

# OHERA Health Care

Actuals and Forecast Analysis For Ohera  
Health

Prepared for: Executive Leadership

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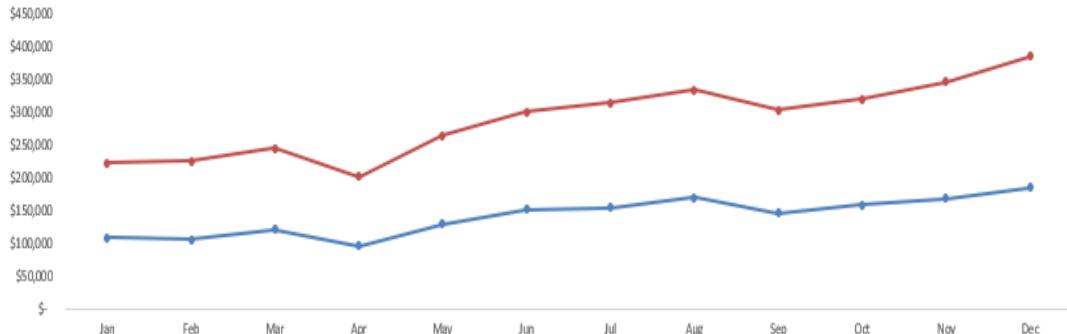


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- Ohera serves 1,200–1,800 patients monthly, differentiating itself through fast service delivery, in-house diagnostics, and integrated care, which significantly reduces referral delays and improves patient satisfaction.
  - However, its operating model is cost-intensive, with salaries, medical supplies, and rent accounting for over 60% of monthly expenses, making cashflow predictability critical for sustainability.

