



OSCORP
INDUSTRIES

Monthly & Quarterly Analysis

| Year | Net Revenue | Contribution % after Allocations | Average of GM % | Average of Daily Census | Referrals | Admissions | Days of Care | Billings | Collections | Billed Hours |
|---------------|------------------|----------------------------------|-----------------|-------------------------|-----------|------------|--------------|----------------|----------------|--------------|
| 2018 | \$49,026,950.00 | | | 748.51 | 17683 | 13819 | 66843 | 52,396,011.25 | 48,426,195.96 | 183,396.65 |
| Service One | \$35,222,686.00 | | | 1,828.28 | 16489 | 13098 | | 38,283,603.04 | 34,302,615.13 | |
| Service Three | \$3,668,746.00 | | | 234.17 | | | | 3,738,659.00 | 3,720,209.82 | 183,396.65 |
| Service Two | \$10,135,518.00 | | | 183.09 | 1194 | 721 | 66843 | 10,373,749.20 | 10,403,371.01 | |
| 2019 | \$57,761,877.00 | | 37.41% | 834.06 | 20314 | 15607 | 73553 | 59,127,715.88 | 55,468,912.22 | 170,949.19 |
| Service One | \$42,818,482.00 | | 35.50% | 2,092.94 | 18924 | 14772 | | 44,422,891.00 | 41,278,271.00 | |
| Service Three | \$3,417,129.00 | | 30.65% | 207.75 | | | | 3,333,101.88 | 3,372,974.38 | 170,949.19 |
| Service Two | \$11,526,266.00 | | 46.08% | 201.49 | 1390 | 835 | 73553 | 11,371,723.00 | 10,817,666.84 | |
| 2020 | \$67,539,560.00 | | 37.71% | 962.13 | 22649 | 17611 | 90716 | 70,226,551.47 | 61,279,128.00 | 143,762.80 |
| Service One | \$50,536,433.00 | | 32.84% | 2,443.69 | 20929 | 16527 | | 52,734,914.58 | 46,660,201.00 | |
| Service Three | \$2,964,015.00 | | 31.23% | 195.50 | | | | 3,000,042.02 | 3,012,554.00 | 143,762.80 |
| Total | \$216,945,127.47 | 67.92% | 38.78% | 894.71 | 75255 | 58549 | 291350 | 224,495,661.41 | 209,610,805.00 | 573,007.16 |

YTD Net Revenue

42.62M

Goal: 67.54M (-36.9%)

