New Orleans Area Endodontics FINANCIAL DATA SUMMARY FOR PRACTICE 9497 The following statistics are based on assumptions that the subject practice will continue to be operated as it has been in the past. Variation from past performance are 1) increase in fees for each year; 2) no production increase occurs; and 3) overhead expenses increase each year. Fee and overhead increases are based on estimates of inflation and can be adjusted. The purpose of this summary is to demonstrate the individual practice revenues and profitability of this particular practice. PRACTICE FINANCIAL SUMMARY AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER \$1,266,252 COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF \$443,188 NOW CONSIDER THE PRACTICE PROFIT. THIS IS AN AMOUNT OVER AND ABOVE THE COMPENSATION FOR PURCHASER'S PRODUCTION. THE PROFIT IS THE BENEFIT OF OWNERSHIP OF THE PRACTICE. ONLY PRACTICE OWNERS REALIZE PRACTICE PROFIT. IN THIS PRACTICE, THE PROFIT, AFTER ALL EXPENSES AND SALARY COMPENSATION TO THE PURCHASER IS PAID AMOUNTS TO \$512,329 THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, YIELDS A RATE OF TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS. SUBJECT PRACTICE 1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE) \$512,329 WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME 40% 3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER \$128,390 TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS \$640,719 5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION 51% Projected annualized collections for 2020 adjusting for the practice closing for a total of days would total \$1,183,953

**New Orleans Area Endodontics** FINANCIAL DATA FOR PRACTICE 9497 The following summary illustrates a projected year's income and expenses for the subject practice which incorporates an increase in fees and overhead expense but no increase in production. This summary is not a representation or warranty of future practice performance. Purchasers should obtain qualified legal and accounting counsel prior to any purchase decisions. NOTE: Practice price does not include accounts receivable PRACTICE INCOME EXPECTED GROSS COLLECTIONS \$1,266,252 100.0% HYGIENE COMPONENT DENTIST COMPONENT \$1,266,252 100.0% RETAINED SELLER ASSOCIATE **PURCHASER** \$1,266,252 100.0% VARIABLE EXPENSES WAGES, PAYROLL TAX, ETC \$261,534 20.7% LABORATORY \$1,095 0.1% CLINICAL SUPPLIES \$155,713 12.3% OTHER VARIABLE EXPENSE \$49,215 3.9% **TOTAL VARIABLE EXPENSE** \$467,557 36.9% FIXED EXPENSES RENT \$44,543 3.5% PHONE, UTILITIES \$14,004 1.1% LEGAL & ACCOUNTING \$6,695 0.5% INSURANCE \$7,725 0.6% OTHER FIXED EXPENSE \$80,657 6.4% **TOTAL FIXED EXPENSE** \$153,624 12.1% PRACTICE DEBT SERVICE INTEREST \$50,260 4.0% **PRINCIPAL** \$82,481 6.5% TOTAL DEBT SERVICE 10.5% \$132,741 SUMMARY EXPECTED COLLECTIONS \$1,266,252 100.0% EXPECTED EXPENSES \$621,181 49.1% PRACTICE DEBT SERVICE \$132,741 10.5% EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD. 40% \$512,329 PURCHASER PRODUCED PRODUCTION \$1,266,252 100.0% EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION \$82,481 6.5% TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION \$45,909 3.6% TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD. \$640,719 51% THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS: PRACTICE SALES PRICE & PERCENT OF GROSS \$970,000 79% **WORKING CAPITAL** \$61,000 TOTAL PRACTICE LOAN \$1,031,000 PRACTICE LOAN INTEREST RATE 5.25% PRACTICE LOAN TERM (MONTHS) 120 MONTHLY PRACTICE PAYMENT \$11,062 10% PURCHASER CASH FLOW CONSIDERATIONS MONTHLY PRACTICE PAYMENTS \$11,062 10% ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION \$443,188 PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY \$247,792 24% TOTAL PURCHASER SALARY AND PRACTICE PROFIT \$690,980 LESS PRACTICE DEBT SERVICE (\$132,741) PRACTICE SALARY + PROFIT +TAX SAVINGS - LOAN \$558,239

