

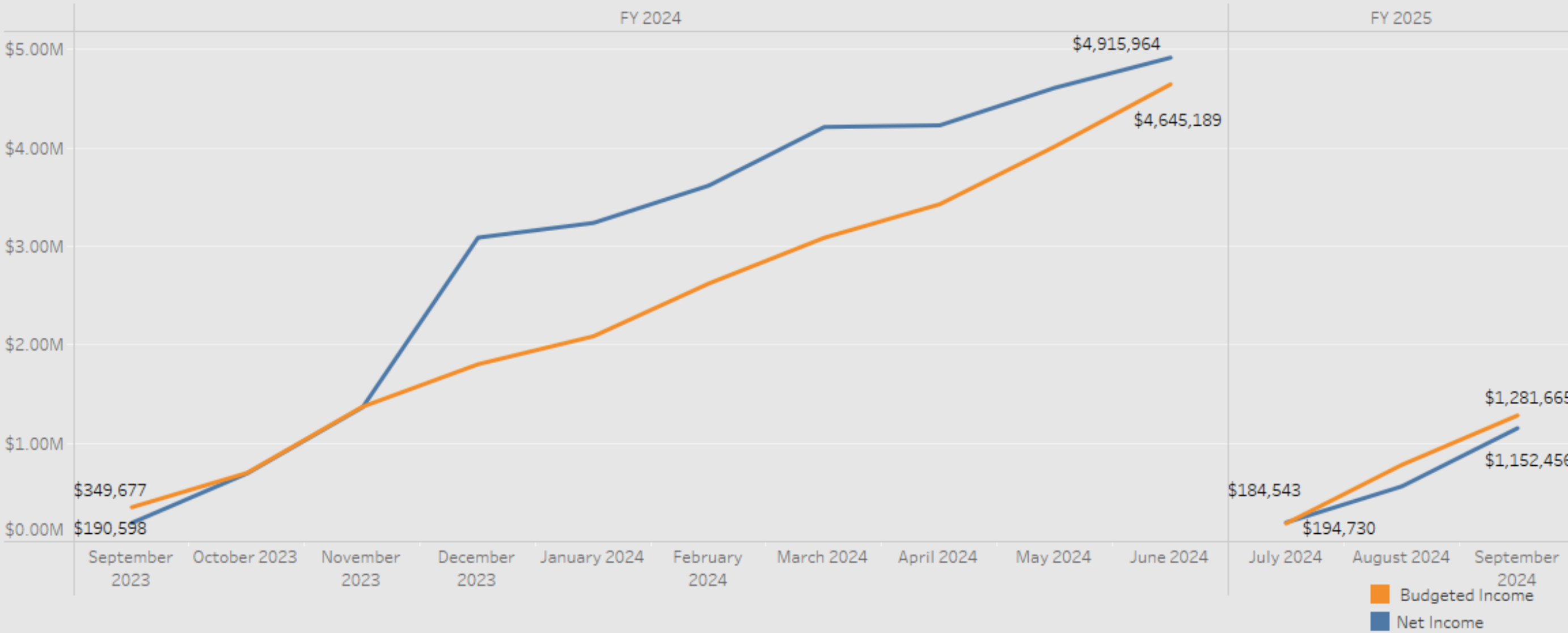
Lora Conger
Chief Financial Officer

Financial KPIs
September 2024



Net Income Budget Variance Eastern Division

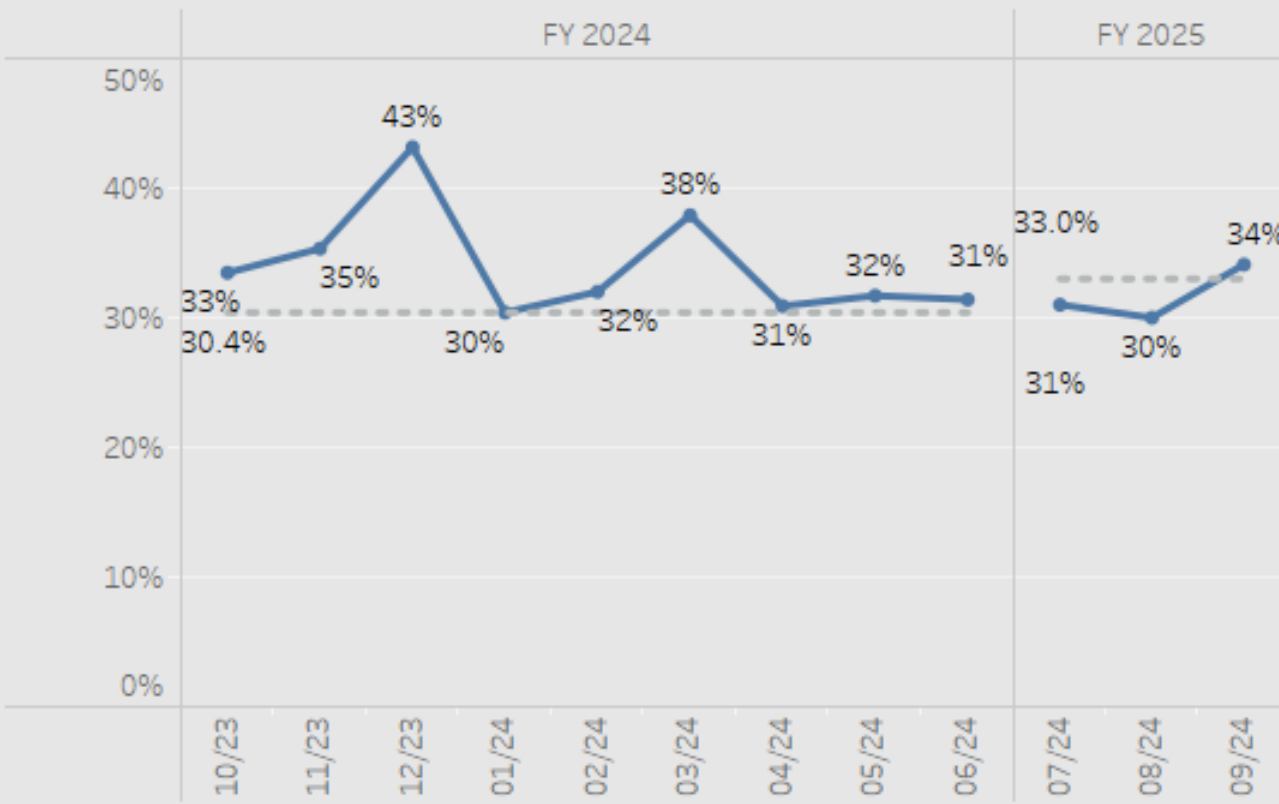
September 2024



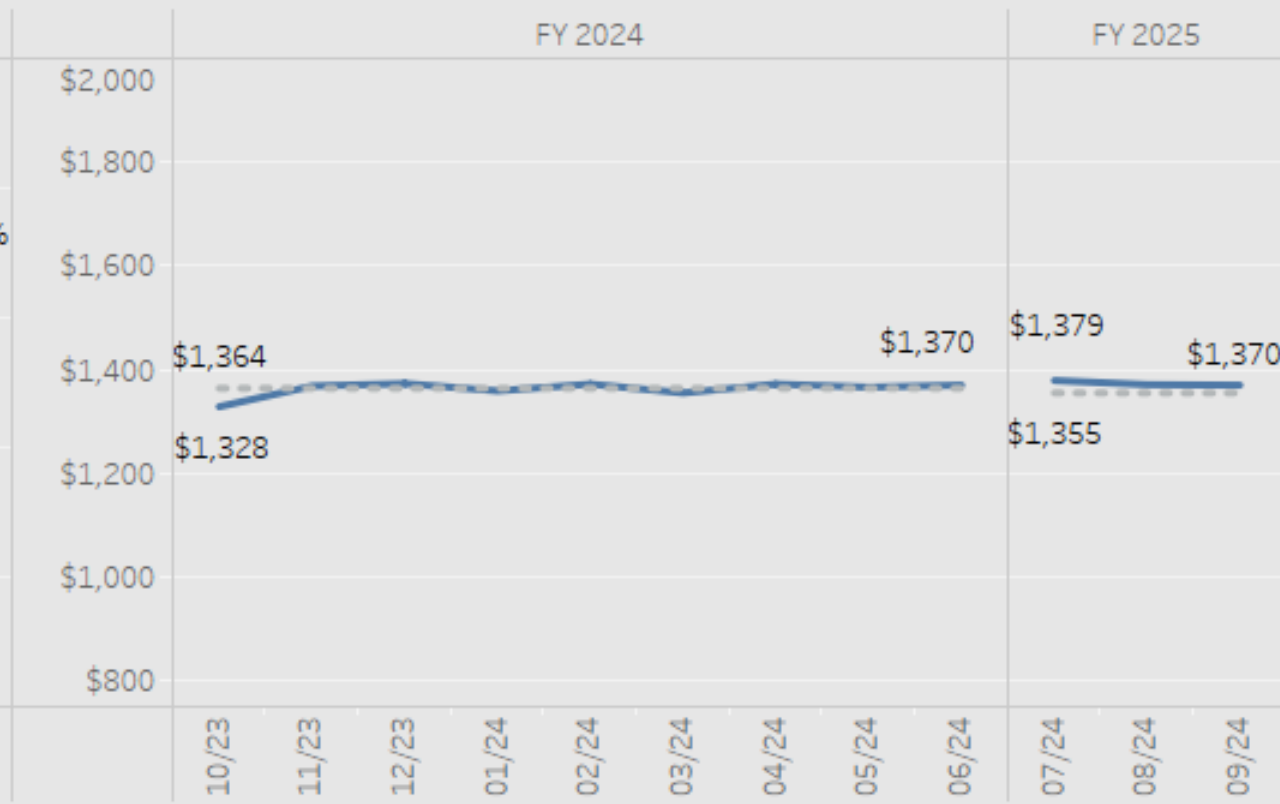
2%

Cumulatively, net income is below budget \$141K. However, for the month of September, net income exceeded the budget by 89K. Volume is under budget by 3%, offset by the realization rate exceeding budget by 2.1%. Revenue per transport is higher than budget.

