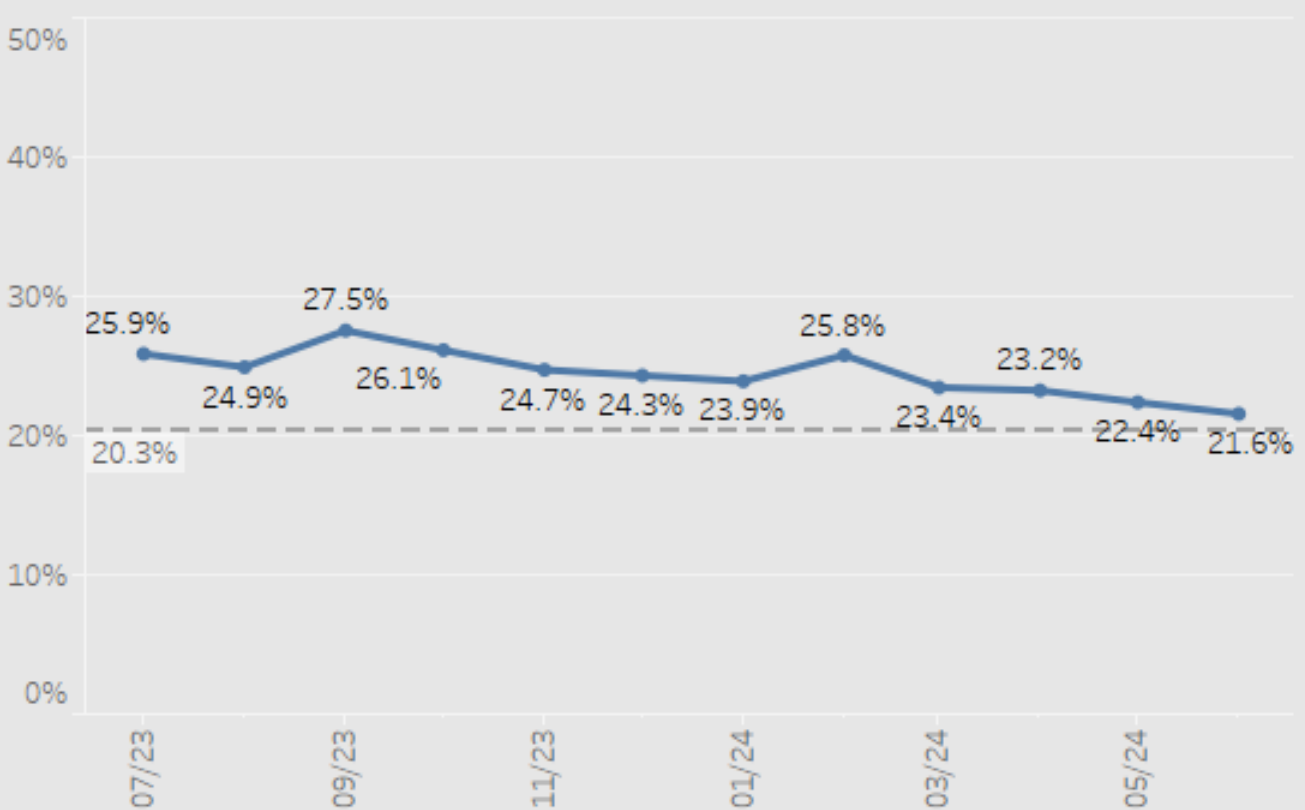
June 2024

-7%

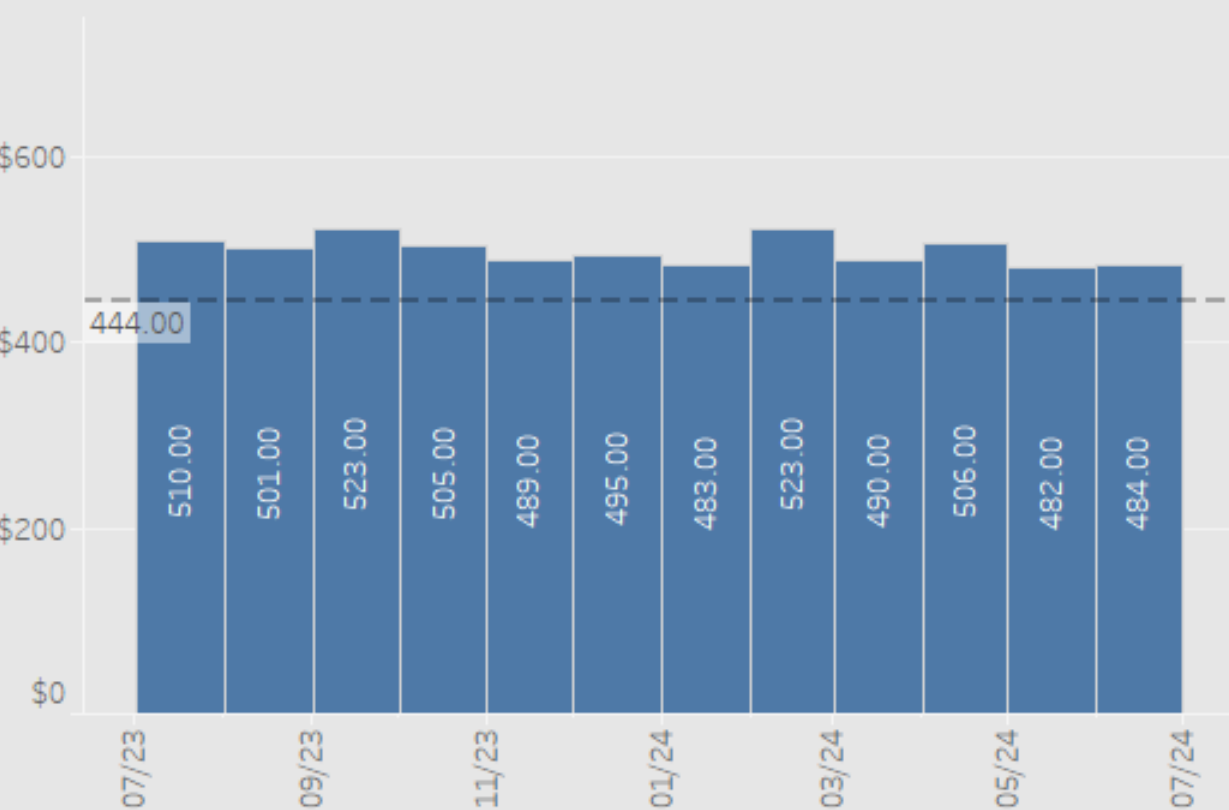


There was an operating expense variance of \$239k due to unbudgeted contract labor, which continues to decrease as contract labor is phased out. Labor cost as a % of revenue is 21.6%, exceeding the target of 20% but down from the previous month.

Percentage of Labor Cost



Cost per Transport



Supply and Repair per Transport