New Orleans Area						
DATA FOR PRACTICE NUMBER	9497					
The following data is provided by the owner of the practice. It is	s believed to the best of the owner's knowledge					
to be a true and accurate representation of the facts of the pra-						
verify all information contained herein and to seek qualified counsel in the interpretation and verification thereof.  DEFICE DATA						
SQUARE FOOTAGE OF OFFICE	3 000					
EXPANDABLE FOOTAGE						
CURRENT MONTHLY RENTAL i.e. "1200"						
PRICE PER SQUARE FOOT	-					
IS OFFICE HANDICAPPED ACCESSIBLE?						
NUMBER OF PARKING SPACES	5 52					
PROXIMITY OF PARKING PLACES	·					
# EQUIPPED OPS	3					
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES						
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	3					
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)						
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES						
DO YOU OWN YOUR BUILDING? YES OR NO	NO					
DO YOU WISH TO SELL THE BUILDING? YES OR NO	NO					
IF NOT APPRAISED, ESTIMATED BUILDING PRICE						
IF NOT SOLD, MONTHLY RENTAL AMOUNT						
ANNUAL REAL ESTATE TAXES						
ANNUAL REAL ESTATE INSURANCE COST						
DATE OF LEASE i.e. "6/1/2016"	· · · · · · · · · · · · · · · · · · ·					
DATE LEASE ENDS - i.e. "1/1/2020"	July 31, 2022					
IS THERE AN OPTION TO PURCHASE?	No .					
RENEWAL OPTIONS BUILDING VALUE TO BE USED	As required					
PURCHASER MORTGAGE INTEREST RATE	6.00%					
PURCHASER MORTGAGE TERM - YEARS						
PURCHASER MONTHLY PAYMENT	·					
PURCHASER CURRENT MONTHLY RENT						
PRICE PER SQUARE FOOT						
WORK SCHEDULE						
PLANS AFTER SALE OF PRACTICE	Either totally retiring or working part-time					
DAYS/WEEK CURRENTLY WORKED	4.0					
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER						
DESIRED WORK DAYS/WEEK 1ST YR						
DEGINED WORK DATO, WEEK TOT THE						
DESIRED WORK DAYS/WEEK 2ND YR						
DESIRED WORK DAYS/WEEK 3RD YR						
DESIRED WORK DAYS/WEEK 4TH YR						
DESIRED WORK DAYS/WEEK 5TH YR						
DESIRED WORK DAYS/WEEK 6TH YR						
COVID INFORMATION	lu					
DATE DEODENIED FOR COVID	· ·					
DATE REOPENED FOR COVID  DATE OF LATEST PRACTICE REVENUE	• •					
AMOUNT OF LATEST PRACTICE REVENUES	·					
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED  AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	ψ1,100,200					

PRACTICE DATA					
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?					
RESULTS					
DESCRIBE INTERNAL MARKETING	Website, Facebook, actively ask for online reviews, send patients home				
with soup or protein drink after treatment					
	Quarterly Newsletter ( by mail and email), raffles, personal deliveries				
(baskets, snacks, wine, etc), secretary of local dental associa					
	No No				
HAS GROSS CHANGED SIGNIFICANTET! WHT!	INU				
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS				
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes				
WHAT TYPE RECALL SYSTEM	Via email/text				
WHAT TYPE COMPUTER SYSTEM	The Digital Office (TDO)				
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA	A & REDUCED FEE PLANS				
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	761				
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	42				
	5				
- \(\frac{1}{2}\)					
HOW FAR AHEAD IS DENTIST SCHEDULED?	Typically one week				
	,,, ,				
PRACTICE DATA					
	100%				
	100%				
% INCOME FROM INSURANCE					
% OF PATIENTS WITH INSURANCE					
% PRACTICE INCOME FROM CAPTITATION					
% OF PATIENTS WITH CAPITATION					
% PRACTICE INCOME FROM MEDICAID					
% OF PATIENTS WITH MEDICAID					
% PRACTICE INCOME FROM REDUCED FEE PLANS					
% OF PATIENTS WITH REDUCED FEE PLANS					
SCHEDULING DATA					
MONDAY	8:30 AM - 5:30 PM				
TUESDAY	8:30 AM - 5:30 PM				
WEDNESDAY	8:30 AM - 5:30 PM				
THURSDAY	8:30 AM - 5:30 PM				
FRIDAY					
SATURDAY					
OWNER HOURS WORKED PER WEEK	37				
ASSOCIATE HOURS WORKED PER WEEK					
DENTIST PATIENT VISITS PER YEAR					
NUMBER OF DAYS WORKED PER YEAR	185				
NUMBER OF WEEKS WORKED PER YEAR	47				
COLLECTION DATA					
WHAT IS YOUR COLLECTION PERCENTAGE					
	\$96,419				
WHAT IS YOUR PATIENT CREDIT BALANCE	\$21,053				
ACCOUNTS RECEIVABLES - CURRENT	\$53,409				
	-				
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$14,882				
	\$14,882 \$12,595				