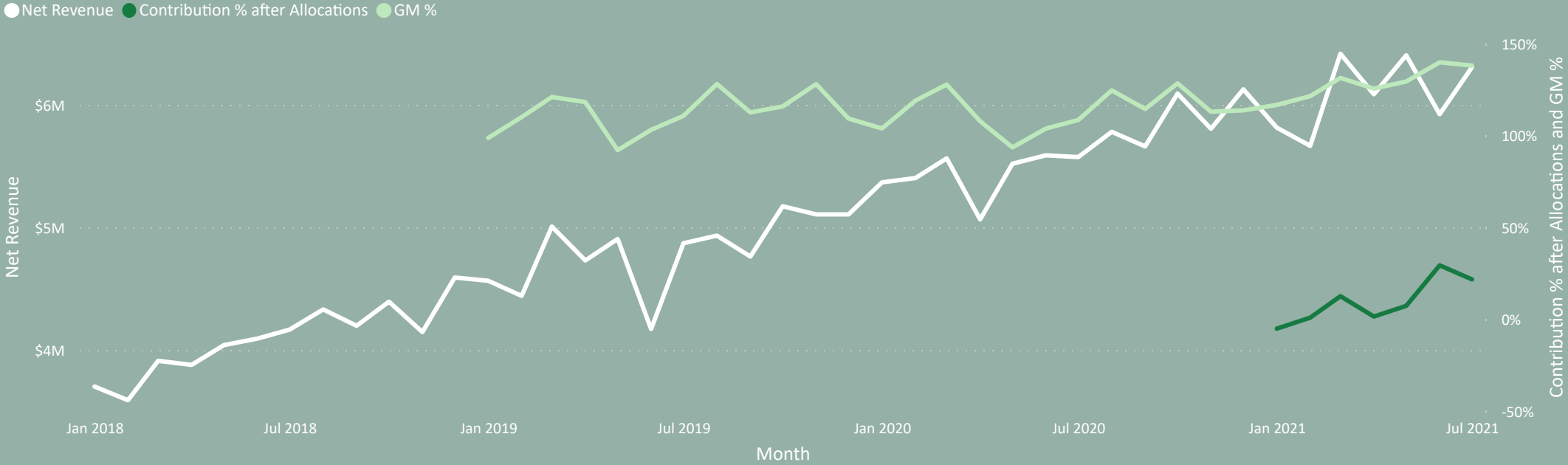
Year

All

Net Revenue



Monthly Trend



Net Revenue

\$688,785.45

\$15,035,956.00

Contribution % after Allocations

-13.10%

17.36%

GM %

31.23%

53.63%

Service

All

| Service | Year | Month | Net Revenue | Contribution % after Allocations | GM % | Daily Census | Referrals | Admissions | Days of Care | Billings | Collections | Billed Hours |
|---------------|-------|-------|-----------------|----------------------------------|---------|--------------|-----------|------------|--------------|---------------|---------------|--------------|
| Service One | 2020 | Jul | \$12,589,563.00 | -2.49% | 31.23% | 2484 | 5498 | 4331 | | 14,293,206.76 | 12,111,947.00 | |
| | | Oct | \$13,529,476.00 | 2.05% | 36.77% | 2622 | 5764 | 4634 | | 14,017,764.72 | 13,523,359.00 | |
| | | Total | \$26,119,039.00 | -0.45% | 68.01% | 5106 | 11262 | 8965 | | 28,310,971.48 | 25,635,306.00 | |
| | 2021 | Jan | \$13,420,112.49 | 1.67% | 37.19% | 2865 | 5842 | 4636 | | 14,019,393.51 | 13,394,773.00 | |
| | | Apr | \$13,572,921.32 | 3.02% | 39.10% | 3263 | 5820 | 4611 | | 12,773,046.10 | 13,424,823.00 | |
| | | Total | \$26,993,033.81 | 4.69% | 76.29% | 6128 | 11662 | 9247 | | 26,792,439.61 | 26,819,596.00 | |
| | Total | | \$53,112,072.81 | 4.24% | 144.29% | 11234 | 22924 | 18212 | | 55,103,411.09 | 52,454,902.00 | |
| Service Three | 2020 | Jul | \$717,202.00 | -13.10% | 32.40% | 172 | | | | 716,641.28 | 706,087.00 | 34,290.00 |
| | | Oct | \$698,303.00 | 0.88% | 34.40% | 209 | | | | 747,569.45 | 657,695.00 | 33,443.00 |