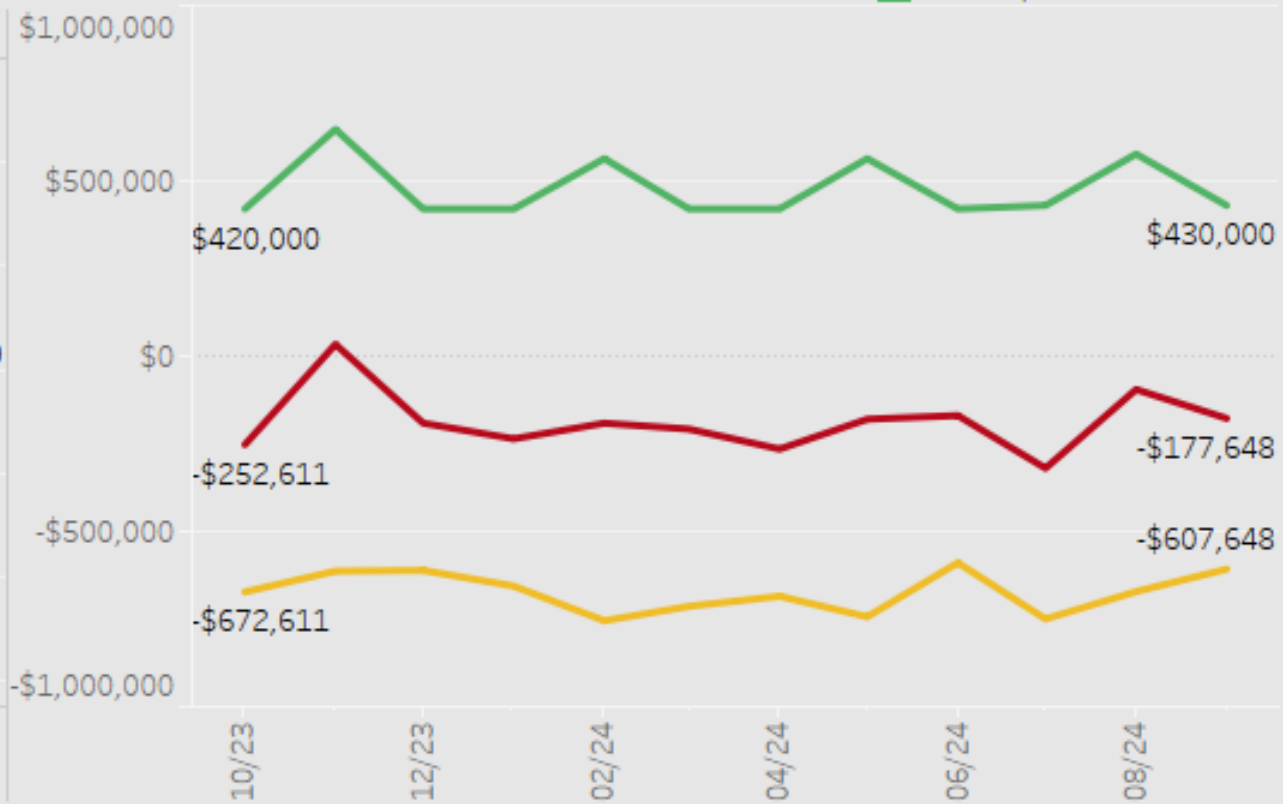
Realization Rate



Revenue per Transport



EMSAcare

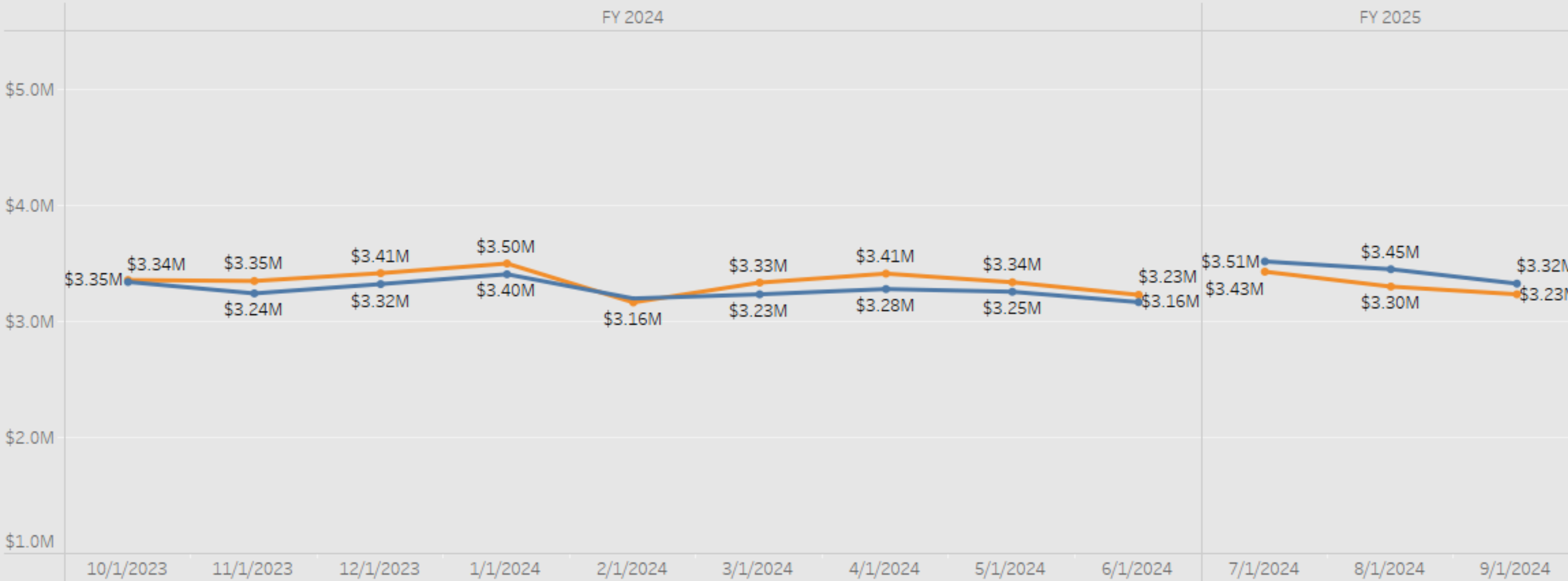


Operating Expense Budget Variance Eastern Division

Operating Budget
Operating Expenses

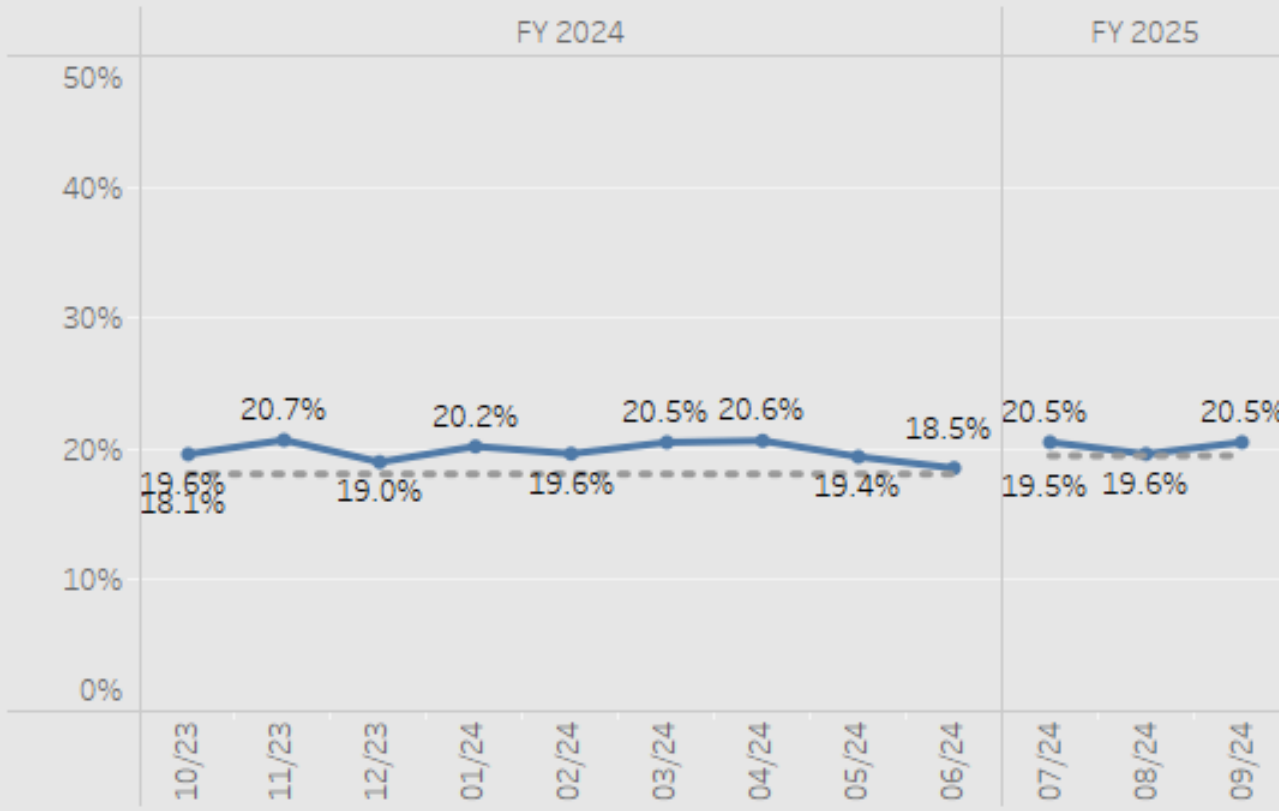
September 2024

3%

