Atlanta Area GA **General Dentistry** FINANCIAL DATA SUMMARY FOR PRACTICE 9202 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 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 \$697,669 COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35% \$244,184 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 ARE PAID AMOUNTS TO \$222.878 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 SUBJECT PRACTICE OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS. 1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE) \$352,951 2. NET AS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME 51% 3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER \$95,209 4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS \$448,160 5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION 64%

Atlanta Area GA General Dentistry FINANCIAL DATA FOR PRACTICE 9202

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 decision	ns. NOTE: Practice price	does not include accounts receivable	ı.	
PRACTICE INCOME				
EXPECTED GROSS COLLECTIONS	3		\$1,073,337	100.0%
HYGIENE COMPON	ENT		\$375,668	35.0%
DENTIST COMPON	ENT		\$697,669	65.0%
RETA	INED SELLER			
ASSO	CIATE			
PURC	HASER		\$697,669	65.0%
VARIABLE EXPENSES				
WAGES, PAYROLL	TAX, ETC.		\$407,413	38.0%
LABORATORY			\$37,444	3.5%
CLINICAL SUPPLIE	3		\$52,768	4.9%
OTHER VARIABLE I	EXPENSE		\$23,241	2.2%
		TOTAL VARIABLE EXPENSE	\$520,866	48.5%
FIXED EXPENSES	•			
RENT			\$45,816	4.3%
PHONE, UTILITIES				
LEGAL & ACCOUNT	ING		\$6,695	0.6%
INSURANCE			\$7,725	0.7%
OTHER FIXED EXP	ENSE		\$25,173	2.3%
		TOTAL FIXED EXPENSE	\$85,409	8.0%
PRACTICE DEBT SERVICE			, 11, 11	
INTEREST	T I		\$53,578	5.0%
PRINCIPAL			\$60,533	5.6%
		TOTAL DEBT SERVICE	\$114,111	10.6%
SUMMARY			¢4.070.007	400.00/
EXPECTED COLLECTIONS EXPECTED EXPENSES			\$1,073,337 \$606,275	100.0% 56.5%
PRACTICE DEBT SERVICE			\$114,111	10.6%
	ENSES AND DERT & PE	RCENT OF PERSONAL PROD	\$352,951	51%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD. PURCHASER PRODUCED PRODUCTION			\$697,669	65.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$60,533	8.7%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$34,676	5.0%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.			\$448,160	64%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:			· · · · · · · · · · · · · · · · · · ·	
			#707.000	7.107
PRACTICE SALES PRICE & PERCENT OF GROSS			\$767,000	74%
WORKING CAPITAL			\$52,000	
TOTAL PRACTICE LOAN			\$819,000	
PRACTICE LOAN INTEREST RATE			7.00%	
PRACTICE LOAN TERM (MONTHS)			120	
MONTHLY PRACTICE PAYMENT			\$9,509	11%
PURCHASER CASH FLOW CONSI				
MONTHLY PRACTICE PAYMENTS			\$9,509	11%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT			\$15,194	17%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION			\$244,184	30%
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY			\$222,878	27%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT			\$467,062	57%
LESS PRACTICE DEBT SERVICE PRACTICE SALARY + PROFIT +TAX SAVINGS - LOAN			(\$114,111)	-14%
	\$352,951	43%		

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Atlanta Area GA DATA FOR PRACTICE NUMBER 9202 The following data is provided by the owner of the practice. It is believed to the best to be a true and accurate representation of the facts of the practice. It is the response

The following data is provided by the owner of the practice. It is believed to the best of the owner's knowledge to be a true and accurate representation of the facts of the practice. It is the responsibility of any purchaser to verify all information contained herein and to seek gualified counsel in the interpretation and verification thereof

verify all information contained herein and to seek qualified couns	el in the interpretation and verification thereof.
OFFICE DATA	
SQUARE FOOTAGE OF OFFICE	2,010
EXPANDABLE FOOTAGE	Office space available next door
CURRENT MONTHLY RENTAL i.e. "1200"	\$3,818
PRICE PER SQUARE FOOT	\$22.79
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	10
PROXIMITY OF PARKING PLACES	Directly in front of building
# EQUIPPED OPS	4
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	1
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	2
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2
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"	May 10, 2021
DATE LEASE ENDS - i.e. "1/1/2020"	May 10, 2026
IS THERE AN OPTION TO PURCHASE?	No
	Option to renew in 5 years
BUILDING VALUE TO BE USED	
PURCHASER MORTGAGE INTEREST RATE	
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT PRICE PER SQUARE FOOT	
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Continue to work in second practice
DAYS/WEEK CURRENTLY WORKED	1.0
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER	
DESIRED WORK DAYS/WEEK 1ST YR	
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	