# OHERA HEALTH CARE ACTUALS AND FORECAST ANALYSIS

Budgeted Revenue  
Actual Revenue

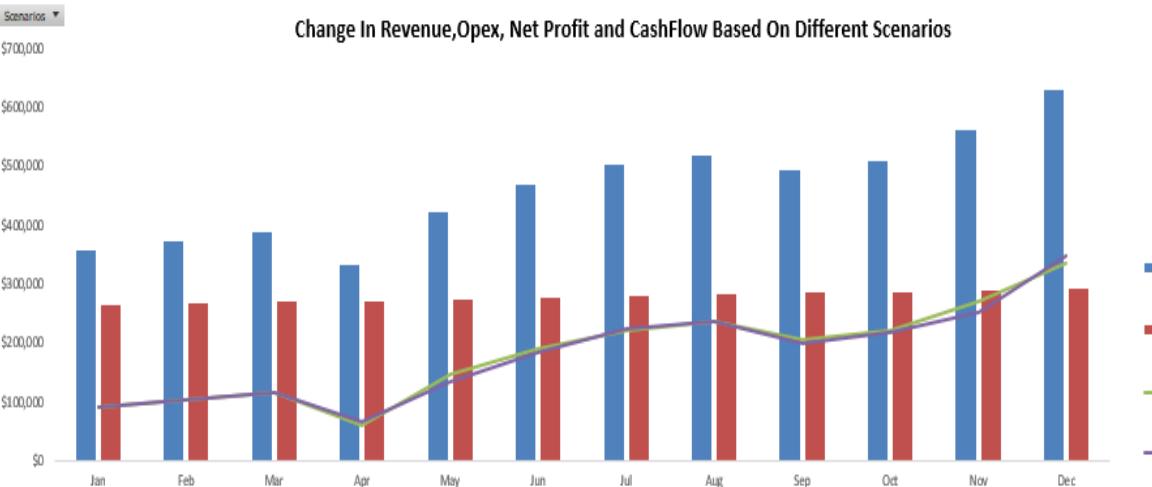
## Actual Vs Budgeted Revenue Trend



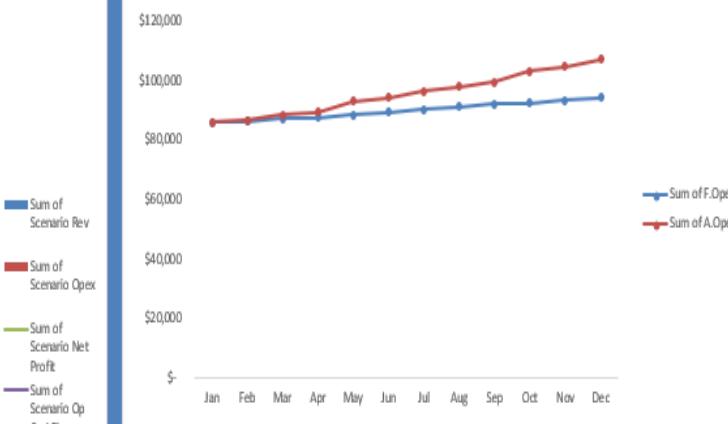
## Forecast Closing Cash



## Change In Revenue, Opex, Net Profit and CashFlow Based On Different Scenarios



## Forecast Vs Actual OPEX



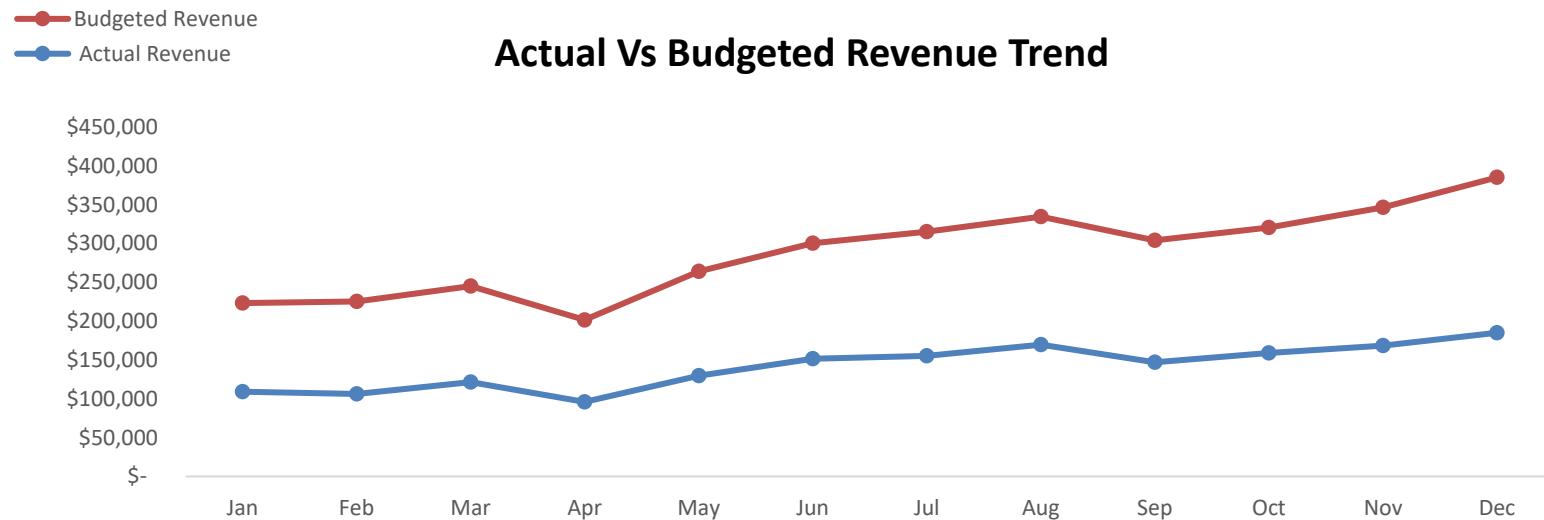


# Executive Summary

- Revenue trending upward but below budget expectations.
- OPEX rising and consistently above forecast.
- Cash position strengthens month-over-month.
- Scenario analysis highlights opportunities for improved operating cash flow.

