Mobile, Alabama General Dentistry MERGER FINANCIAL DATA SUMMARY FOR PRACTICE 9504 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

can be adjusted.

AMOUNT OF INCOME PERSONALLY GENERATED BY PURCHASER \$2,179

COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION.

CONSIDER A GENEROUS COMMISSION RATE OF 35% \$763

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 PAID TO THE PURCHASER TOTALS \$84,994

THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL IS AT A RATE OF 34%

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)

\$84,994

2. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER

\$44,409

3. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS

\$129,403

Mobile, Alabama General Dentistry

MERGER FINANCIAL DATA FOR PRACTICE 9504

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.**

counsel prior to an	y purchase	decisions. NC	TE: Practice pri	ce does not include accounts receiva	ble.	
PRACTICE INCOM	ΛE					
EXPECTED GROS	SS COLLEC	TIONS			\$637,836	100.0%
H,	HYGIENE COMPONENT				\$30,351	4.8%
DI	DENTIST COMPONENT				\$607,485	95.2%
		RETAINED S	ELLER		\$605,306	94.9%
		ASSOCIATE				
		PURCHASER			\$2,179	0.3%
VARIABLE EXPE						
		ROLL TAX, E	TC.		\$92,988	14.6%
	LABORATORY			\$55,771	8.7%	
CLINICAL SUPPLIES			\$91,350	14.3%		
0	THER VARI	ABLE EXPENS	SE		\$210,231	33.0%
				TOTAL VARIABLE EXPENSE	\$450,339	70.6%
FIXED EXPENSES	3	•				
	HONE, UTIL				\$3,000	0.5%
	GAL & ACC				\$3,500	0.5%
	SURANCE				\$1,500	0.2%
0	I HER FIXE	D EXPENSE			\$40,413	6.3%
				TOTAL FIXED EXPENSE	\$48,413	7.6%
PRACTICE DEBT					Фоо соо	0.004
	TEREST				\$22,683	3.6%
Pi	RINCIPAL			TOTAL DEBT SERVICE	\$31,406 \$54,089	4.9% 8.5%
SUMMARY				TOTAL DEBT CERVICE	ψ04,003	0.070
EXPECTED COLL	ECTIONS				\$637,836	100.0%
EXPECTED EXPE	NSES				\$498,753	78.2%
PRACTICE DEBT	SERVICE				\$54,089	8.5%
			AND DEBT & P	ERCENT OF PERSONAL PROD.	\$84,994	3901%
PURCHASER PRODUCED PRODUCTION					\$2,179	0.3%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION					\$31,406	1441.4%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION					\$13,003	596.8%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.				\$129,403	5939%	
THIS CASH FLOW	EXAMPLE	IS BASED O	N THE FOLLOW	ING ASSUMPTIONS:		
			PRACTICE SA	LES PRICE & PERCENT OF GROSS	\$375,000	61%
WORKING CAPITAL				WORKING CAPITAL	\$31,000	
TOTAL PRACTICE LOAN				\$406,000		
PRACTICE LOAN INTEREST RATE				6.00%		
PRACTICE LOAN TERM IN MONTHS				PRACTICE LOAN TERM IN MONTHS	120	
				PRACTICE MONTHLY PAYMENT	\$4,507	8%
PURCHASER CAS	SH FLOW C	ONSIDERATI	ONS	11011TH V DD 107107 7 11 11 11 11 11 11 11 11 11 11 11 11	04.5	
MONTHLY PRACTICE PAYMENTS					\$4,507	8%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT					\$16,044	30%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION					\$763	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY					\$138,320	34%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$139,083		
LESS PRACTICE DEBT SERVICE PRACTICE SALARY + PROFIT +TAX SAVINGS - LOAN					(\$54,089)	

Mobile, Alabama MERGER DATA FOR PRACTICE NUMBER 9504 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 qualified counsel in the interpretation and verification thereof. OFFICE DATA SQUARE FOOTAGE OF OFFICE 2,250 **EXPANDABLE FOOTAGE** CURRENT MONTHLY RENTAL i.e. "1200" \$3,000 PRICE PER SQUARE FOOT \$16.00 IS OFFICE HANDICAPPED ACCESSIBLE? NUMBER OF PARKING SPACES PROXIMITY OF PARKING PLACES On Site/Private # EQUIPPED OPS NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S) NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S) NUMBER OF UNPLUMBED AND EMPTY OPERATORIES DO YOU OWN YOUR BUILDING? YES OR NO DO YOU WISH TO SELL THE BUILDING? YES OR NO IF NOT APPRAISED, ESTIMATED BUILDING PRICE IF NOT SOLD, MONTHLY RENTAL AMOUNT ANNUAL REAL ESTATE TAXES \$2,800 ANNUAL REAL ESTATE INSURANCE COST Month to Month DATE OF LEASE i.e. "6/1/2016" DATE LEASE ENDS - i.e. "1/1/2020" IS THERE AN OPTION TO PURCHASE? Contact Owner RENEWAL OPTIONS Monthly BUILDING VALUE TO BE USED 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 Relocate to New Orleans DAYS/WEEK CURRENTLY WORKED 3.0 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

