

|  |                          |             |
|--|--------------------------|-------------|
| <b>Western Maryland</b>                    | <b>General Dentistry</b> |             |
| <b>FINANCIAL DATA SUMMARY FOR PRACTICE</b> |                          | <b>9157</b> |

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 | \$362,531 |
|--|-----------|

|  |           |
|--|-----------|
| COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. |           |
| CONSIDER A GENEROUS COMMISSION RATE OF      35%    | \$126,886 |

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<br>COMPENSATION TO THE PURCHASER IS PAID AMOUNTS TO | \$178,734 |
|---|-----------|

|  |     |
|--|-----|
| THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN<br>FOR THE PRACTICE PRICE AND WORKING CAPITAL, YIELDS A RATE OF | 26% |
|--|-----|

|   |                         |
|---|-------------------------|
| TO COMPARE THIS OPPORTUNITY TO OTHER OPPORTUNITIES, WHETHER THEY ARE ASSOCIATESHIPS OR<br>OTHER PRACTICES TO PURCHASE, LOOK AT SEVERAL KEY DATA POINTS. |                         |
|   | <b>SUBJECT PRACTICE</b> |

|  |           |
|--|-----------|
| 1. HOW DOES THE ALTERNATIVE COMPARE WITH BEFORE TAX DOLLARS (AFTER DEBT SERVICE) | \$178,734 |
|--|-----------|

|  |     |
|--|-----|
| 2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME | 49% |
|--|-----|

|   |          |
|---|----------|
| 3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER | \$45,461 |
|---|----------|

|   |           |
|---|-----------|
| 4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS | \$224,195 |
|---|-----------|

|   |     |
|---|-----|
| 5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION | 62% |
|---|-----|