Year-Quarter

Multiple selections

Year

All

Daily Census

151

3393

Referrals

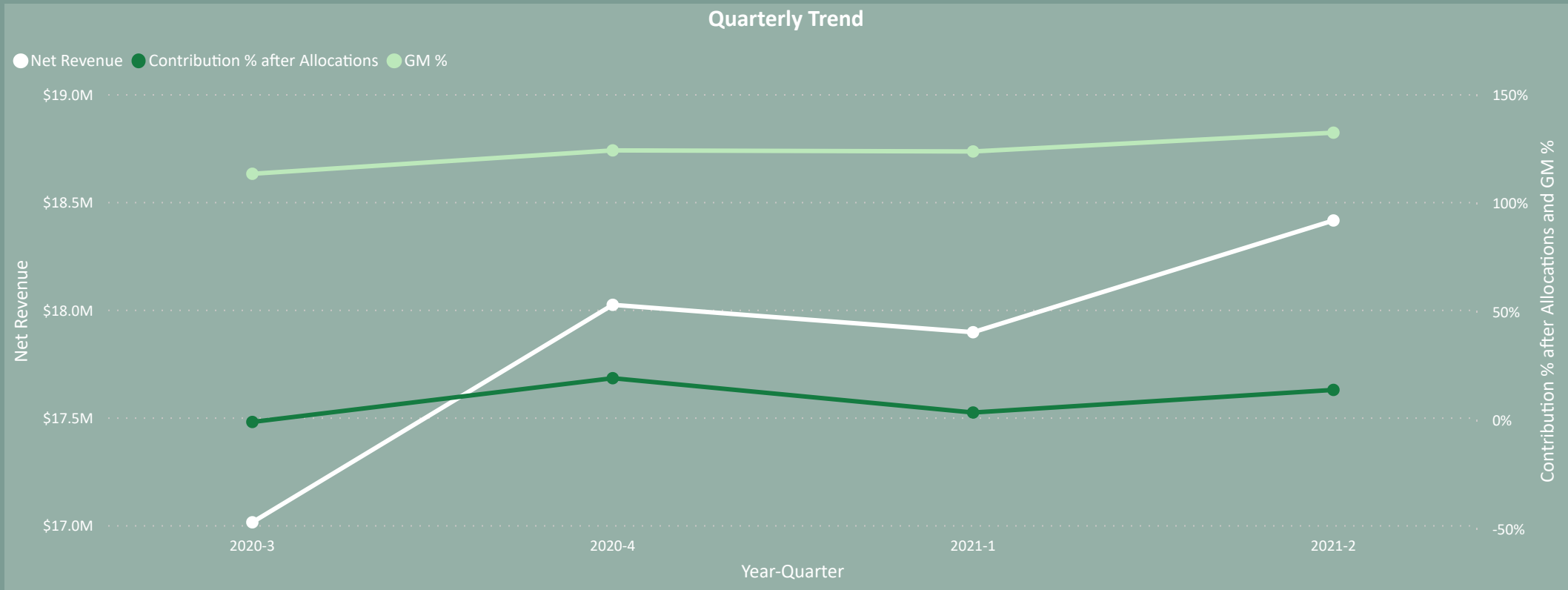
406

5842

Admissions

280

4636



Net Revenue

\$688,785.45

\$15,035,956.00

Contribution % after Allocations

-13.10%

17.36%

GM %

31.23%

53.63%

Service

All

| Service | Year | Month | Net Revenue | Contribution % after Allocations | GM % | Daily Census | Referrals | Admissions | Days of Care | Billings | Collections | Billed Hours |
|-------------|-------|-------|-----------------|----------------------------------|---------|--------------|-----------|------------|--------------|---------------|---------------|--------------|
| Service One | 2020 | Jul | \$12,589,563.00 | -2.49% | 31.23% | 2484 | 5498 | 4331 | | 14,293,206.76 | 12,111,947.00 | |
| | | Oct | \$13,529,476.00 | 2.05% | 36.77% | 2622 | 5764 | 4634 | | 14,017,764.72 | 13,523,359.00 | |
| | | Total | \$26,119,039.00 | -0.45% | 68.01% | 5106 | 11262 | 8965 | | 28,310,971.48 | 25,635,306.00 | |
| | 2021 | Jan | \$13,420,112.49 | 1.67% | 37.19% | 2865 | 5842 | 4636 | | 14,019,393.51 | 13,394,773.00 | |
| | | Apr | \$13,572,921.32 | 3.02% | 39.10% | 3263 | 5820 | 4611 | | 12,773,046.10 | 13,424,823.00 | |
| | | Jul | \$14,490,536.00 | | 40.80% | 3213 | | | | | | |
| | | Oct | \$15,035,956.00 | | 42.60% | 3393 | | | | | | |
| | | Total | \$56,519,525.81 | 4.69% | 159.69% | 12734 | 11662 | 9247 | | 26,792,439.61 | 26,819,596.00 | |
| | Total | | \$82,638,564.81 | 4.24% | 227.69% | 17840 | 22924 | 18212 | | 55,103,411.09 | 52,454,902.00 | |

