



OHERA Health Care

Actuals and Forecast Analysis For Ohera
Health

Prepared for: Executive Leadership

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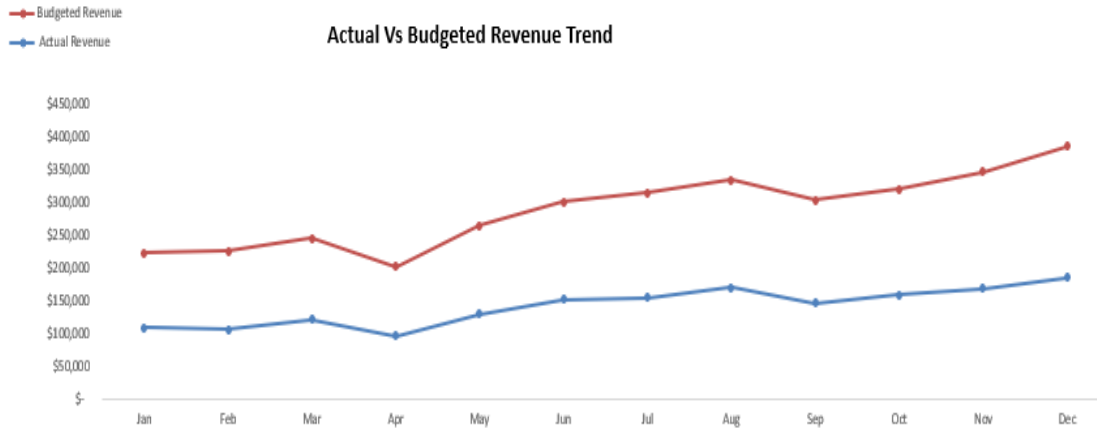
- Date: January 2026



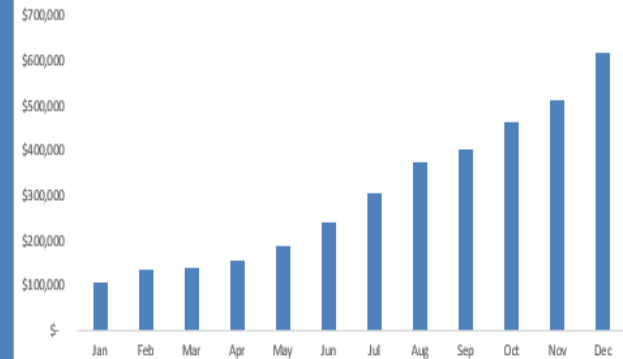
- Ohera serves 1,200–1,800 patients monthly, differentiating itself through fast service delivery, in-house diagnostics, and integrated care, which significantly reduces referral delays and improves patient satisfaction.
- However, its operating model is cost-intensive, with salaries, medical supplies,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

