

**Atlanta Area Periodontal**  
**MERGER FINANCIAL DATA SUMMARY FOR PRACTICE 8838**

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	\$589,764
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	\$206,418
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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	\$369,964
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THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL, REPRESENTS THE RATE OF	63%
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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)	\$369,964
2. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	\$66,176
3. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	\$436,140

**PROJECTED ANNUALIZED COLLECTIONS FOR 2020 BY DEDUCTING THE DAYS CLOSED FOR COVID WOULD TOTAL \$908,894**

Atlanta Area Periodontal				
MERGER FINANCIAL DATA FOR PRACTICE 8838				
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. <b>NOTE: Practice price does not include accounts receivable.</b>				
<b>PRACTICE INCOME</b>				
EXPECTED GROSS COLLECTIONS				
			\$702,101	100.0%
	HYGIENE COMPONENT		\$112,336	16.0%
	DENTIST COMPONENT		\$589,764	84.0%
		RETAINED SELLER		
		ASSOCIATE		
		PURCHASER	\$589,764	84.0%
<b>VARIABLE EXPENSES</b>				
	WAGES, PAYROLL TAX, ETC.		\$138,259	19.7%
	LABORATORY			
	CLINICAL SUPPLIES		\$74,870	10.7%
	OTHER VARIABLE EXPENSE		\$28,695	4.1%
			<b>TOTAL VARIABLE EXPENSE</b>	<b>\$241,823</b>
				<b>34.4%</b>
<b>FIXED EXPENSES</b>				
	PHONE, UTILITIES		\$3,000	0.4%
	LEGAL & ACCOUNTING		\$3,500	0.5%
	INSURANCE		\$1,500	0.2%
	OTHER FIXED EXPENSE		\$22,938	3.3%
			<b>TOTAL FIXED EXPENSE</b>	<b>\$30,938</b>
				<b>4.4%</b>
<b>PRACTICE DEBT SERVICE</b>				
	INTEREST		\$16,540	2.4%
	PRINCIPAL		\$42,835	6.1%
			<b>TOTAL DEBT SERVICE</b>	<b>\$59,375</b>
				<b>8.5%</b>
<b>SUMMARY</b>				
EXPECTED COLLECTIONS				
			\$702,101	100.0%
EXPECTED EXPENSES				
			\$272,762	38.8%
PRACTICE DEBT SERVICE				
			\$59,375	8.5%
<b>EXPECTED NET INCOME AFTER EXPENSES, DEBT SERVICE, &amp; PERCENT OF PERSONAL PRODUCTION</b>			<b>\$369,964</b>	<b>63%</b>
PURCHASER PRODUCED PRODUCTION				
			\$589,764	84.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				
			\$42,835	7.3%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				
			\$23,341	4.0%
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>			<b>\$436,140</b>	<b>74%</b>
<b>THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:</b>				
PRACTICE SALES PRICE & PERCENT OF GROSS			\$464,000	68%
WORKING CAPITAL			\$34,000	
TOTAL PRACTICE LOAN			\$498,000	
PRACTICE LOAN INTEREST RATE			3.60%	
PRACTICE LOAN TERM IN MONTHS			120	
PRACTICE MONTHLY PAYMENT			\$4,948	8%
<b>PURCHASER CASH FLOW CONSIDERATIONS</b>				
MONTHLY PRACTICE PAYMENTS			\$4,948	8%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT			\$5,242	9%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION			\$206,418	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY			\$246,262	49%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT			\$452,679	
<b>LESS PRACTICE DEBT SERVICE</b>			<b>(\$59,375)</b>	
<b>PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE</b>			<b>\$393,305</b>	

Atlanta Area	
MERGER DATA FOR PRACTICE NUMBER 8838	
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	2,020
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$2,888
PRICE PER SQUARE FOOT	\$17.16
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	
PROXIMITY OF PARKING PLACES	
# EQUIPPED OPS	4
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	2
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	3
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	1
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"	Month to month
DATE LEASE ENDS - i.e. "1/1/2020"	
IS THERE AN OPTION TO PURCHASE?	
RENEWAL OPTIONS	
BUILDING VALUE TO BE USED	
PURCHASER MORTGAGE INTEREST RATE	3.75%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Retire
DAYS/WEEK CURRENTLY WORKED	4.0
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	
COVID INFORMATION	
DATE CLOSED FOR COVID	March 3, 2020
DATE REOPENED FOR COVID	June 1, 2020
DATE OF LATEST PRACTICE REVENUE	December 31, 2021
AMOUNT OF LATEST PRACTICE REVENUES	\$681,671
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	\$908,894
AMOUNT OF ANY PPP OR EIDL LOANS	