Year-Quarter

Multiple selections

Year

All

Daily Census

151

3393

Referrals

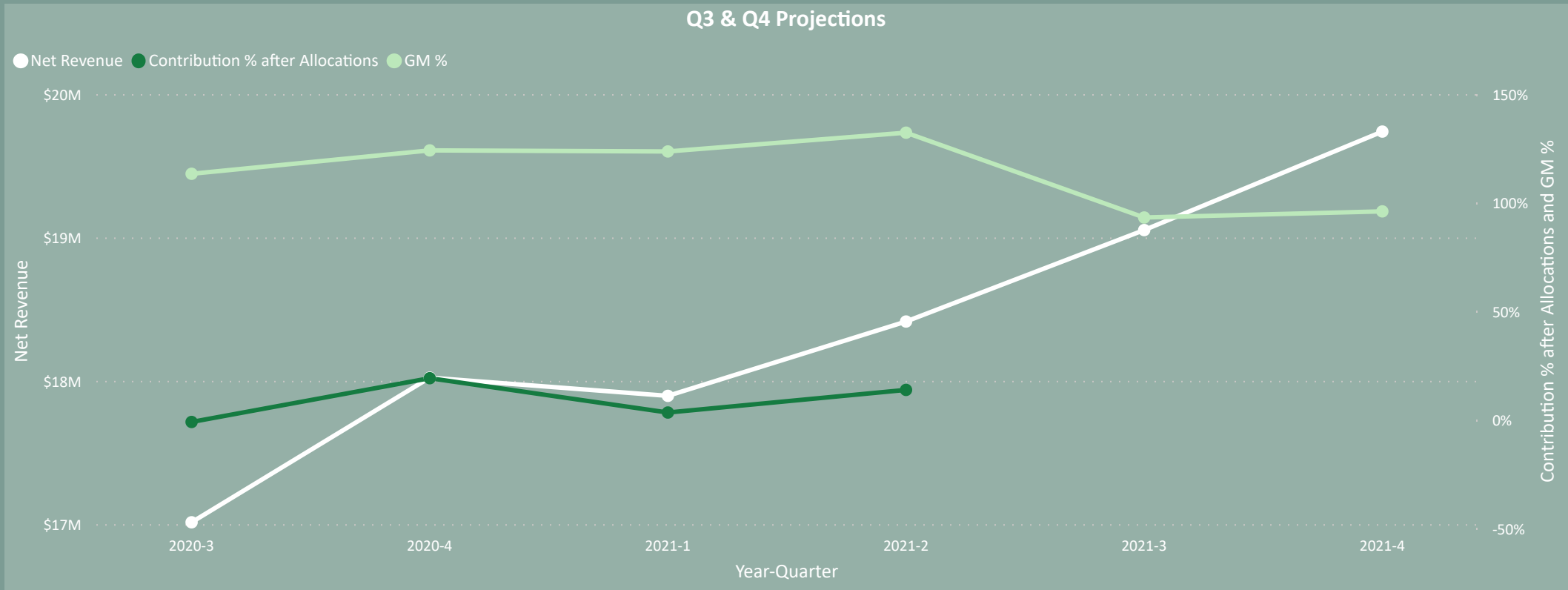
406

5842

Admissions

280

4636



Budget

249

3,393

Actual/Trend

262

3,610

Service

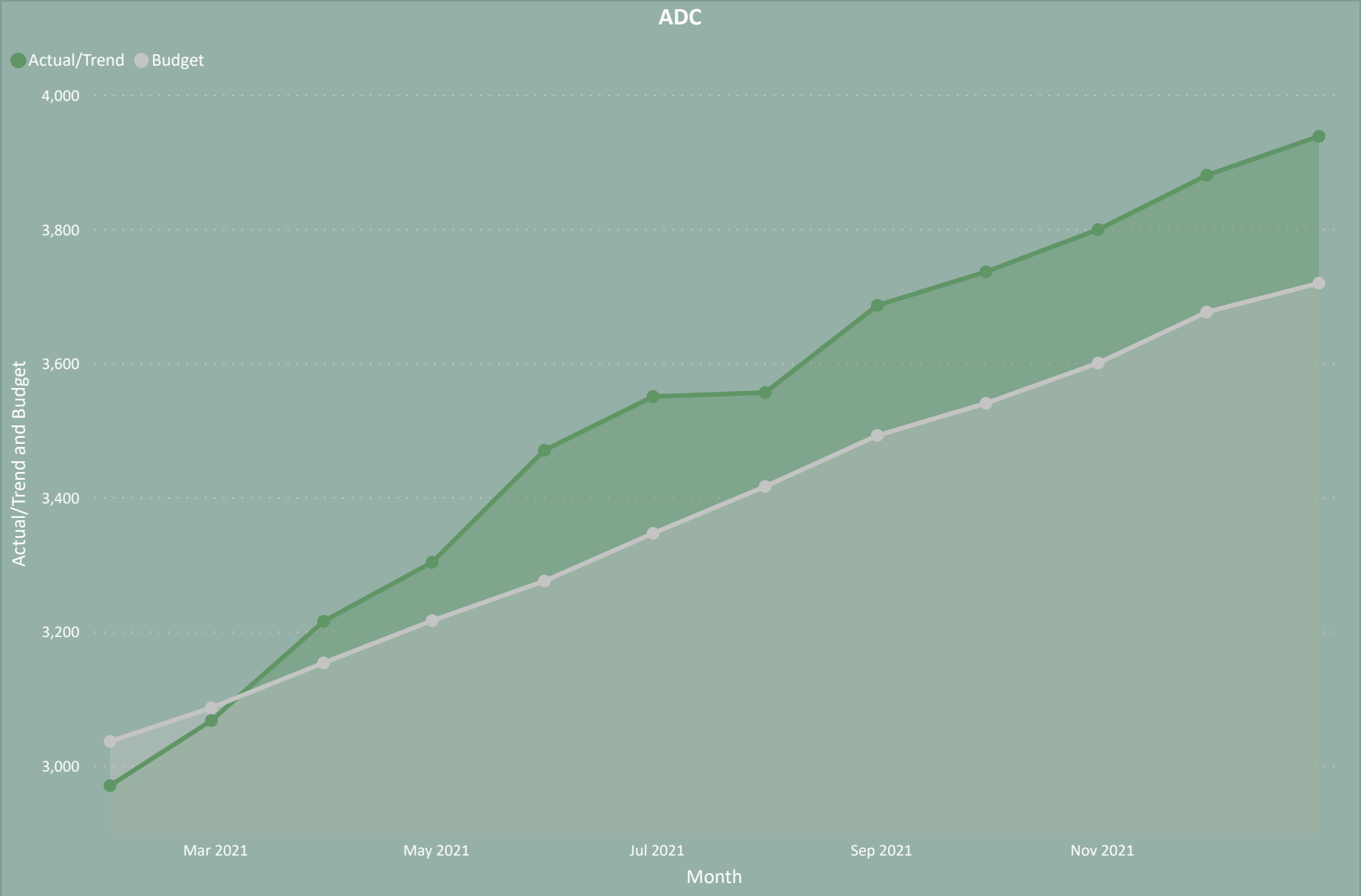
All

Month

All

Year

Multiple selections



| Service | Year | Month | Budget | Actual/Trend |
|-------------|-------|-------|--------|--------------|
| Service One | 2021 | Jan | 2,785 | 2,708 |
| | | Feb | 2,837 | 2,797 |
| | | Mar | 2,892 | 2,933 |
| | | Apr | 2,944 | 3,019 |
| | | May | 2,996 | 3,187 |
| | | Jun | 3,046 | 3,263 |
| | | Jul | 3,102 | 3,251 |
| | | Aug | 3,169 | 3,386 |
| | | Sep | 3,213 | 3,430 |
| | | Oct | 3,273 | 3,490 |
| | | Nov | 3,345 | 3,562 |
| | | Dec | 3,393 | 3,610 |
| | | Total | 36,995 | 38,636 |
| | Total | | 36,995 | 38,636 |
| Service Two | 2021 | Jan | 251 | 262 |
| | | Feb | 249 | 270 |
| | | Mar | 261 | 282 |
| | | Apr | 272 | 284 |
| | | May | 279 | 283 |
| | | Jun | 300 | 287 |
| | | Jul | 314 | 305 |
| | | Aug | 323 | 300 |
| | | Sep | 327 | 306 |
| | | Oct | 327 | 309 |
| | | Nov | 331 | 318 |
| | | Dec | 326 | 328 |
| | | Total | 3,560 | 3,534 |
| | Total | | 3,560 | 3,534 |
| Total | | | 40,555 | 42,170 |