OHERA HEALTH CARE ACTUALS AND FORECAST ANALYSIS

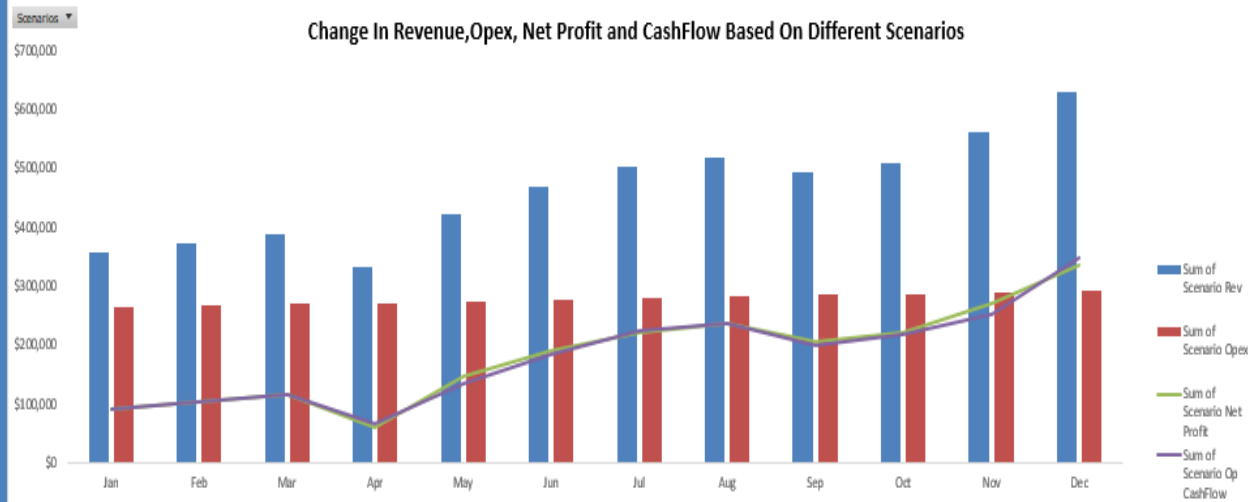
Actual Vs Budgeted Revenue Trend



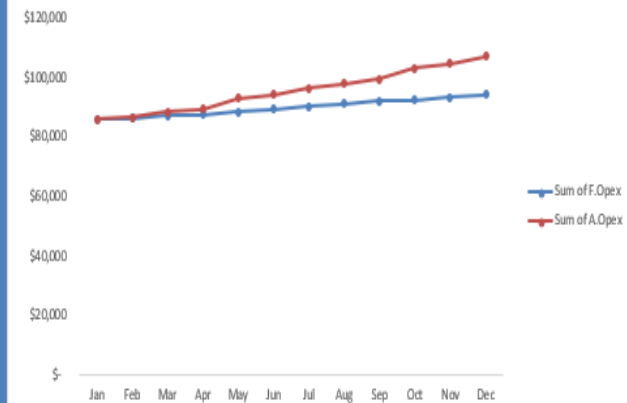
Forecast Closing Cash



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



Forecast Vs Actual OPEX



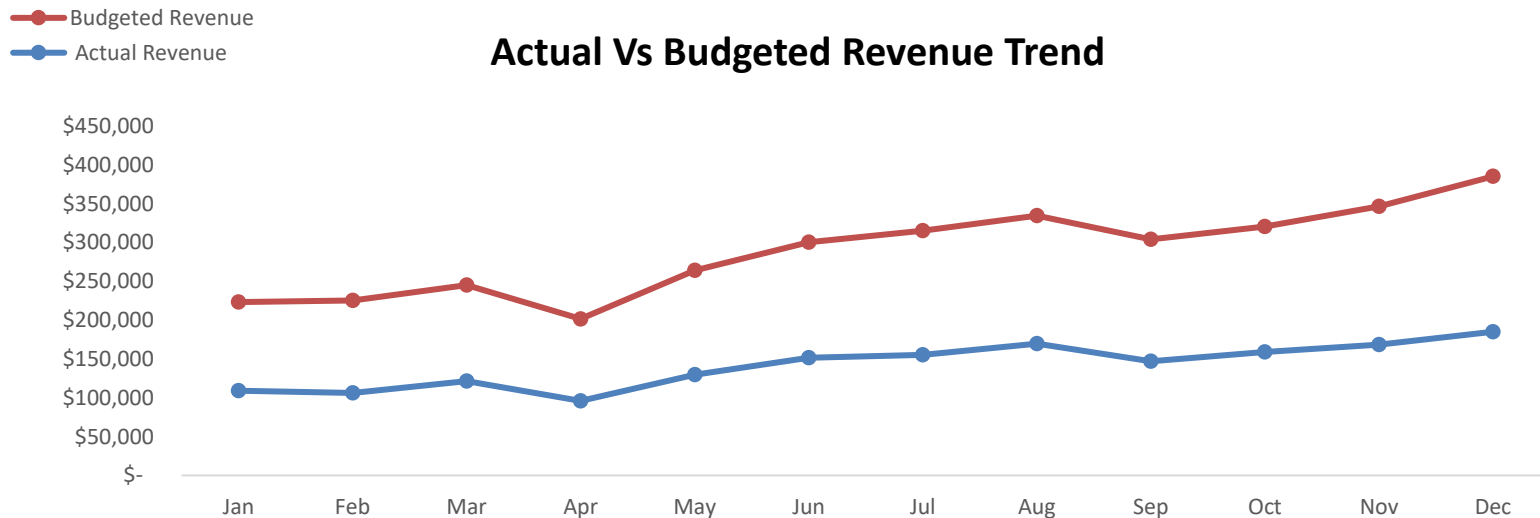


Executive Summary

- 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