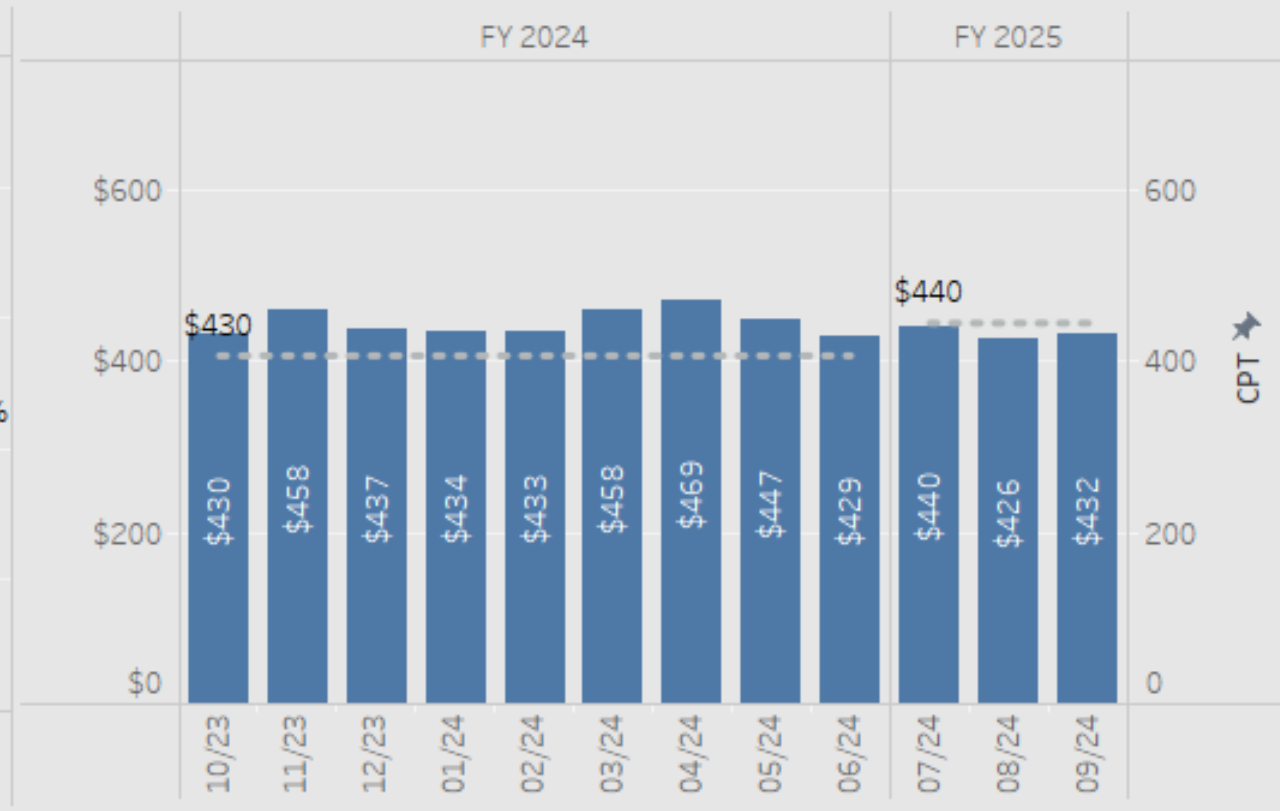


There was a positive operating variance of \$92K for the month of September which is being driven by lower volume and timing. Labor as a percent of revenue ticked up to 20.5%, just slightly above target. Total costs per transport and supplies per transport were under budget.