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PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Patient monthly give aways; Google reviews; Social Media
DECOMBE IN LINE WILLIAM	anone monany give aways, escepto reviews, escalar modula
DESCRIBE EXTERNAL MARKETING	Private school sports sponsor; billboard, health fair
DESCRIBE EXTERNAL WARRETING	r iivate scrioor sports sportsor, biiiboard, rieaiti raii
	Ver The consistent behalf to 0 decreased
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes. The associate reduced schedule to 2 days a week.
The owner works 1 day per week. This resulted in reducing weekly	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Weave Notifications
WHAT TYPE COMPUTER SYSTEM	Dentrix
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DA	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	2,342
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	43
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	10
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	9 each
HOW FAR AHEAD IS DENTIST SCHEDULED?	One month
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	4 months for newer hygienists, 6 months for 1
PRACTICE DATA	
% INCOME FROM CASH	38%
% OF PATIENTS PAYING CASH	38%
% INCOME FROM INSURANCE	62%
% OF PATIENTS WITH INSURANCE	62%
% 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 - 5:00 PM
TUESDAY	8:30 AM - 5:00 PM
WEDNESDAY	8:30 AM - 5:00 PM
THURSDAY	8:00 AM - 2:00 PM
FRIDAY	Closed
SATURDAY	Closed
OWNER HOURS WORKED PER WEEK	8
ASSOCIATE HOURS WORKED PER WEEK	16
HYGIENIST HOURS WORKED PER WEEK	48
DENTIST PATIENT VISITS PER YEAR	7,855
HYGIENE PATIENT VISITS PER YEAR	3,400
NUMBER OF DAYS WORKED PER YEAR	145
NUMBER OF WEEKS WORKED PER YEAR	49
COLLECTION DATA	70
WHAT IS YOUR COLLECTION PERCENTAGE	000 700
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$83,792
WHAT IS YOUR PATIENT CREDIT BALANCE	\$11,025
ACCOUNTS RECEIVABLES - CURRENT	\$24,215
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$5,340
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$15,237
ACCOUNTS RECEIVABLE >90 DAYS	\$39,000

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WHAT PERCENTAGE OF THE PRACTICE INCOME IS:						
HYGIENIST PRODUCTION	35%					
OPERATIVE	35%					
PEDODONTICS						
ORTHODONTICS						
IMPLANTS	2%					
REMOVABLE PROSTHETICS						
FIXED PROSTHETICS	6%					
ENDODONTICS	1%					
PERIODONTICS						
ORAL SURGERY	3%					
COSMETIC						
TMJ TREATMENT	1%					
SOFT TISSUE MANAGEMENT						
OTHER	17%					
TOTAL	100%					
WHAT SERVICES ARE REFERRED OUT?	Molar endo, Dentures, Partials, Surgical Extractions					
REVENUES SOURCES						
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER						
SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	No					
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	\$104					
TWO SURFACE ANTERIOR COMPOSITE 02331	\$221					
CORE BUILD-UP 02950	\$344					
CROWN - GOLD/PORCELAIN 02750	\$1,278					
ANTERIOR CANAL ROOT CANAL 03310	\$962					
PANORAMIC X-RAY 00330	\$135					
TWO SURFACE POSTERIOR COMPOSITE 02392	\$254					
CROWN - PORCELAIN CERAMIC 02740 LABIAL PORCELAIN VENEER 02962	\$1,380 \$1,333					
BICUSPID ROOT CANAL 03320	\$1,101					
AVERAGE OF FEES	\$711					
PERCENT OF FEE PARITY	130%					
DEMOGRAPHIC DATA						
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	94,984					
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA						
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES						
WITHIN	Detabalar and Kimball Inc. DiversiTb C F-immediate					
MAJOR EMPLOYERS IN AREA	Batchelor and Kimball, Inc., DiversiTech Corp., Fairway Independent					
Mortgage Co., Golden State Foods, Hill Phoenix, Inc., Piedmont Rocko	naio Hospital, IIIc., Fratt illuustiles, Publix Super Markets, Inc.					
DESCRIBE ANY MAJOR ECONOMIC CHANCES IN DRAWING AREA						
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA						
PRACTICE HISTORY						
PRACTICE HISTORY	losso					
YEAR BEGINNING PRACTICE IN CITY						
YEAR BEGINNING PRACTICE IN CURRENT LOCATION						
RIGHT OR LEFT HANDED						
PURCHASE OR SCRATCH START						
DO YOU OWN OTHER PRACTICES? HOW FAR AWAY?	One 20 Miles					