# Actual vs Budgeted Revenue Trend

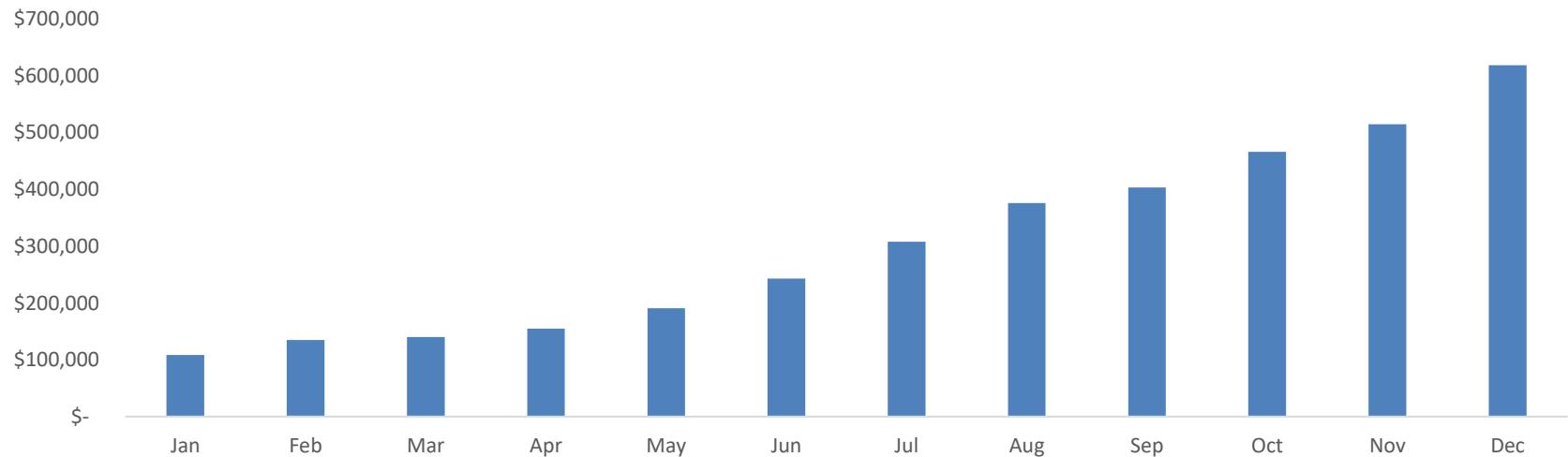
- Budgeted revenue grows from ~\$225K to ~\$375K; actual revenue from ~\$100K to ~\$175K.
- Actual revenue significantly lags budget.



# Forecast Closing Cash

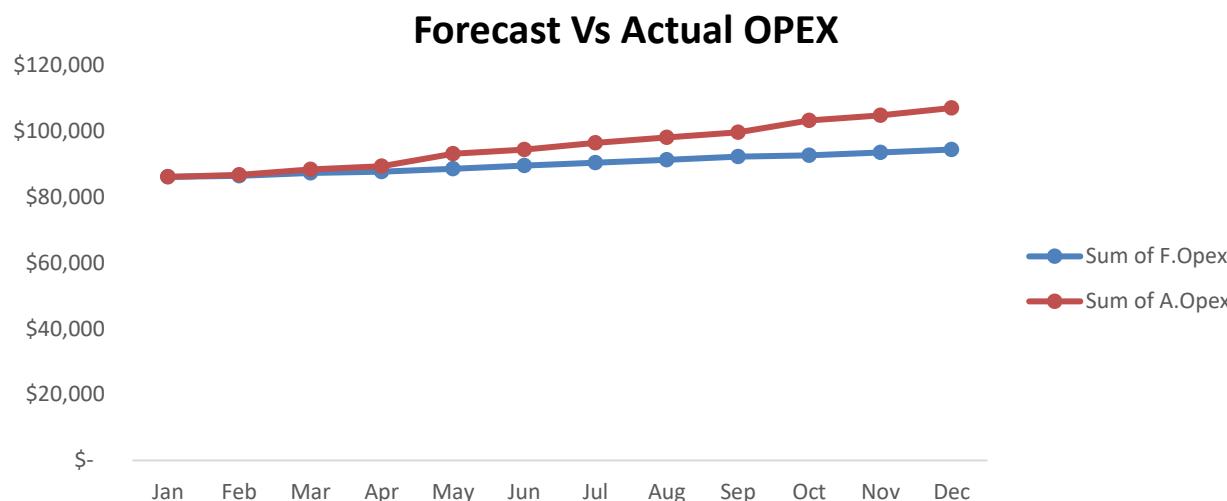
- Cash increases from ~\$100K to ~\$700K.
- Strong cash position despite revenue underperformance.