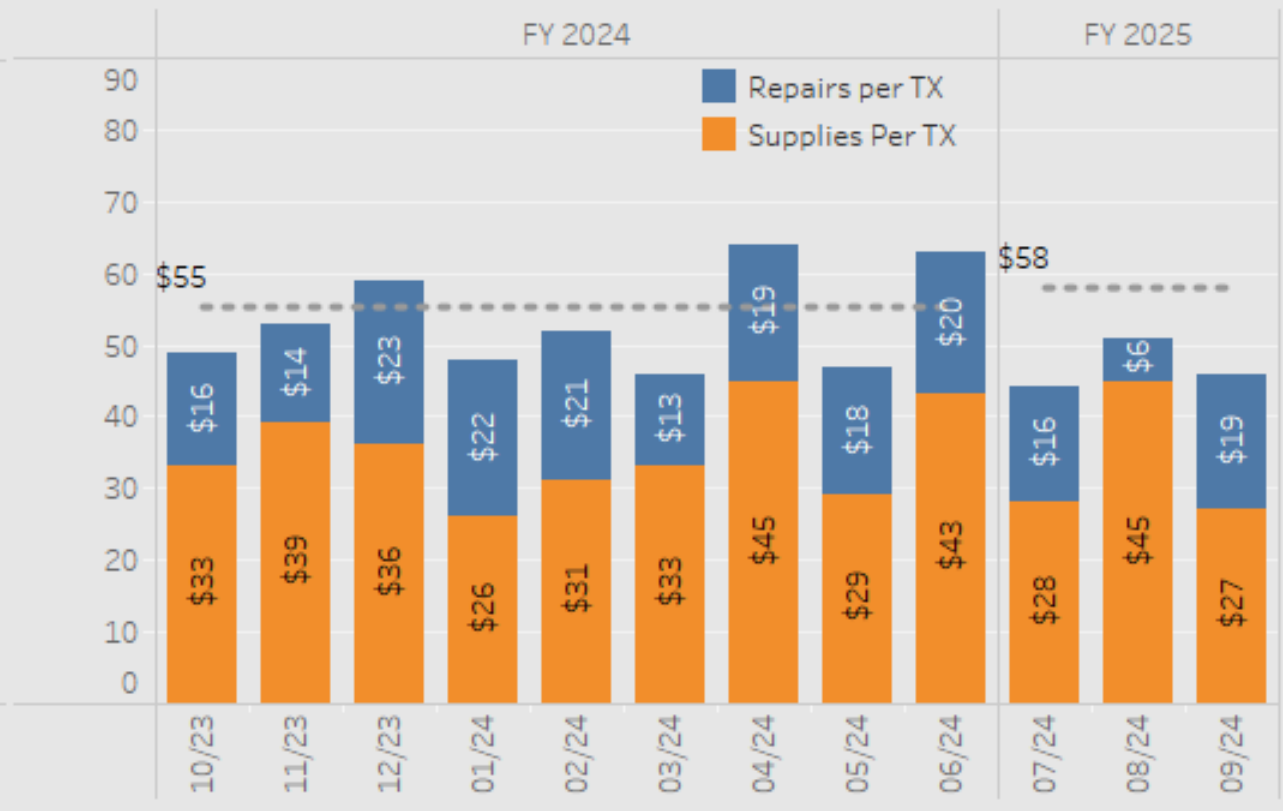
Percentage of Labor Cost



Cost per Transport



Supply and Repair per Transport

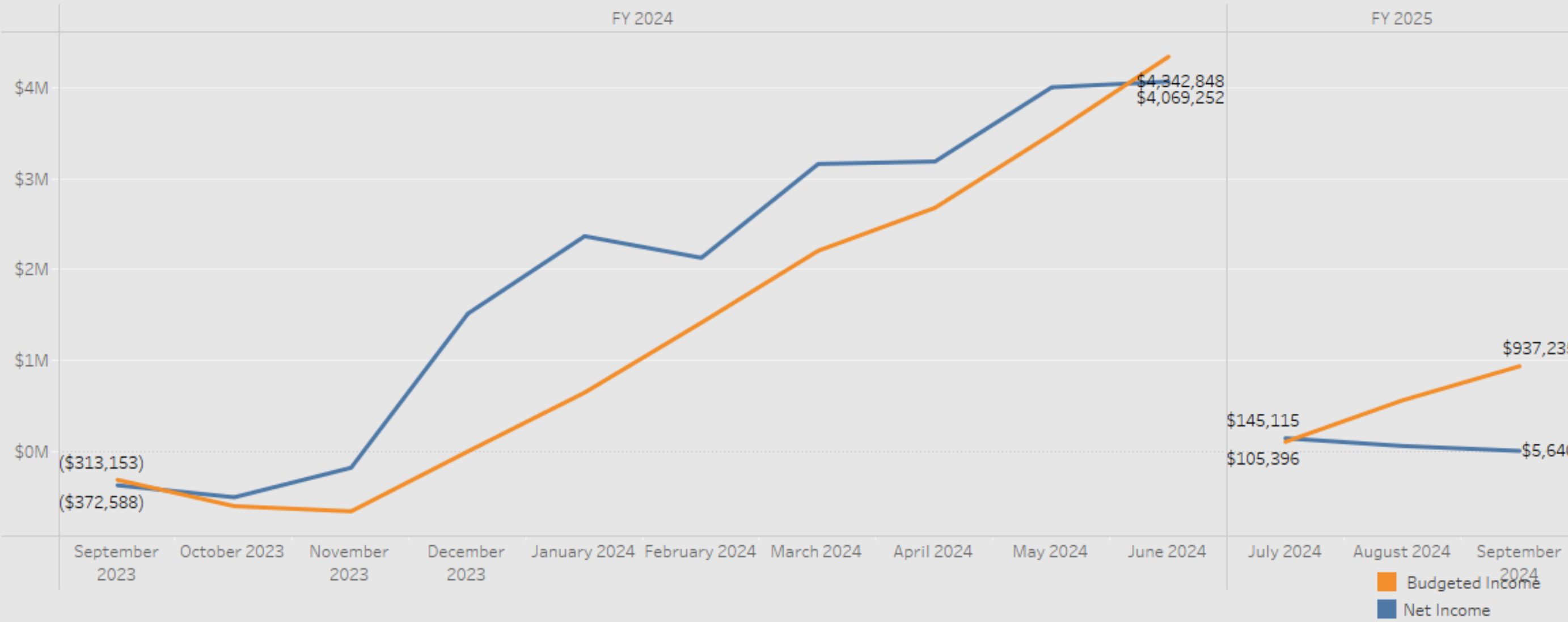


Net Income Budget Variance Western Division

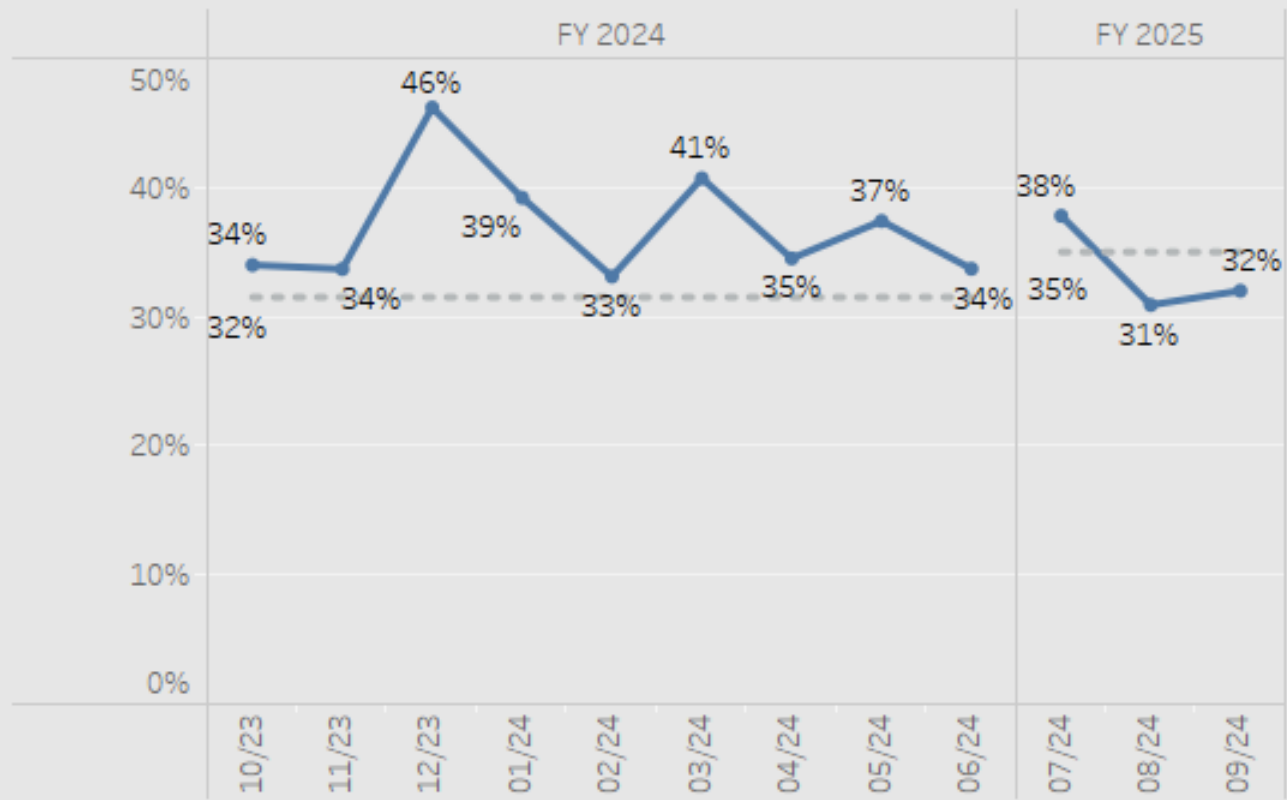
September 2024

-23%

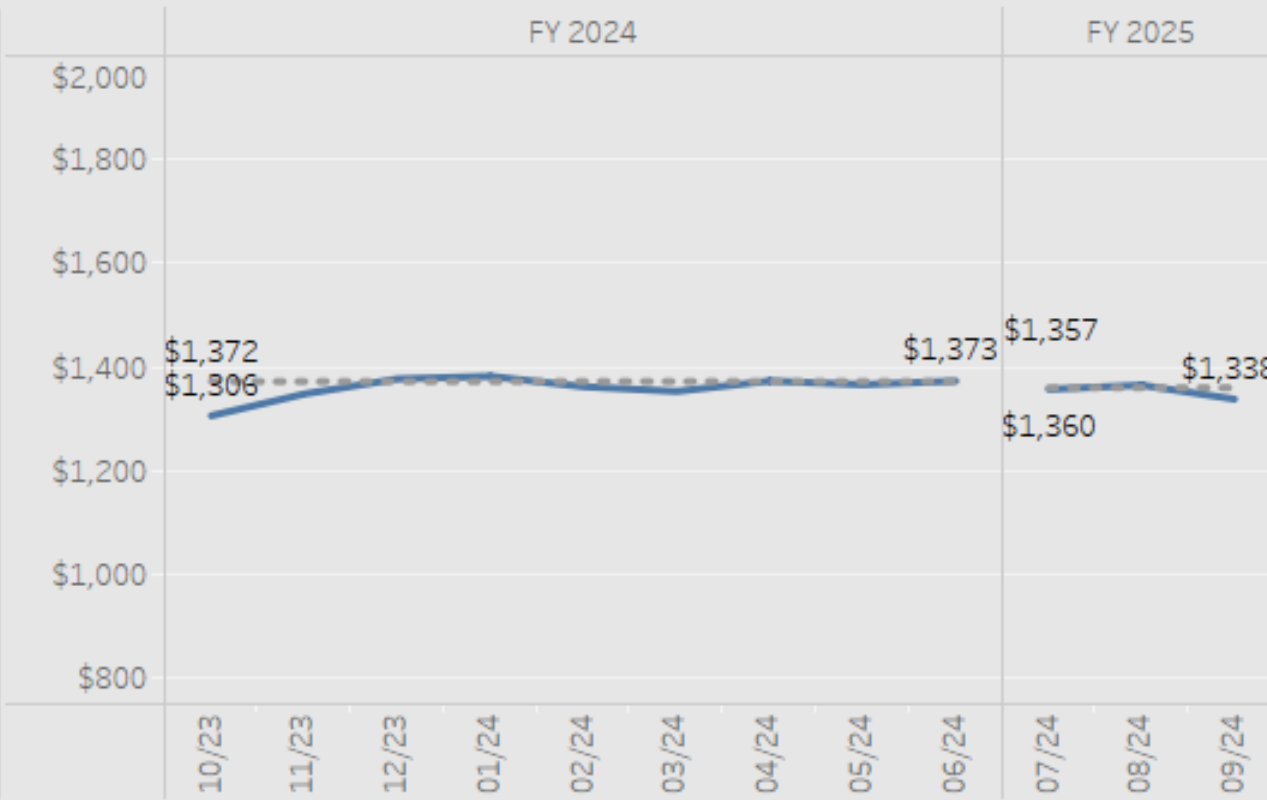
Cumulatively, net income is below budget \$827K. Net income for the month of September has a negative variance compared to the budget of \$429K. Volume is under budget by 8% and the realization rate is lower than budget by 2.5% for the month of September. Revenue per transport is also below target.