Indirect Personnel

652,942.00

1,473,389.96

Other Indirect Expense

362,539.00

785,875.88

Indirect Personnel

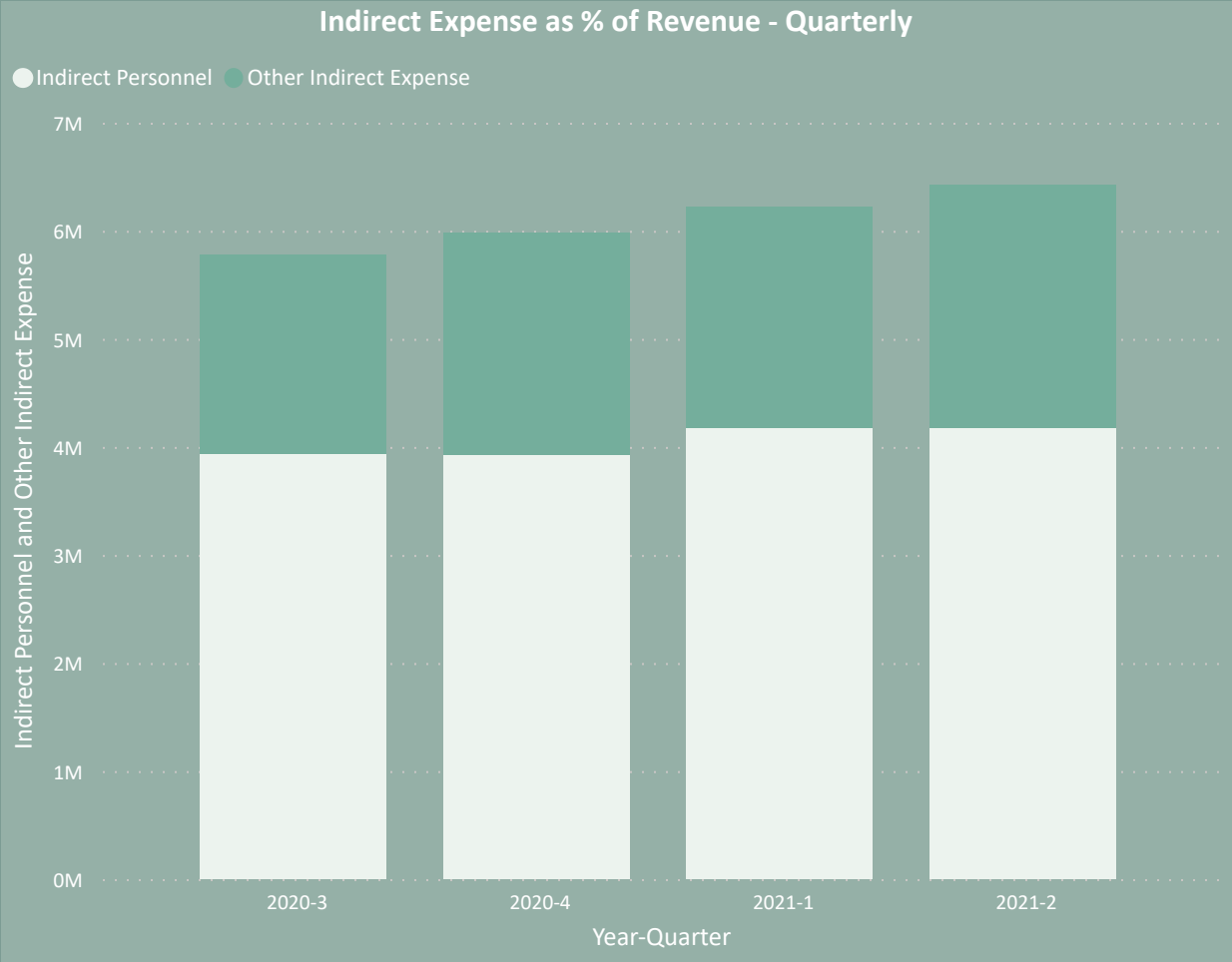
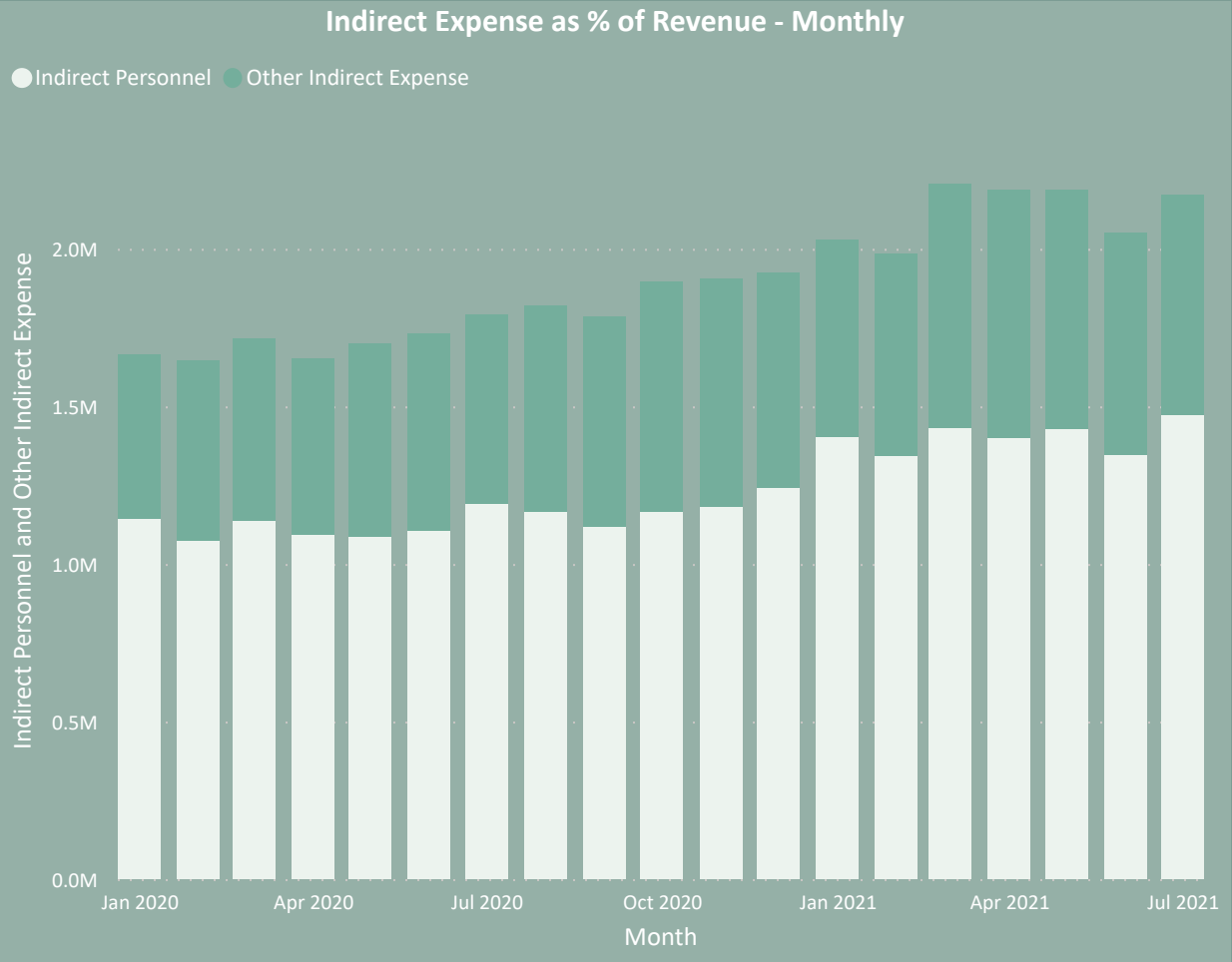
3,926,993.00