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Hygiene recall postcards, New Patient Follow Up
	1. Tygionia roodan pootodi doj rrom r dilioni op
DESCRIBE EXTERNAL MARKETING	Website, Google PPC, Community Event Sponsorships
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes; Covid restrictions, Lack of Staff, Inflation
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Eaglesoft Recall Report
WHAT TYPE COMPUTER SYSTEM	Eaglesoft 20.0
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DA	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	664
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	6
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	7
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	6
HOW FAR AHEAD IS DENTIST SCHEDULED?	Week by Week
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	Two Months
PRACTICE DATA	
% INCOME FROM CASH	100%
% OF PATIENTS PAYING CASH	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	Closed
TUESDAY	9:00 AM - 4:00 PM
WEDNESDAY	9:00 AM - 4:00 PM
THURSDAY	9:00 AM - 4:00 PM
FRIDAY	Closed
	Closed
SATURDAY	Olosea
OWNER HOURS WORKED PER WEEK	22
ASSOCIATE HOURS WORKED PER WEEK	N/A
HYGIENIST HOURS WORKED PER WEEK	8
DENTIST PATIENT VISITS PER YEAR	000
HYGIENE PATIENT VISITS PER YEAR	288
NUMBER OF DAYS WORKED PER YEAR	145
NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	1
WHAT IS YOUR COLLECTION PERCENTAGE	100%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	200 000
WHAT IS YOUR PATIENT CREDIT BALANCE	\$36,229
ACCOUNTS RECEIVABLES - CURRENT	\$7,906
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$13,587
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$21,303
ACCOUNTS RECEIVABLE >90 DAYS	-\$83,634

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	5%
OPERATIVE	
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	
ENDODONTICS	
PERIODONTICS	
ORAL SURGERY	10%
COSMETIC	20%
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	4%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Molar Endo, Complicated Oral Surgery
REVENUES SOURCES	
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER	
SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	Yes
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?	
THE COUNCE OF THIS OTHER INCOME:	
FFF COUPDING	
FEE SCHEDULE	-
ADULT PROPHY 01110	\$90
TWO SURFACE ANTERIOR COMPOSITE 02331	\$225
CORE BUILD-UP 02950	\$450
CROWN - GOLD/PORCELAIN 02750 ANTERIOR CANAL ROOT CANAL 03310	\$1,795 \$995
PANORAMIC X-RAY 00330	\$295
TWO SURFACE POSTERIOR COMPOSITE 02392	\$250
CROWN - PORCELAIN CERAMIC 02740	\$1,495
LABIAL PORCELAIN VENEER 02962	\$1,495
BICUSPID ROOT CANAL 03320	\$1,095
AVERAGE OF FEES	\$819
PERCENT OF FEE PARITY	150%
DEMOGRAPHIC DATA	
	197,000
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	187,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	420,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
WITHIN	
MAJOR EMPLOYERS IN AREA	Austal USA, Mobile Aerospace Engineering, Airbus Industries, Thyssen
Krupp, Infirmary Health Systems, University of South Alabama	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Area has had a hard time with labor shortages and small businesses
have been hurting since Covid. Mobile County has seen a los	-
3 - 2 - 2 - 2 - 2 - 2 - 2 - 2 - 2 - 2 -	, ,
YEAR BEGINNING PRACTICE IN CITY	
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	1977
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	Scratch

STAFF DATA							
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS	
PRACTICE ADMIN.	2010	short time		\$65,000		\$12,000	
OFFICE MANAGER							
INSURANCE							
OTHER FRONT DESK							
BOOKKEEPER							
ASSISTANT	2013	?		\$38,000			
ASSISTANT							
ASSISTANT							
ASSISTANT							
ASSISTANT							
HYGIENIST	2017	No		\$11,000			
HYGIENIST							
HYGIENIST							
HYGIENIST							
LAB TECHNICIAN							
LAB TECHNICIAN							
ASSOCIATE							
ASSOCIATE							
ASSOCIATE							
3							
WHAT BENEFITS DO YOU	PROVIDE FOR	THE STA	NFF?	7 Paid Holidays for	DA; none for Hygie	nist as she only works one da	
COST OF BENEFITS PROV	IDED FOR EAC	CH EMPLO	DYEE				
	HUDE MAC	INDAID =	AMILY MEMBERS	INIo			
DO YC			MILY MEMBERS? DO THEY HOLD?	INO			
WHAT IS THE EST							
ARE THERE ANY EMPLOYI							
THAN THE NORMAL SALARY FOR THEIR POSITION?							
WHAT POSITIONS A	WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER						
	C	OMPENS	ATION FOR EACH				
COLLECTION CENTERS	3						
				1/1/2023 - 9/07/2023	2022	2021	
	GROSS COLLECTIONS			\$339,688	\$668,213	\$767,668	
OWNER COLLECTIONS			\$301,032	\$640,363	\$729,616		
	HYGIENIST COLLECTIONS				\$27,850	\$38,052	
	ASSOCIATE COLLECTIONS						
	ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS							
ASSOCIATE COLLECTIONS							
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	\$0		
HYGIENIST - SALARY	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				
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	Yes - Malpractice - Se	ptember 2015 - Dis	missed		
	· · · · · · · · · · · · · · · · · · ·				
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT	No				
YOUR PRACTICE OF DENTISTRY?					
INSURANCE EXPLANATION					
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$45,315				
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?	\$4,828				
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?					
	\$20,758				
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$2,500				
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?					
	, , ,				
TAXES AND LICENSES EXPLANATION					
TOTAL EXPENSE FOR TAXES	\$34,717				
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?					
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?	\$29,717				
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?	\$1,200				
PENSION EXPLANATION AND 401k COMBINED					
TOTAL EXPENSES FOR PENSION PLAN HOW MUCH OF TOTAL IS FOR STAFF	\$15,000				
HOW MUCH OF TOTAL IS FOR STAFF HOW MUCH OF TOTAL IS FOR OWNER?					
BENEFITS EXPLANATION	Ψ1,500				
TOTAL EXPENSE FOR EMPLOYEE BENEFITS	\$700				
HOW MUCH OF TOTAL IS FOR STAFF?	i'				
HOW MUCH OF TOTAL IS FOR OWNER?	*				
PLEASE LIST THE TOP TE	% OF PRX INCOME				
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE	FROM THIS PLAN	THIS PLAN PAYS			