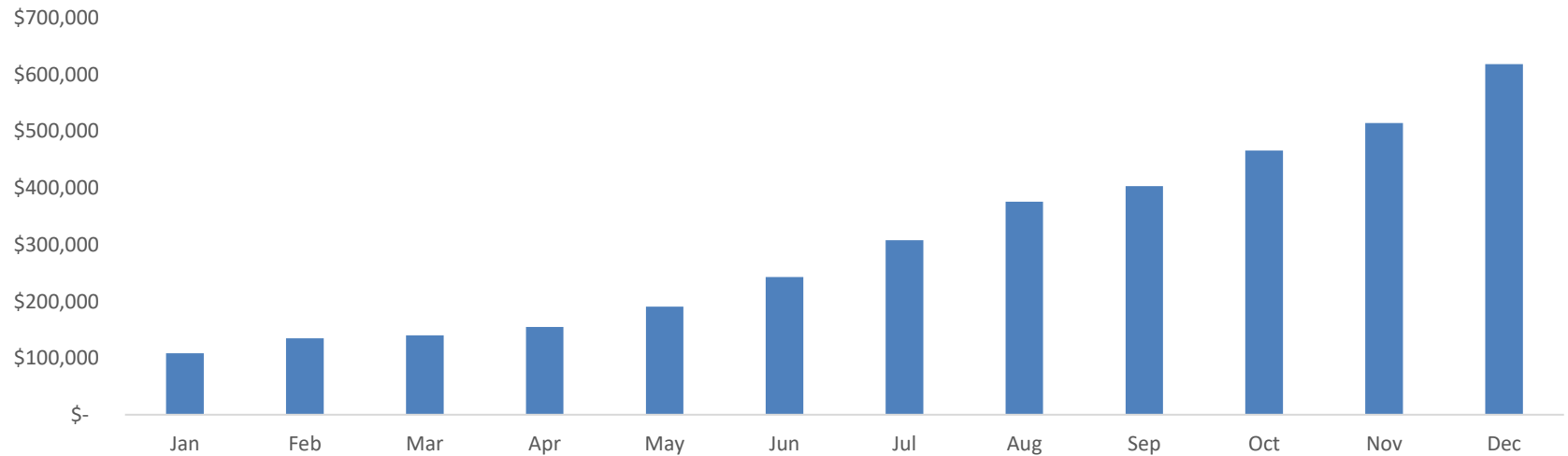
- Budgeted revenue grows from ~\$225K to ~\$375K; actual revenue from ~\$100K to ~\$175K.
- Actual revenue significantly lags budget.



Forecast Closing Cash

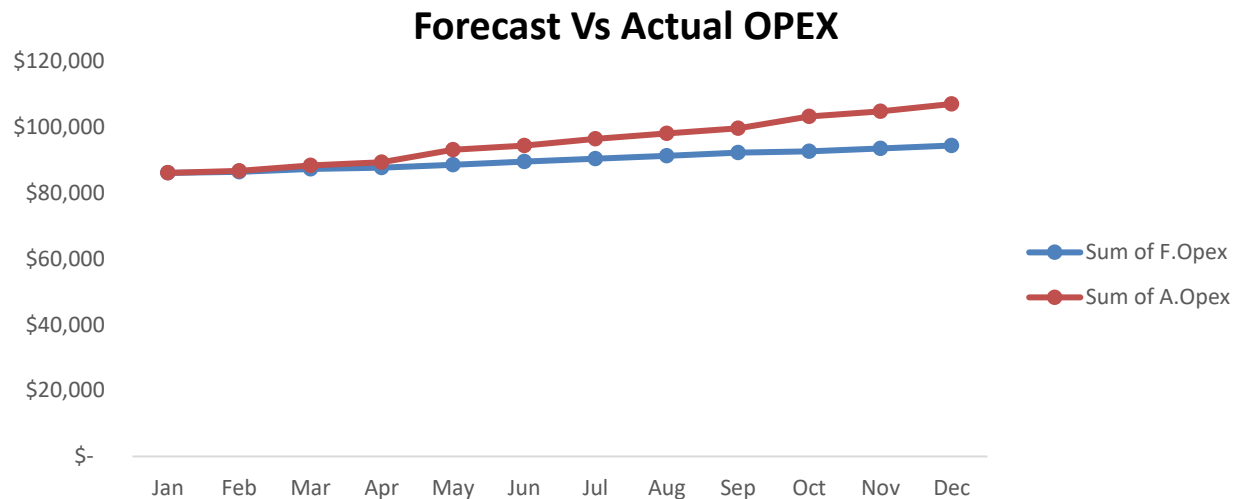
- Cash increases from ~\$100K to ~\$700K.
- Strong cash position despite revenue underperformance.