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Marketing on hold; practice patient made brochures
DESCRIBE EXTERNAL MARKETING	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	
WHAT TYPE RECALL SYSTEM	
WHAT TYPE COMPUTER SYSTEM	
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	814
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	13
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	10
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	8
HOW FAR AHEAD IS DENTIST SCHEDULED?	3 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	1 Month
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	67%
% OF PATIENTS PAYING CASH	71%
% INCOME FROM INSURANCE	33%
% OF PATIENTS WITH INSURANCE	29%
#REF!	#REF!
% 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	
<b>SCHEDULING DATA</b>	
MONDAY	
TUESDAY	8 AM - 5 PM
WEDNESDAY	8 AM - 5 PM
THURSDAY	8 AM - 5 PM
FRIDAY	8 AM - 5 PM
SATURDAY	
	43893
OWNER HOURS WORKED PER WEEK	
ASSOCIATE HOURS WORKED PER WEEK	32
HYGIENIST HOURS WORKED PER WEEK	24
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	
NUMBER OF WEEKS WORKED PER YEAR	
<b>COLLECTION DATA</b>	
WHAT IS YOUR COLLECTION PERCENTAGE	98%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	
ACCOUNTS RECEIVABLES - 31-60 DAYS	
ACCOUNTS RECEIVABLE - 61-90 DAYS	
ACCOUNTS RECEIVABLE >90 DAYS	

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	
OPERATIVE	
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	
ENDODONTICS	
PERIODONTICS	
ORAL SURGERY	
COSMETIC	
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
OTHER	
TOTAL	
WHAT SERVICES ARE REFERRED OUT?	
<b>REVENUES SOURCES</b>	
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?	
<b>FEE SCHEDULE</b>	
ADULT PROPHY 01110	\$125
TWO SURFACE ANTERIOR COMPOSITE 02331	
CORE BUILD-UP 02950	
CROWN - GOLD/PORCELAIN 02750	
ANTERIOR CANAL ROOT CANAL 03310	
PANORAMIC X-RAY 00330	\$135
TWO SURFACE POSTERIOR COMPOSITE 02392	
CROWN - PORCELAIN CERAMIC 02740	
LABIAL PORCELAIN VENEER 02962	
BICUSPID ROOT CANAL 03320	
AVERAGE OF FEES	\$130
PERCENT OF FEE PARITY	131%
<b>DEMOGRAPHIC DATA</b>	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
WITHIN	
MAJOR EMPLOYERS IN AREA	Delta, Coca Cola, Emory Medical Centers, Airport, Fort Guillem, VA, Home Depot, Pinewood Studios, UPS
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST						
OFFICE MANAGER	2006	Yes		\$175,686		
INSURANCE						
OTHER FRONT DESK	2015	Yes				
BOOKKEEPER						
ASSISTANT /FRONT DESK						
ASSISTANT	1998	Yes				
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2004	Yes		\$22,402		
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE	2012	?		\$250,890		
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Medical leave and annual vacations; sick/personal days		
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE						
DO YOU HIRE ANY UNPAID FAMILY MEMBERS?				No		
WHAT POSITION DO THEY HOLD?						
WHAT IS THE ESTIMATED MARKET VALUE OF THEIR JOB?						
ARE THERE ANY EMPLOYEES WHO ARE PAID MORE OR LESS THAN THE NORMAL SALARY FOR THEIR POSITION?						
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER COMPENSATION FOR EACH						
<b>COLLECTION CENTERS</b>						
				\$2,020	2019	2018
GROSS COLLECTIONS						
OWNER COLLECTIONS						
HYGIENIST COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	\$0	
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				\$0		

<b>CONFORMITY DATA</b>			
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; terminated associate for risk reasons		
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?	None		
<b>INSURANCE EXPLANATION</b>			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD			
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 MALPRACTICE INSURANCE?			
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?			
<b>TAXES AND LICENSES EXPLANATION</b>			
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?			
<b>PENSION EXPLANATION AND 401k COMBINED</b>			
TOTAL EXPENSES FOR PENSION PLAN			
HOW MUCH OF TOTAL IS FOR STAFF			
HOW MUCH OF TOTAL IS FOR OWNER?			
<b>BENEFITS EXPLANATION</b>			
TOTAL EXPENSE FOR EMPLOYEE BENEFITS			
HOW MUCH OF TOTAL IS FOR STAFF?			
HOW MUCH OF TOTAL IS FOR OWNER?			
	<b>% OF PRX INCOME</b>	<b>% OF YOUR FEE</b>	
<b>PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE</b>	<b>FROM THIS PLAN</b>	<b>THIS PLAN PAYS</b>	

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**COVID INFORMATION**

Date Closed for Covid: March 3, 2020

What percent reduction in operational capacity in 2020 was there compared to 2019:

How does your schedule for 2020 compare to 2019: Significant increase

Do you have adequate PPE inventory: Yes, within infectious control fees Do you pass cost of PPE on to patients?

How does your post Covid treatment mix compare to same period of 2019: Significant increase

Has your insured patient/cash patient ratio changed since reopening: No

Have all staff members returned or been replaced: Yes

Did you receive a PPP Loan: Yes How much: \$67,000

Was this loan included in your P&L and/or tax return:

Was this loan paid back or forgiven:

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