

<b>Raleigh NC Area</b>	<b>Oral and Maxillofacial Surgery</b>	
<b>FINANCIAL DATA SUMMARY FOR PRACTICE</b>	<b>9443</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	<b>\$668,928</b>
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COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35%	<b>\$234,125</b>
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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	<b>\$202,247</b>
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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	<b>10%</b>
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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)	<b>\$202,247</b>
2. WHAT IS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME	<b>30%</b>
3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER	<b>\$66,171</b>
4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE), EQUITY, AND TAX SAVINGS	<b>\$268,418</b>
5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION	<b>40%</b>

**PROJECTED ANNUALIZED COLLECTIONS FOR 2020 BY DEDUCTING DAYS CLOSED FOR COVID AND MEDICAL LEAVE WOULD TOTAL \$677,**

Raleigh NC Area		Oral and Maxillofacial Surgery			
FINANCIAL DATA		FOR PRACTICE		9443	
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.					
<b>PRACTICE INCOME</b>					
EXPECTED GROSS COLLECTIONS				\$668,928	100.0%
HYGIENE COMPONENT					
DENTIST COMPONENT				\$668,928	100.0%
RETAINED SELLER					
ASSOCIATE					
PURCHASER				\$668,928	100.0%
<b>VARIABLE EXPENSES</b>					
WAGES, PAYROLL TAX, ETC.				\$182,672	27.3%
LABORATORY				\$955	0.1%
CLINICAL SUPPLIES				\$54,613	8.2%
OTHER VARIABLE EXPENSE				\$40,463	6.0%
<b>TOTAL VARIABLE EXPENSE</b>				<b>\$278,703</b>	<b>41.7%</b>
<b>FIXED EXPENSES</b>					
RENT				\$61,839	9.2%
PHONE, UTILITIES				\$17,139	2.6%
LEGAL & ACCOUNTING				\$6,695	1.0%
INSURANCE				\$7,725	1.2%
OTHER FIXED EXPENSE				\$32,225	4.8%
<b>TOTAL FIXED EXPENSE</b>				<b>\$125,623</b>	<b>18.8%</b>
<b>PRACTICE DEBT SERVICE</b>					
INTEREST				\$17,370	2.6%
PRINCIPAL				\$44,985	6.7%
<b>TOTAL DEBT SERVICE</b>				<b>\$62,355</b>	<b>9.3%</b>
<b>SUMMARY</b>					
EXPECTED COLLECTIONS				\$668,928	100.0%
EXPECTED EXPENSES				\$404,326	60.4%
PRACTICE DEBT SERVICE				\$62,355	9.3%
<b>EXPCTD NET INCOME AFTER EXPENSES AND DEBT &amp; PERCENT OF PERSONAL PROD.</b>				<b>\$202,247</b>	<b>30%</b>
PURCHASER PRODUCED PRODUCTION				\$668,928	100.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION				\$44,985	6.7%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION				\$21,186	3.2%
<b>TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY &amp; % PERSONAL PROD.</b>				<b>\$268,418</b>	<b>40%</b>
<b>THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:</b>					
PRACTICE SALES PRICE & PERCENT OF GROSS				\$491,000	76%
WORKING CAPITAL				\$32,000	
TOTAL PRACTICE LOAN				\$523,000	
PRACTICE LOAN INTEREST RATE				3.60%	
PRACTICE LOAN TERM (MONTHS)				120	
MONTHLY PRACTICE PAYMENT				\$5,196	9%
<b>PURCHASER CASH FLOW CONSIDERATIONS</b>					
MONTHLY PRACTICE PAYMENTS				\$5,196	9%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT					
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION				\$234,125	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY				\$51,663	10%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT				\$285,788	
<b>LESS PRACTICE DEBT SERVICE</b>				<b>(\$62,355)</b>	
<b>PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE</b>				<b>\$223,433</b>	

Raleigh NC Area	
DATA FOR PRACTICE NUMBER	9443
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	2,522
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$5,153
PRICE PER SQUARE FOOT	\$24.52
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	10+
PROXIMITY OF PARKING PLACES	20 yards-ground level-same as office
# 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"	April 29, 2020
DATE LEASE ENDS - i.e. "1/1/2020"	July 31, 2023
IS THERE AN OPTION TO PURCHASE?	Yes
RENEWAL OPTIONS	Renewable
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	
COVID INFORMATION	
DATE CLOSED FOR COVID	March 25, 2020
DATE REOPENED FOR COVID	June 2, 2020
DATE OF LATEST PRACTICE REVENUE	December 31, 2020
AMOUNT OF LATEST PRACTICE REVENUES	\$469,920
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	\$579,462
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	Has been forgiven

<b>PRACTICE DATA</b>	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	N/A
DESCRIBE EXTERNAL MARKETING	Personal relationship with other DDS and staff; previous patients
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes; COVID: Fewer days/week working-DDS wanted to scale back
number of hours	
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide; DOCS; IV Sedation
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	OMS Vision
WHAT TYPE COMPUTER SYSTEM	OMS Vision
<b>PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA &amp; REDUCED FEE PLANS</b>	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	503
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	
HOW FAR AHEAD IS DENTIST SCHEDULED?	1-2 Months
<b>PRACTICE DATA</b>	
% INCOME FROM CASH	10%
% OF PATIENTS PAYING CASH	10%
% INCOME FROM INSURANCE	90%
% OF PATIENTS WITH INSURANCE	90%
<b>COLLECTION DATA</b>	
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	
<b>ORAL SURGERY PRACTICES</b>	
WHAT PERCENT OF YOUR PRACTICE IS:	
EXODONTIA	60%
MAXILLOFACIAL	5%
TMJ	
COSMETIC	
TRAUMA	
IMPLANTS	35%
DESCRIBE TYPICAL ANESTHESIA FOR IN-OFFICE SURGERY	Anesthesia ranges from oral sedation, conscious sedation to general anesthesia
AT WHAT HOSPITALS DO YOU HAVE PRIVILEGES?	Duke Raleigh Hospital
LIST HOSPITALS WHERE YOU HAVE LOST PRIVILEGES	No
WHAT % OF YOUR PATIENTS ARE FROM DENTIST REFERRALS?	70%

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
IMPLANTS	35%
ORAL SURGERY	65%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Cancer, Orthognathic surgery,major reconstructive surgery, large tumors
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?	
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	29,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	210,000
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
	WITHIN
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Expect continued local growth.

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	1999	Yes		\$40,449		\$2,592
OFFICE MANAGER						
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT	2014	Yes		\$30,584		\$2,592
ASSISTANT	2014	Yes		\$28,785		\$2,592
ASSISTANT	2009	Yes		\$30,651		\$2,592
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				PTO, Healthcare-we pay 75% of premium, Retirement Plan, CE		
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 THAN THE NORMAL SALARY FOR THEIR POSITION?				No		
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER						
COMPENSATION FOR EACH						
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				No		
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?				None		