Forecast Closing Cash



Forecast vs Actual OPEX

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



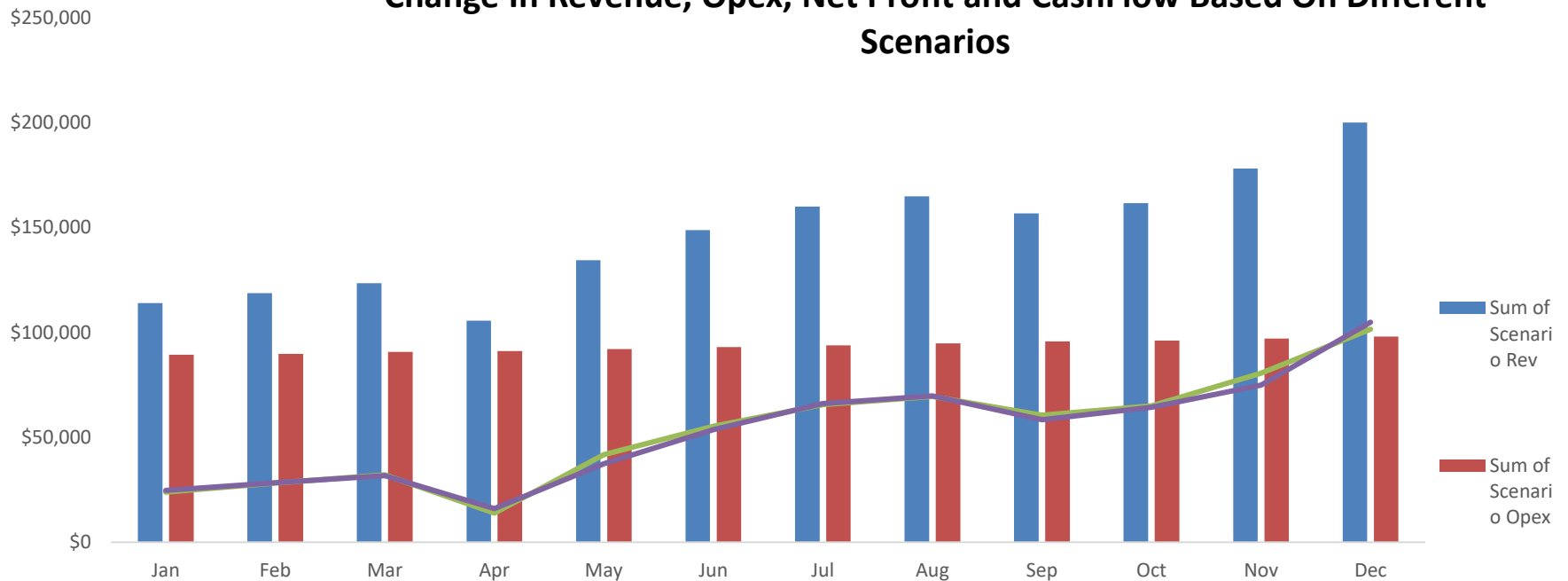
Scenario Analysis

– 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.