Forecast Closing Cash



# Forecast vs Actual OPEX

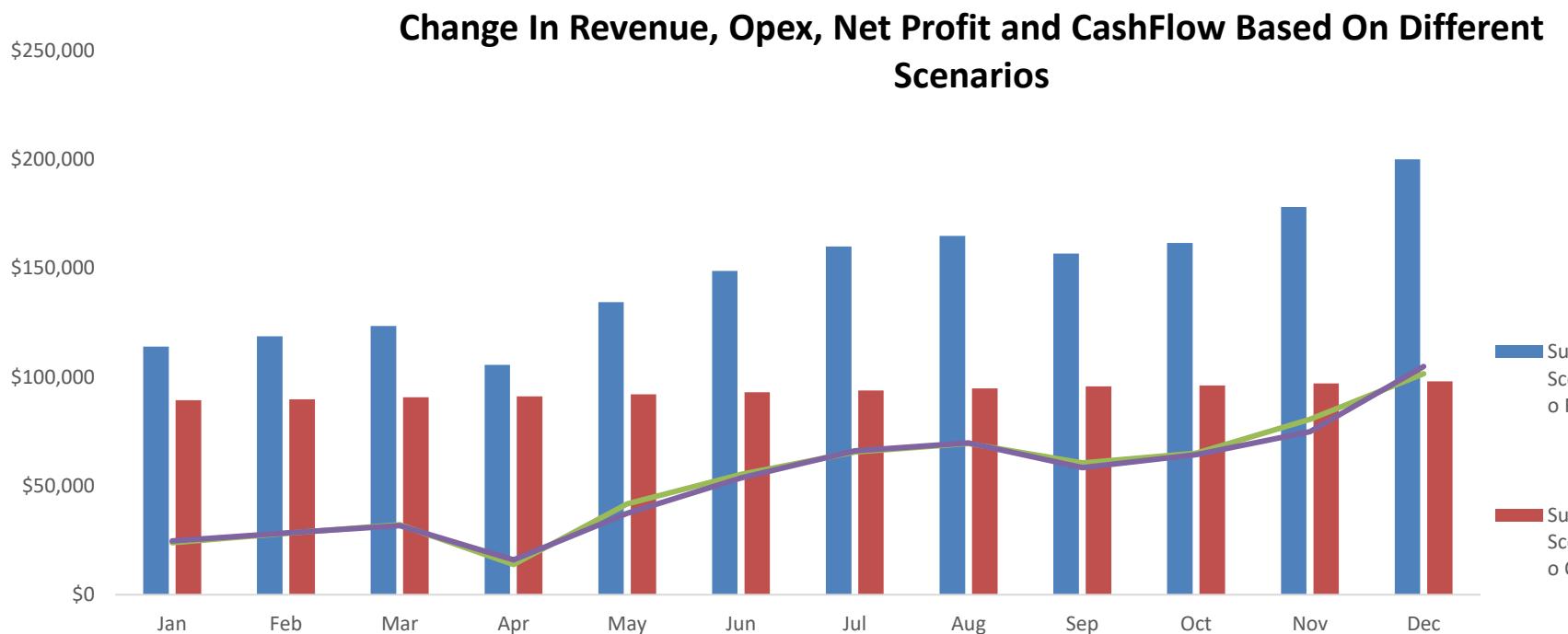
- Actual OPEX exceeds forecast all year.
- Rising cost pressures.