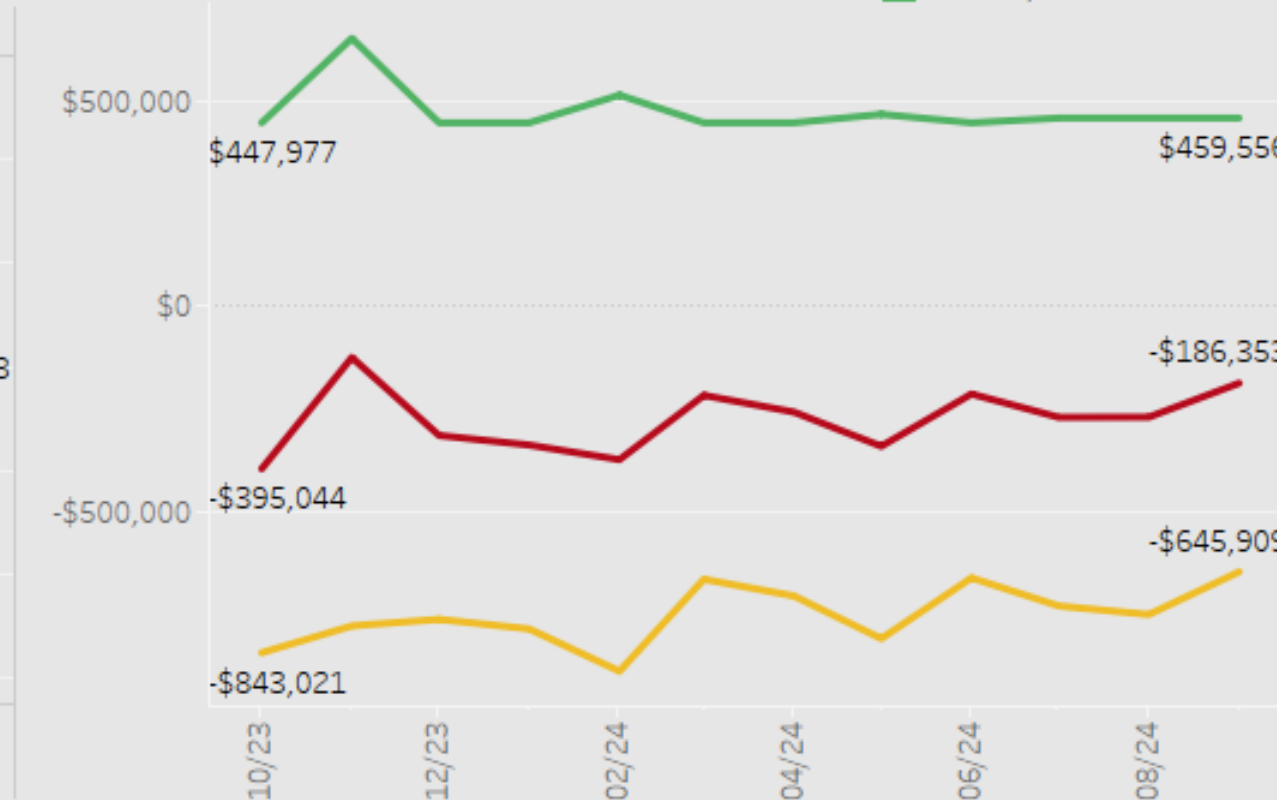
Realization Rate



Revenue per Transport



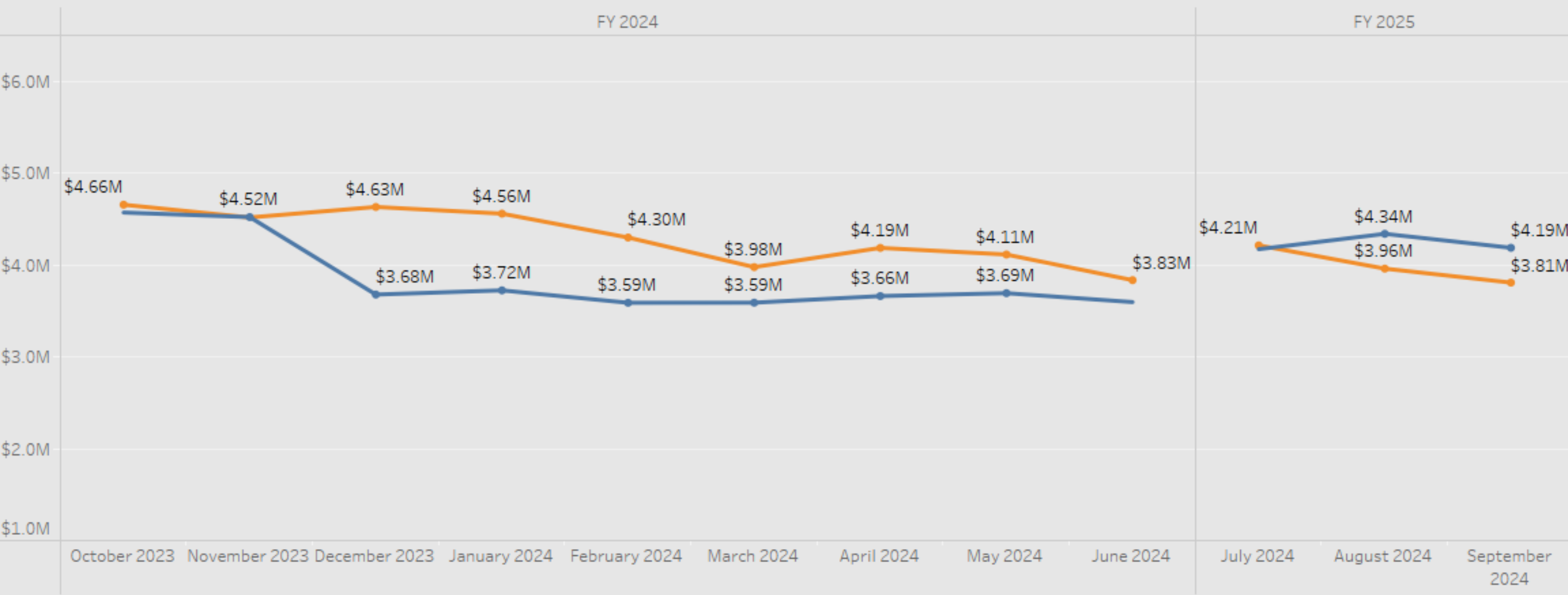
EMSAcare



Operating Expense Budget Variance Western Division

Operating Budget
Operating Expenses

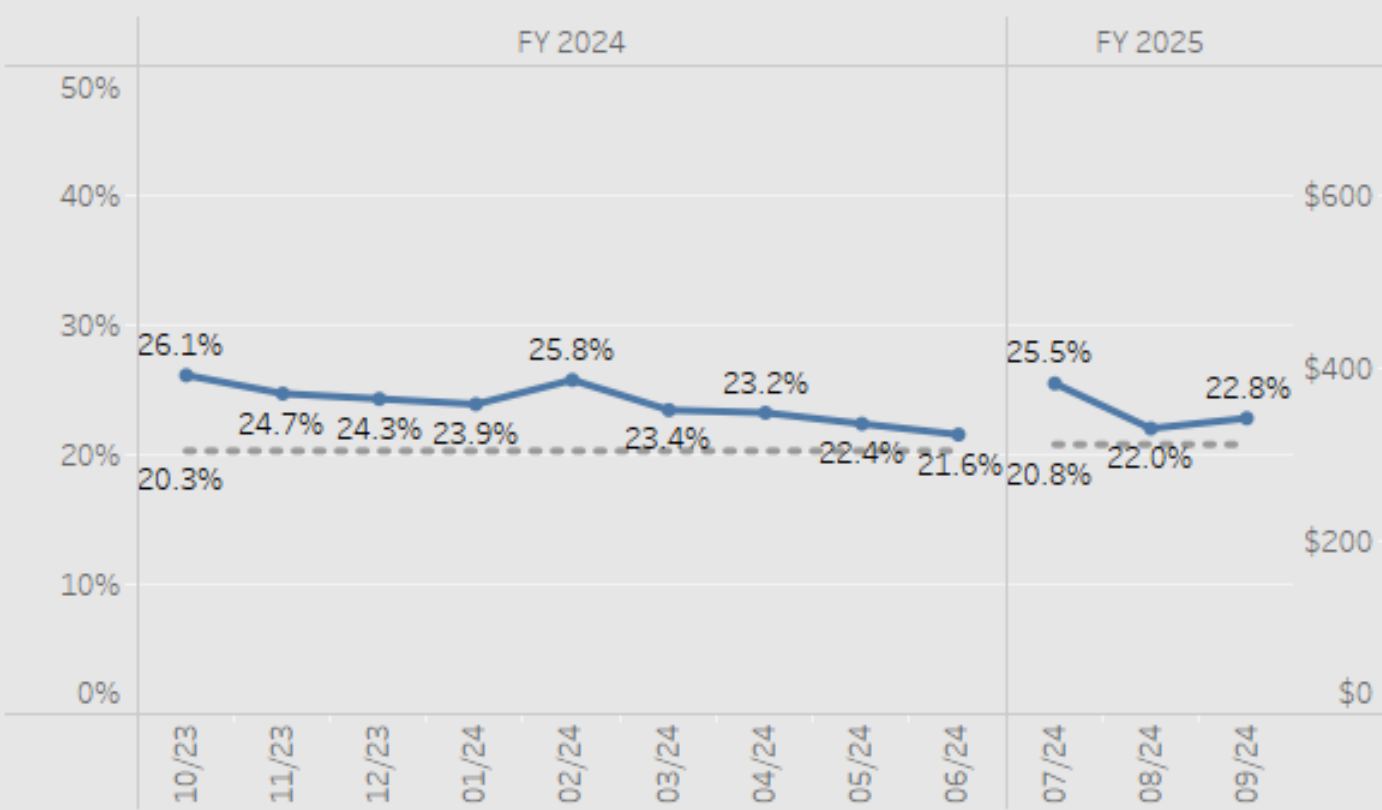
September 2024



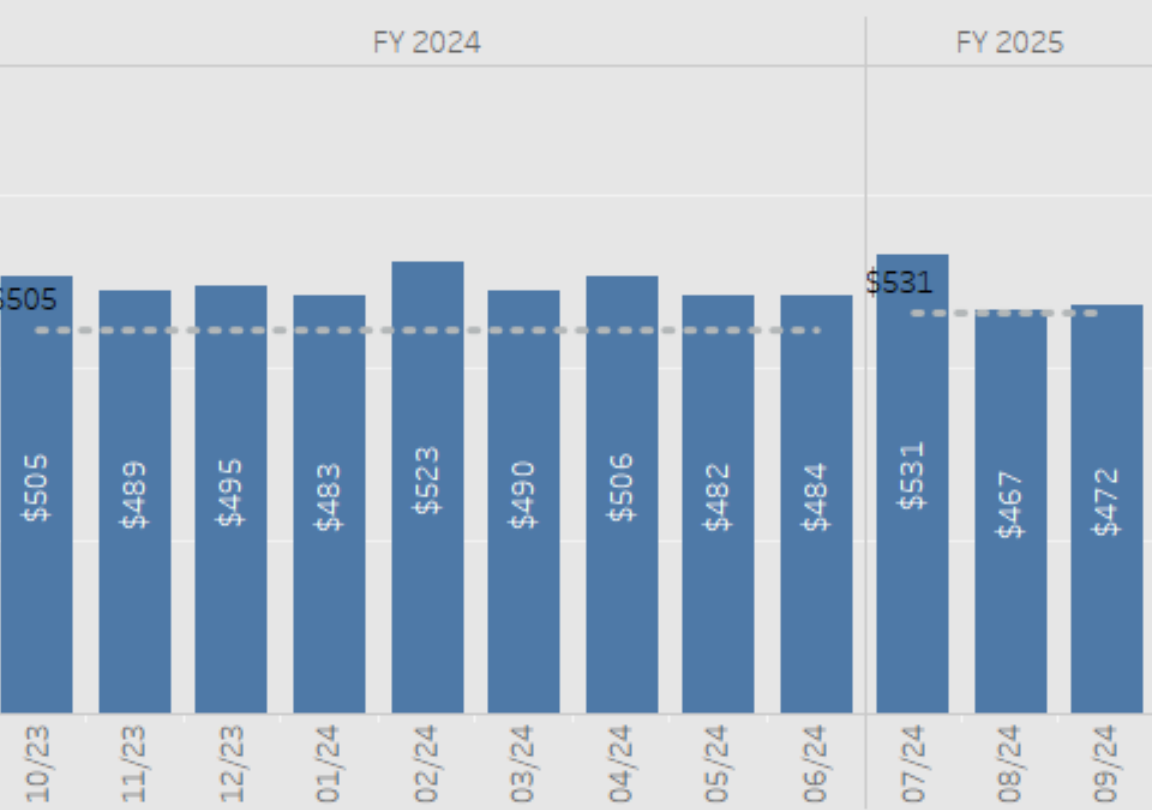
9%

There was a positive operating expense variance of \$379K is due to lower than budget volume. The percent of revenue is up slightly from August to 22.8%, exceeding the target of 21%. Total costs per transport and supplies per transport were below budget.

Percentage of Labor Cost



Cost per Transport



Supply and Repair per Transport