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

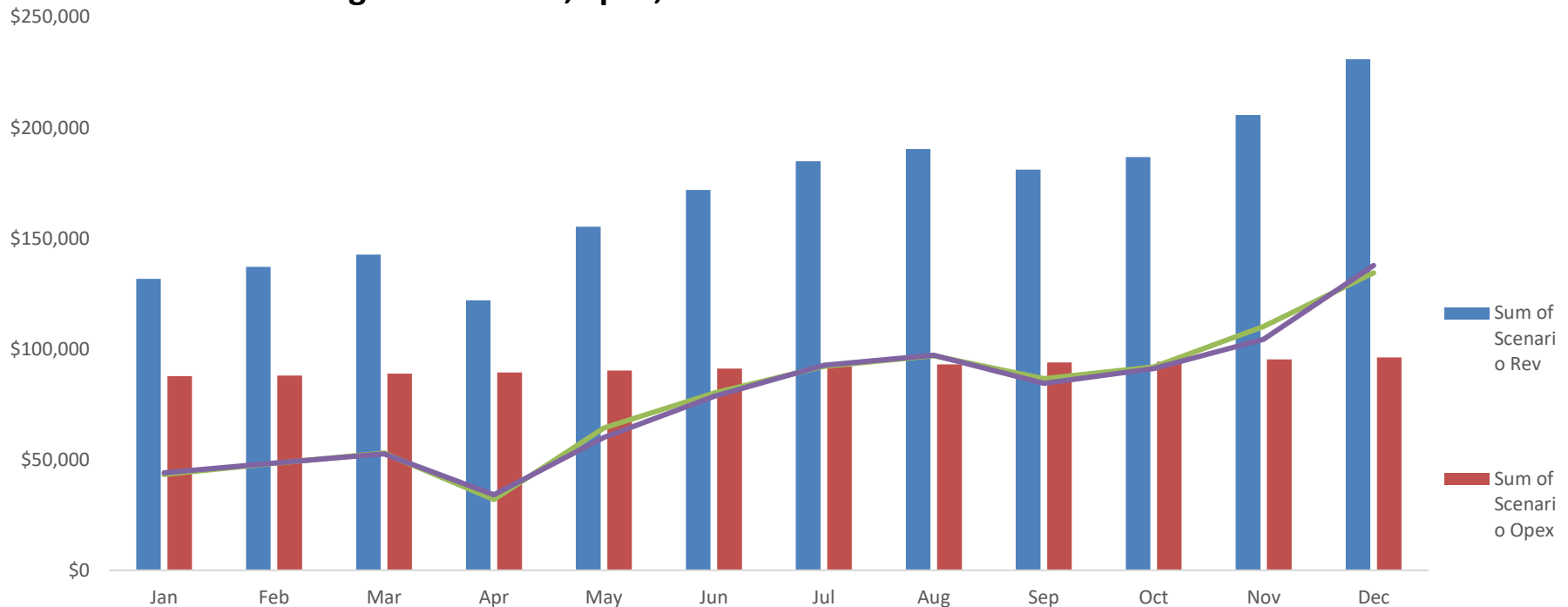


Scenario Analysis – Worst Case

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.

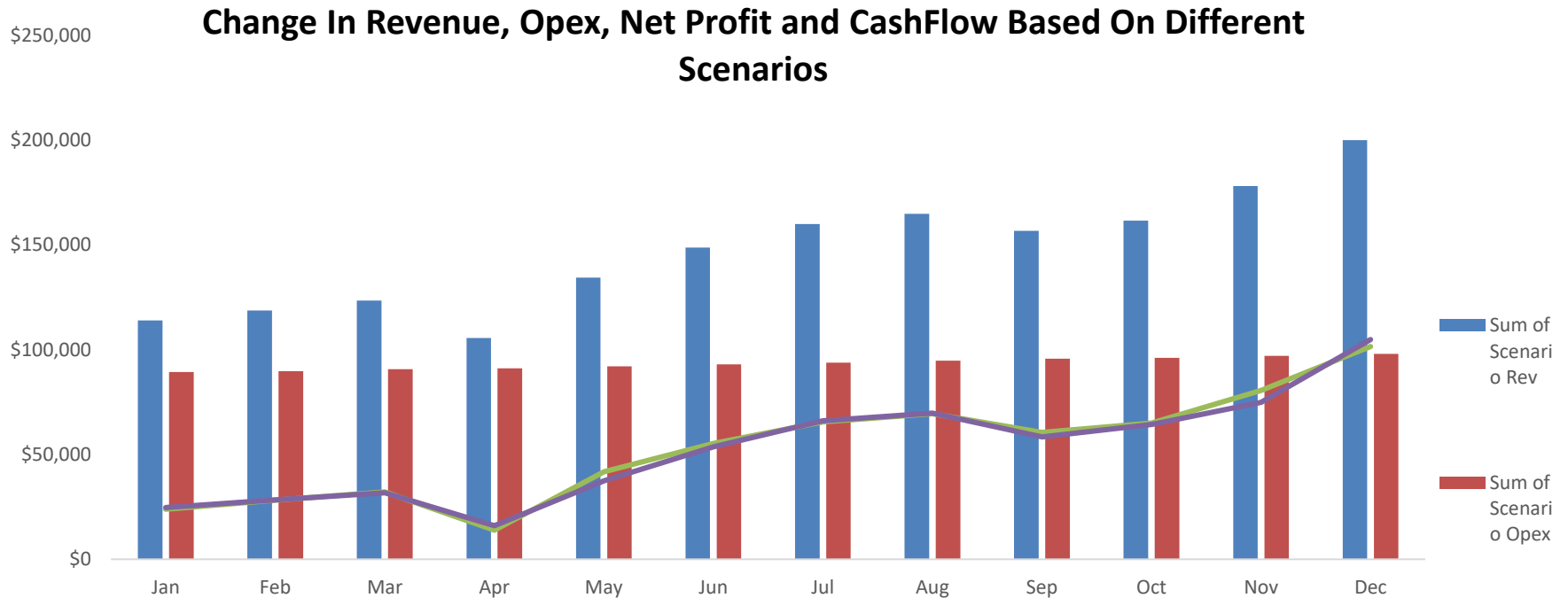
Change In Revenue, Opex, Net Profit and CashFlow Based On Different Scenarios



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.