# Scenario Analysis – Base Case

Scenario revenue increases; OPEX stable; operating cash flow improves.

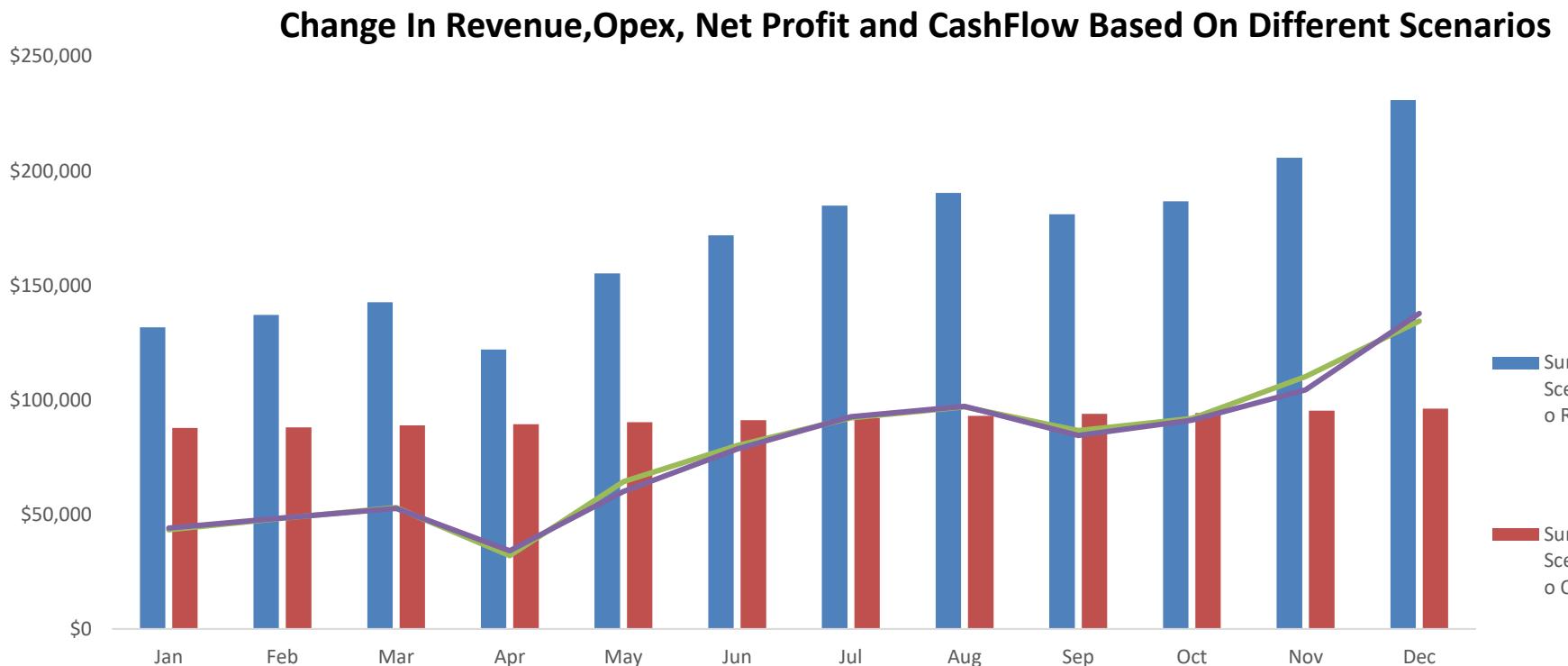
- Top-line momentum + stable cost base = expanding margins.
- Cash flow strength validates the quality of earnings.
- The April dip could signal a one-time event or seasonality worth explaining in your narrative.
- Q4 surge is a highlight — ideal for emphasizing strategic wins or scenario upside.



# Scenario Analysis – Worst Case

Revenue increases almost every month, with a pronounced jump in December.