| Western Maryland General Dentistry  |                          |                 |                        |            |        |
|---|--------------------------|-----------------|------------------------|------------|--------|
| FINANCIAL DATA FOR PRACTICE 9157  |                          |                 |                        |            |        |
| 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  |                          |                 |                        | \$483,375  | 100.0% |
|   | HYGIENE COMPONENT        |                 |                        | \$120,844  | 25.0%  |
|   | DENTIST COMPONENT        |                 |                        | \$362,531  | 75.0%  |
|   |                          | RETAINED SELLER |                        |            |        |
|   |                          | ASSOCIATE       |                        |            |        |
|   |                          | PURCHASER       |                        | \$362,531  | 75.0%  |
| VARIABLE EXPENSES   |                          |                 |                        |            |        |
|   | WAGES, PAYROLL TAX, ETC. |                 |                        | \$166,752  | 34.5%  |
|   | LABORATORY               |                 |                        | \$14,957   | 3.1%   |
|   | CLINICAL SUPPLIES        |                 |                        | \$14,253   | 2.9%   |
|   | OTHER VARIABLE EXPENSE   |                 |                        | \$11,878   | 2.5%   |
|   |                          |                 | TOTAL VARIABLE EXPENSE | \$207,840  | 43.0%  |
| FIXED EXPENSES  |                          |                 |                        |            |        |
|   |                          |                 |                        |            |        |
|   | PHONE, UTILITIES         |                 |                        | \$8,353    | 1.7%   |
|   | LEGAL & ACCOUNTING       |                 |                        | \$6,695    | 1.4%   |
|   | INSURANCE                |                 |                        | \$7,725    | 1.6%   |
|   | OTHER FIXED EXPENSE      |                 |                        | \$15,969   | 3.3%   |
|   |                          |                 | TOTAL FIXED EXPENSE    | \$38,742   | 8.0%   |
| DEBT SERVICE FOR PRACTICE AND BULDING   |                          |                 |                        |            |        |
|   | INTEREST                 |                 |                        | \$27,720   | 5.7%   |
|   | PRINCIPAL                |                 |                        | \$30,339   | 6.3%   |
|   |                          |                 | TOTAL DEBT SERVICE     | \$58,059   | 12.0%  |
| SUMMARY   |                          |                 |                        |            |        |
| EXPECTED COLLECTIONS  |                          |                 |                        | \$483,375  | 100.0% |
| EXPECTED EXPENSES   |                          |                 |                        | \$246,582  | 51.0%  |
| PRACTICE DEBT SERVICE   |                          |                 |                        | \$58,059   | 12.0%  |
| EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.   |                          |                 |                        | \$178,734  | 49%    |
| PURCHASER PRODUCED PRODUCTION   |                          |                 |                        | \$362,531  | 75.0%  |
| EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION  |                          |                 |                        | \$30,339   | 8.4%   |
| TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION  |                          |                 |                        | \$15,123   | 4.2%   |
| TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.   |                          |                 |                        | \$224,195  | 62%    |
| THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:   |                          |                 |                        |            |        |
| PRACTICE SALES PRICE & PERCENT OF GROSS   |                          |                 |                        | \$316,000  | 67%    |
| WORKING CAPITAL   |                          |                 |                        | \$23,000   |        |
| TOTAL PRACTICE LOAN   |                          |                 |                        | \$339,000  |        |
| PRACTICE LOAN INTEREST RATE   |                          |                 |                        | 6.00%      |        |
| PRACTICE LOAN TERM (MONTHS)   |                          |                 |                        | 120        |        |
| MONTHLY PRACTICE PAYMENT  |                          |                 |                        | \$3,764    | 9%     |
| BUILDING PRICE  |                          |                 |                        | \$150,000  |        |
| MONTHLY BUILDING MORTGAGE PAYMENTS  |                          |                 |                        | \$1,075    | 3%     |
| PURCHASER CASH FLOW CONSIDERATIONS  |                          |                 |                        |            |        |
| MONTHLY PRACTICE AND BUILDING PAYMENTS  |                          |                 |                        | \$4,838    | 12%    |
| ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT  |                          |                 |                        | \$2,890    | 7%     |
| PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION  |                          |                 |                        | \$126,886  |        |
| PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY   |                          |                 |                        | \$125,030  | 37%    |
| TOTAL PURCHASER SALARY AND PRACTICE PROFIT  |                          |                 |                        | \$251,916  |        |
| LESS DEBT SERVICE FOR PRACTICE AND BULDING  |                          |                 |                        | (\$58,059) |        |
| PRACTICE SALARY + PROFIT +TAX SAVINGS - LOAN  |                          |                 |                        | \$193,857  |        |

| Western Maryland<br>DATA FOR PRACTICE NUMBER 9157  |                          |
|--|--------------------------|
| 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. |                          |
| <b>OFFICE DATA</b>   |                          |
| SQUARE FOOTAGE OF OFFICE   | 1,700                    |
| EXPANDABLE FOOTAGE   |                          |
| CURRENT MONTHLY RENTAL i.e. "1200"   |                          |
| PRICE PER SQUARE FOOT  |                          |
| IS OFFICE HANDICAPPED ACCESSIBLE?  | Yes                      |
| NUMBER OF PARKING SPACES   | 8                        |
| PROXIMITY OF PARKING PLACES  | Very close to front door |
| # 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  | YES                      |
| DO YOU WISH TO SELL THE BUILDING? YES OR NO  | YES                      |
| IF NOT APPRAISED, ESTIMATED BUILDING PRICE   | \$150,000                |
| IF NOT SOLD, MONTHLY RENTAL AMOUNT   |                          |
| ANNUAL REAL ESTATE TAXES   | \$734                    |
| ANNUAL REAL ESTATE INSURANCE COST  | \$1,428                  |
| DATE OF LEASE i.e. "6/1/2016"  |                          |
| DATE LEASE ENDS - i.e. "1/1/2020"  |                          |
| IS THERE AN OPTION TO PURCHASE?  |                          |
| RENEWAL OPTIONS  |                          |
| BUILDING VALUE TO BE USED  | \$150,000                |
| PURCHASER MORTGAGE INTEREST RATE   | 6.00%                    |
| PURCHASER MORTGAGE TERM - YEARS  | 20                       |
| PURCHASER MONTHLY PAYMENT  | \$1,075                  |
| PURCHASER CURRENT MONTHLY RENT   |                          |
| PRICE PER SQUARE FOOT  | \$7.59                   |
| <b>WORK SCHEDULE</b>   |                          |
| PLANS AFTER SALE OF PRACTICE   |                          |
| 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  |                          |
| <b>COVID INFORMATION</b>   |                          |
| DATE CLOSED FOR COVID  |                          |
| DATE REOPENED FOR COVID  |                          |
| DATE OF LATEST PRACTICE REVENUE  |                          |
| AMOUNT OF LATEST PRACTICE REVENUES   |                          |
| AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS  |                          |