4,177,995.77

Other Indirect Expense

1,845,186.00

2,250,563.40



Year

Multiple selections

Month Name

All

Year-Quarter

All

Net Revenue

\$688,785.45

\$15,035,956.00

Contribution % after Allocations

-13.10%

17.36%

GM %

31.23%

53.63%

Service

All

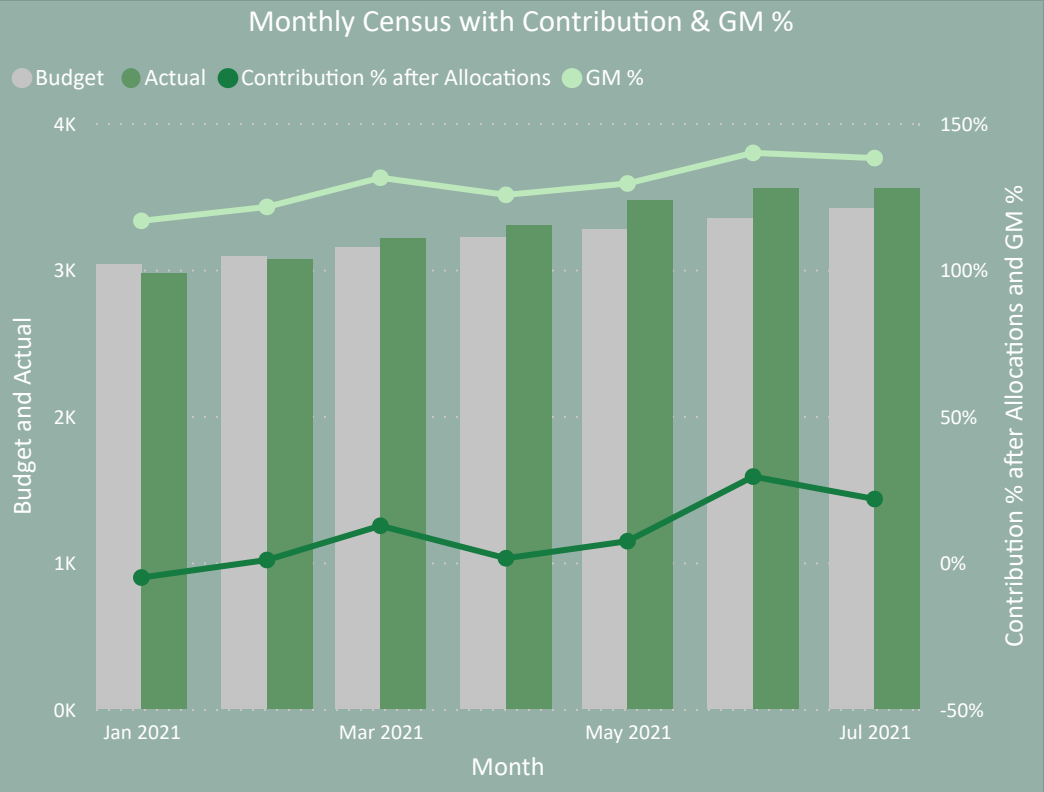
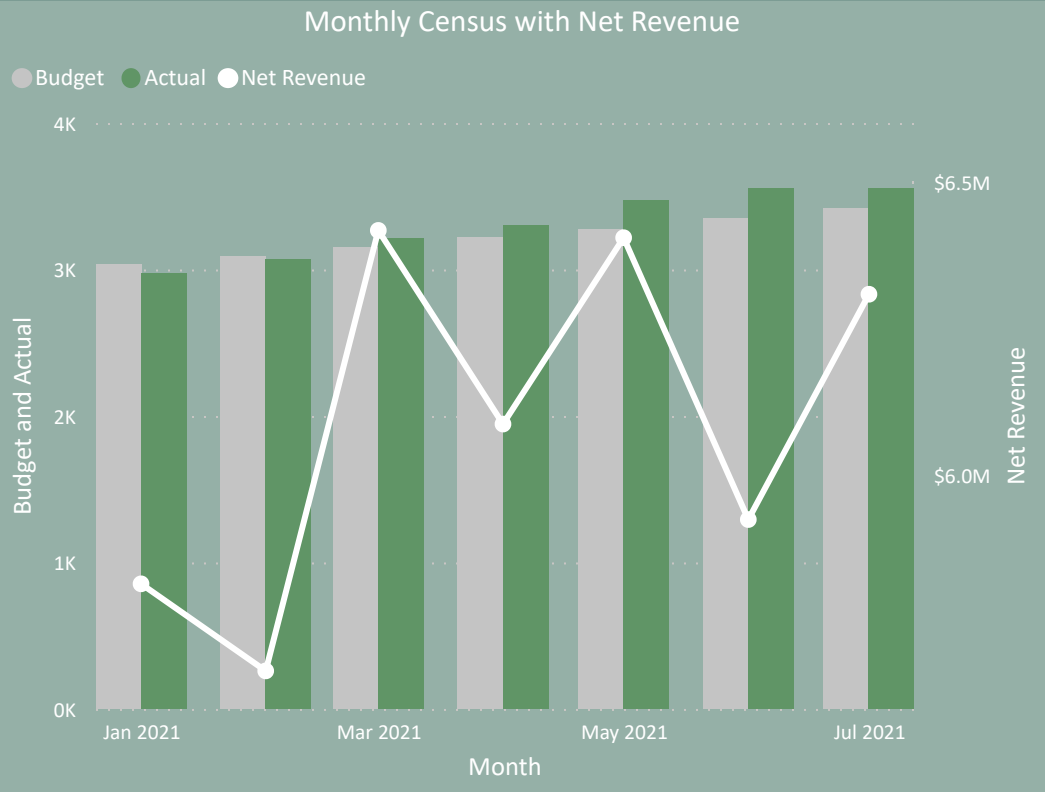
| Service | Year | Month | Daily Census | Net Revenue | Contribution % after Allocations | GM % | Budget | Actual |
|-------------|-------|-------|--------------|-----------------|----------------------------------|---------|--------|--------|
| Service One | 2021 | Jan | 2,996.00 | \$5,813,548.36 | -5.14% | 116.60% | 2,785 | 2,708 |
| | | Feb | 3,169.00 | \$5,664,964.23 | 0.84% | 121.37% | 2,837 | 2,797 |
| | | Mar | 3,329.00 | \$6,416,709.42 | 12.53% | 131.32% | 2,892 | 2,933 |
| | | Apr | 3,405.00 | \$6,086,223.36 | 1.44% | 125.48% | 2,944 | 3,019 |
| | | May | 3,503.00 | \$6,404,242.81 | 7.27% | 129.36% | 2,996 | 3,187 |
| | | Jun | 3,701.00 | \$5,923,281.29 | 29.31% | 139.81% | 3,046 | 3,263 |
| | | Jul | 3,706.00 | \$6,307,771.00 | 21.66% | 138.03% | 3,102 | 3,251 |
| | | Total | 23,809.00 | \$42,616,740.47 | 67.92% | 901.96% | 20,602 | 21,158 |
| | Total | | 23,809.00 | \$42,616,740.47 | 67.92% | 901.96% | 20,602 | 21,158 |
| Service Two | 2021 | Jan | 2,996.00 | \$5,813,548.36 | -5.14% | 116.60% | 251 | 262 |

Month

Multiple selections

Year

Multiple selections



Budget

249

3,393

Actual

262

3,610