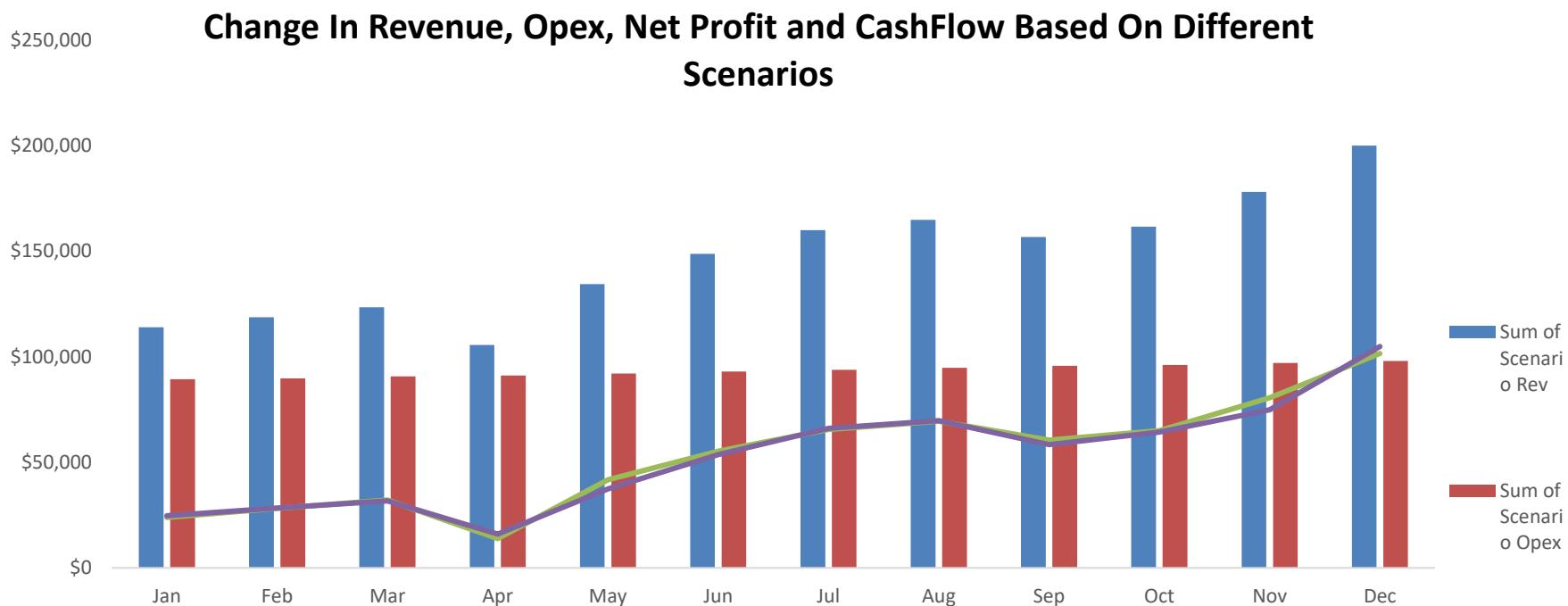
- This suggests either seasonality, scenario-based uplift, or strategic initiatives paying off.
- The widening gap between revenue and opex is the foundation of margin expansion.
- The April dip is a point worth explaining — seasonality, one-time events, or scenario assumptions.



# Scenario Analysis – Best Case

Shows a clear upward trajectory from January to December.

- December stands out with a significant spike — likely seasonal or scenario-driven.
- The consistent growth creates increasing separation from opex, which drives margin expansion.
- Net profit, Tracks closely with net profit, including the April dip.
- Strong upward movement from mid-year through December.



# Key Takeaways

- Revenue underperformance is primary risk.
- Cash position strong.
- OPEX stability suggests effective cost control.
- Revenue uplift improves cash flow.
- Scenario modeling provides roadmap.



# Recommendations

- Strengthen revenue cycle management.
- Implement cost-reduction initiatives.
- Enhance forecasting accuracy.
- Expand scenario planning.
- Recommend scenario-based planning.
- OPEX overspend must be addressed.