| PRACTICE DATA  |   |
|--|---|
| MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?                              | No  |
| RESULTS  |   |
| DESCRIBE INTERNAL MARKETING  | Word of Mouth                                     |
|  |   |
| DESCRIBE EXTERNAL MARKETING  | Website, community calendar                       |
|  |   |
| HAS GROSS CHANGED SIGNIFICANTLY? WHY?  | No  |
|  |   |
| LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION                             | Nitrous Oxide                                     |
| IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?                                  | Pretty much                                       |
| WHAT TYPE RECALL SYSTEM  | Postcards 1 month before; phone call 2 days ahead |
| WHAT TYPE COMPUTER SYSTEM  | Easy Dental                                       |
| PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS |   |
| ESTIMATE NUMBER OF PTS LAST 18 MONTHS  | 2,700   |
| AVERAGE NUMBER OF NEW PATIENTS PER MONTH                                     | 60  |
| AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)                             | 15  |
| AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)                           | 10  |
| HOW FAR AHEAD IS DENTIST SCHEDULED?  | 2-1/2 weeks                                       |
| HOW FAR AHEAD IS HYGIENIST SCHEDULED?  | 6 months  |
| PRACTICE DATA  |   |
| % INCOME FROM CASH   | 10%   |
| % OF PATIENTS PAYING CASH  | 10%   |
| % INCOME FROM INSURANCE  | 60%   |
| % OF PATIENTS WITH INSURANCE   | 60%   |
|  |   |
|  |   |
| % PRACTICE INCOME FROM CAPTITATION   |   |
| % OF PATIENTS WITH CAPITATION  |   |
| % PRACTICE INCOME FROM MEDICAID  | 30%   |
| % OF PATIENTS WITH MEDICAID  | 30%   |
| % PRACTICE INCOME FROM REDUCED FEE PLANS                                     | 30%   |
| % OF PATIENTS WITH REDUCED FEE PLANS   | 30%   |
| SCHEDULING DATA  |   |
| MONDAY   | 8 AM - 5 PM                                       |
| TUESDAY  | 8 AM - 5PM  |
| WEDNESDAY  | 8 AM - 5 PM                                       |
| THURSDAY   |   |
| FRIDAY   |   |
| SATURDAY   |   |
|  |   |
| OWNER HOURS WORKED PER WEEK  | 24  |
| ASSOCIATE HOURS WORKED PER WEEK  |   |
| HYGIENIST HOURS WORKED PER WEEK  | 24  |
| DENTIST PATIENT VISITS PER YEAR  | 2,250   |
| HYGIENE PATIENT VISITS PER YEAR  | 1,500   |
| NUMBER OF DAYS WORKED PER YEAR   | 142   |
| NUMBER OF WEEKS WORKED PER YEAR  | 50  |
| COLLECTION DATA  |   |
| WHAT IS YOUR COLLECTION PERCENTAGE   |   |
| 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   | 25%  |
| OPERATIVE              | 25%  |
| PEDODONTICS            |      |
| ORTHODONTICS           |      |
| IMPLANTS               |      |
| REMOVABLE PROSTHETICS  | 13%  |
| FIXED PROSTHETICS      | 12%  |
| ENDODONTICS            | 3%   |
| PERIODONTICS           |      |
| ORAL SURGERY           | 17%  |
| COSMETIC               | 5%   |
| TMJ TREATMENT          |      |
| SOFT TISSUE MANAGEMENT |      |
| OTHER                  |      |
| TOTAL                  | 100% |