WHAT DEDCENTAGE OF THE DRACTICE INCOME IS:					
WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	430/				
IMPLANTS					
ENDODONTICS					
ORAL SURGERY					
OTHER	20%				
TOTAL	100%				
WHAT SERVICES ARE REFERRED OUT?	Difficult extractions, Difficult implants, IV Sedation				
REVENUES SOURCES					
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER	YES - INCOME FROM PATIENT SCANS. INCOME HAS BEEN				
SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	INCORPORATED INTO PRACTICE GROSS REVENUES				
IF SO HOW MUCH IN CURRENT PERIOD?					
IF SO , HOW MUCH FOR LAST YEAR?					
IF SO HOW MUCH FOR THE PREVIOUS YEAR?					
WHAT IS THE SOURCE OF THIS OTHER INCOME?					
FEE SCHEDULE					
ADULT PROPHY 01110					
TWO SURFACE ANTERIOR COMPOSITE 02331	\$195				
CORE BUILD-UP 02950					
CROWN - GOLD/PORCELAIN 02750	las cor				
ANTERIOR CANAL ROOT CANAL 03310	\$1,295				
PANORAMIC X-RAY 00330	0050				
TWO SURFACE POSTERIOR COMPOSITE 02392  CROWN - PORCELAIN CERAMIC 02740	\$250				
LABIAL PORCELAIN VENEER 02962					
BICUSPID ROOT CANAL 03320	\$1,395				
AVERAGE OF FEES	\$784				
PERCENT OF FEE PARITY	166%				
DEMOGRAPHIC DATA					
	12 500				
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	12,500				
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	267,500				
APPROXIMATE NUMBER OF OTHER SPECIALTY PRACTICES	2				
WITHIN	the town				
MAJOR EMPLOYERS IN AREA	St. Tammany Hospital, Ochsner Medical Center, Home Health of				
St. Tammany Hospice, Textron Systems Marine & Land, Lakev	view Regional Hospital, Gilsbar Insurance				
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA					
YEAR BEGINNING PRACTICE IN CITY	1985				
YEAR BEGINNING PRACTICE IN CURRENT LOCATION					
RIGHT OR LEFT HANDED					
PURCHASE OR SCRATCH START					

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	2008	No		\$43,740		
OFFICE MANAGER	1997	No		\$36,000		
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT/RECEPTION	2018	?		\$24,960	\$20.00	
ASSISTANT						
ASSISTANT	2010	No		\$44,441	\$26.71	
ASSISTANT	2016	?		\$43,056	\$25.88	
ASSISTANT		No		\$20,800	\$25.00	
HYGIENIST						
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
6 WHAT BENEFITS DO YOU		D THE	STACE2	Uniforms, Matching	IDA Moole Popus	200
WHAT BENEFITS DO 100	FROVIDETO	/IX TITLE C	DIAIT:	Officiality, Watering	IIVA, Meais, Bollus	505
COCT OF DENIETIES DOON	UDED FOR F	A CLUENA	DI OVEE	1		
COST OF BENEFITS PROV	IDED FOR EA	ACH EIVI	PLOYEE			
DO YOU	HIRE ANY UN	IPAID FA	AMILY MEMBERS?	No		
			DO THEY HOLD?			
WHAT IS THE ESTIM	ATED MARKE	T VALU	E OF THEIR JOB?			
ARE THERE ANY EMPLOY						
THAN THE NO			THEIR POSITION?			
WHAT POSITIONS AND						
COMPENSATION FOR EACH						
COLLECTION CENTERS	3					
				1/1/2022 - 8/21/2022	2021	2020
			SS COLLECTIONS		\$1,106,121	\$965,079
			ER COLLECTIONS	\$752,378	\$1,106,121	\$965,079
HYGIENIST COLLECTIONS						
			TE COLLECTIONS TE COLLECTIONS			
			TE COLLECTIONS			
			TE COLLECTIONS			
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT \$0 \$0						
	HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT \$0					

CONFORMITY DATA			
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes		
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Yes		
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No		
	1		
	1		
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No		
ANT PRACTICE LAWSUITS FILED IN PAST TEN TRS. EXPLAIN	INU		
DECORIDE ANYLIEALTH PROBLEMS WHICH WOLLD AFFECT	Int-		
	No		
YOUR PRACTICE OF DENTISTRY?			
INSURANCE EXPLANATION  TOTAL EXPENSE FOR INCLIDANCE IN CURRENT REPIOR	¢44.476		
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$11,176		
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE? HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?			
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS!			
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	' '		
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES			
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?			
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?			
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?			
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?			
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?			
PENSION EXPLANATION AND 401k COMBINED	1.		
TOTAL EXPENSES FOR PENSION PLAN	\$13,195		
HOW MUCH OF TOTAL IS FOR STAFF HOW MUCH OF TOTAL IS FOR OWNER?	. ,		
BENEFITS EXPLANATION	\$0,400		
TOTAL EXPENSE FOR EMPLOYEE BENEFITS			
HOW MUCH OF TOTAL IS FOR STAFF?			
HOW MUCH OF TOTAL IS FOR OWNER?			
	% OF PRX INCOME	% OF YOUR FEE	
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE	FROM THIS PLAN	THIS PLAN PAYS	