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STAFF DATA	STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COS	T OF BENEFITS
OFFICE MGR/SOCIAL	44614	Yes	M - TH	\$28,288	\$17.00	\$14,779	
REGIONAL MANAGER	R 44312	Yes	M - TH	\$33,280	\$20.00	\$14,981	
INSURANCE	45047	No	WED	\$7,488	\$18.00		
REGIONAL MANAGER	R 42783	No	2 DAYS/WEEK	\$24,960	\$30.00	\$7,715	
BOOKKEEPER	44819	No		\$12,000			
LEAD ASSISTANT	44410	Yes	M - W	\$33,280	\$20.00	\$15,091	
ASSISTANT	44692	Yes	M - TH	\$29,952	\$18.00	\$14,883	
ASSISTANT							
ASSISTANT							
ASSISTANT							
HYGIENIST	34106	Yes	M, T	\$82,872	\$0.41	\$5,352	
HYGIENIST	45102	Yes	M - W	\$35,471	\$0.35	\$4,965	
HYGIENIST	44755	No	W	\$54,716	\$0.36	\$2,032	
HYGIENIST							
LAB TECHNICIAN							
LAB TECHNICIAN							
ASSOCIATE	42468	1 month	M, T	\$192,294	\$0.36	\$444	
SOCIAL MEDIA MGR	44928	Yes	OFF MGR DOES THIS	\$3,600	\$300/mo		
OFFICE JANITOR	45078	Yes	OFF MGR DOES THIS	\$5,100	\$100/week		
WHAT BENEFITS DO				\$3,000 annual dental b			
bonus, generous month	` `		,		`	on employment)
COST OF BENEFITS F	PROVIDED FOR EA	CH EMP		SEE TABLE ABOV	E		
			NOTES	Office manager ma			
cleans the office weekly. Lead assistant works one day per week in second office and after sale would work four days per week for new owner. Hygienists start at commission of 35% and annual 1% increase until 41%. Hygienist hired June 2023 available to work four days per week.							
Associate dentist will st						ible to work loui	days per week.
	,						
ARE THERE ANY EMP							
	THAN THE NORMAL SALARY FOR THEIR POSITION?						
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER							
COMPENSATION FOR EACH							
COLLECTION CENTERS							
PRODUCTION BY HYGIENISTS AND DENTISTS							
	TOTAL HYGIENISTS	OWNE	R DDS ASSOC D	DS TOTAL DDS	TOTAL	HYGIENIST %	DDS %
DIAGNOSTIC	\$124,318	\$63,	344 \$104,40		\$292,069	43%	57%
PREVENTIVE	\$194,461	\$3:			\$196,844	33%	0%
PERIODONTICS	\$94,754	\$1,1		\$1,170	\$95,924	16%	16%
BLEACH	\$3,666	\$24		\$275	\$3,941	1%	1%
TOTAL PROPUSTION	\$417,199	\$65,			\$588,778	92%	75%
TOTAL PRODUCTION \$433,047 \$268,849 \$538,014 \$806,863 \$1,239,910 35% 65% ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT \$0 36%							
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT \$0 35% - 41%							
111 GILINIO1 - SALAN I IN DOLLANS / CONNINIOSION FENCEINI 30 33% - 41%							

CONFORMITY DATA					
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes				
	1.00				
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Yes				
DOES TOUR TRACTICE WILLET THE TWO TANDANCES : WITH THOT :	100				
AANV DIQQIDI INADV AQTIQALIN LAQT 7 VDQQ FVDI AIN	la.				
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No				
	1				
ANN PRACTICE LAWGUITO EILER IN RACT TEN VOC. EVELAN	<u> </u>				
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No				
	1				
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT	No				
YOUR PRACTICE OF DENTISTRY?					
INSURANCE EXPLANATION					
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$30,903				
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?	\$23,988				
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?					
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?	\$2,839				
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$3,179	• •			
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	? \$897				
TAXES AND LICENSES EXPLANATION					
TOTAL EXPENSE FOR TAXES	\$141,161				
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)?	\$1,542				
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?					
PENSION EXPLANATION AND 401k COMBINED					
TOTAL EXPENSES FOR PENSION PLAN HOW MUCH OF TOTAL IS FOR STAFF					
HOW MUCH OF TOTAL IS FOR STAFF HOW MUCH OF TOTAL IS FOR OWNER?					
BENEFITS EXPLANATION					
TOTAL EXPENSE FOR EMPLOYEE BENEFITS	\$107,069				
HOW MUCH OF TOTAL IS FOR STAFF?	,				
HOW MUCH OF TOTAL IS FOR OWNER?	\$26,827				
THE TOP TEN INCOME SOURCE PLANS	% OF PRX INCOME	% OF YOUR FEE			
PLAN NAME	FROM THIS PLAN	THIS PLAN PAYS			
Cigna	17%	45%			
United Healthcare	7%	45%			
Metlife	13%	45%			
	37%				
	J. ,V				