WHAT SERVICES ARE REFERRED OUT? Molar Endo, Perio, Ortho, Implants & Impactions, 3rd Molars, Difficult Pedo

**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                    | \$100   |
| TWO SURFACE ANTERIOR COMPOSITE 02331  | \$220   |
| CORE BUILD-UP 02950                   | \$270   |
| CROWN - GOLD/PORCELAIN 02750          |         |
| ANTERIOR CANAL ROOT CANAL 03310       | \$800   |
| PANORAMIC X-RAY 00330                 | \$120   |
| TWO SURFACE POSTERIOR COMPOSITE 02392 | \$250   |
| CROWN - PORCELAIN CERAMIC 02740       | \$1,200 |
| LABIAL PORCELAIN VENEER 02962         | \$1,200 |
| BICUSPID ROOT CANAL 03320             | \$1,000 |
| AVERAGE OF FEES                       | \$573   |
| PERCENT OF FEE PARITY                 | 118%    |

**DEMOGRAPHIC DATA**

|   |   |
|---|---|
| WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN | 25,000  |
| WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA | 17,000  |
| APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES  | thirty--one   |
| WITHIN  | Cumberland  |
| MAJOR EMPLOYERS IN AREA                         | CSX, Western Maryland Health System, State and Federal Prison |

DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA

|   |          |
|---|----------|
| YEAR BEGINNING PRACTICE IN CITY             | 1994     |
| YEAR BEGINNING PRACTICE IN CURRENT LOCATION | 1999     |
| RIGHT OR LEFT HANDED                        | Right    |
| PURCHASE OR SCRATCH START                   | Purchase |

| STAFF DATA   |            |      |          |   |               |                         |
|--|------------|------|----------|---|---------------|-------------------------|
| POSITION   | YEAR HIRED | STAY | BENEFITS | ANNUAL SALARY   | HOURLY SALARY | ANNUAL COST OF BENEFITS |
| RECEPTIONIST                                       |            |      |          |   |               |                         |
| OFFICE MANAGER                                     | 2019       | Yes  |          | \$42,600  |               |                         |
| INSURANCE  |            |      |          |   |               |                         |
| OTHER FRONT DESK                                   |            |      |          |   |               |                         |
| BOOKKEEPER   |            |      |          |   |               |                         |
| ASSISTANT  | 2001       | Yes  |          | \$30,550  |               |                         |
| ASSISTANT  |            |      |          |   |               |                         |
| ASSISTANT  |            |      |          |   |               |                         |
| ASSISTANT  |            |      |          |   |               |                         |
| ASSISTANT  |            |      |          |   |               |                         |
| HYGIENIST  | 2016       | Yes  |          | \$39,104  |               |                         |
| HYGIENIST  | 2023       | Yes  |          | \$39,104  |               |                         |
| HYGIENIST  |            |      |          |   |               |                         |
| HYGIENIST  |            |      |          |   |               |                         |
| LAB TECHNICIAN                                     |            |      |          |   |               |                         |
| LAB TECHNICIAN                                     |            |      |          |   |               |                         |
| ASSOCIATE  |            |      |          |   |               |                         |
| ASSOCIATE  |            |      |          |   |               |                         |
| ASSOCIATE  |            |      |          |   |               |                         |
|  |            |      |          |   |               |                         |
|  |            |      |          |   |               |                         |
| WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?        |            |      |          | Paid holidays, 1 week vacation pay after 1 year, 2 weeks vacation a |               |                         |
| 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                              |            |      |          |   |               |                         |
|  |            |      |          |   |               |                         |
|  |            |      |          |   |               |                         |
|  |            |      |          |   |               |                         |
| COLLECTION CENTERS                                 |            |      |          |   |               |                         |
|  |            |      |          |   |               |                         |
|  |            |      |          | 1/1/2024 - 9/30/2024  | 2023          | 2022                    |
| GROSS COLLECTIONS                                  |            |      |          | \$465,468   | \$438,910     | \$348,598               |
| 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   |               |                         |



---