New Orleans Area **General Dentistry** FINANCIAL DATA SUMMARY FOR PRACTICE 9526 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 \$613,142 COMPENSATION FOR PURCHASER FOR HIS/HER PRODUCTION. CONSIDER A GENEROUS COMMISSION RATE OF 35% \$214,600 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 IS \$58,759 THE PROFIT - NOT INCLUDING PURCHASER SALARY, DIVIDED BY THE TOTAL LOAN FOR THE PRACTICE PRICE AND WORKING CAPITAL IS AT A RATE OF 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 NET BEFORE TAX DOLLARS (AFTER DEBT SERVICE) \$202,115 2. NET AS PERCENT OF PERSONAL PRODUCTION OF PRACTICE NET INCOME 33% 3. ARE THERE TAX SAVINGS AND EQUITY INCREASES FOR THE PURCHASER \$105,418 4. TOTAL ECONOMIC BENEFIT - NET CASH FLOW (AFTER DEBT SERVICE) PLUS EQUITY, AND TAX SAVINGS \$307,533 5. WHAT IS PERCENT OF TOTAL ECONOMIC BENEFIT VERSUS PURCHASER PERSONAL PRODUCTION 50%

New Orleans Area General Dentistry FINANCIAL DATA FOR PRACTICE 9526 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 \$829,126 100.0% HYGIENE COMPONENT \$161,055 19.4% DENTIST COMPONENT \$668,070 80.6% RETAINED SELLER ASSOCIATE **PURCHASER** \$613,142 74.0% VARIABLE EXPENSES % WAGES, PAYROLL TAX, ETC. 41.4% \$343,581 LABORATORY \$36,534 4.4% CLINICAL SUPPLIES \$62,787 7.6% OTHER VARIABLE EXPENSE (\$123,282)-14.9% **TOTAL VARIABLE EXPENSE** \$319,620 38.5% FIXED EXPENSES \$ % PHONE, UTILITIES \$18,891 2.3% LEGAL & ACCOUNTING \$9,785 1.2% INSURANCE \$7,725 0.9% OTHER FIXED EXPENSE \$119,249 14.4% **TOTAL FIXED EXPENSE** \$155,650 18.8% DEBT SERVICE FOR PRACTICE AND BULDING % INTEREST \$80,497 9.7% PRINCIPAL \$71,244 8.6% TOTAL DEBT SERVICE \$151,741 18.3% SUMMARY EXPECTED COLLECTIONS \$829,126 100.0% **EXPECTED EXPENSES** \$475,270 57.3% PRACTICE DEBT SERVICE \$151,741 18.3% PROJECTED NET INCOME AFTER EXPENSES & DEBT / PERCENT OF PERSONAL PROD. \$202,115 33% PURCHASER PRODUCED PRODUCTION PERCENTAGE OF GROSS 74.0% \$613,142 % OF PERSONAL PRODUCTION **EQUITY INCREASE** \$71,244 11.6% TAX SAVINGS FROM DEPRECIATION % OF PERSONAL PRODUCTION \$34.174 5.6% TOTAL BENEFIT - CASH, TAX SAVINGS, EQUITY % OF PERSONAL PRODUCTION \$307,533 50% THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS: % PRACTICE SALES PRICE & PERCENT OF GROSS \$615,000 77% **WORKING CAPITAL** \$40,000 TOTAL PRACTICE LOAN \$655,000 PRACTICE LOAN INTEREST RATE 6.00% PRACTICE LOAN TERM (MONTHS) 120 MONTHLY PRACTICE PAYMENT \$7,272 11% **BUILDING PRICE** \$750,000 MONTHLY BUILDING MORTGAGE PAYMENTS \$5,373 1% ESTIMATED MONTHLY HYGIENE PROFIT \$9,261 13% PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION \$214,600 PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY \$58,759 9% PURCHASER FIRST YEAR TAX SAVINGS \$34,174 TOTAL PURCHASER SALARY, PRACTICE PROFIT & TAX SAVINGS \$307,533 LESS DEBT SERVICE FOR PRACTICE AND BULDING (\$151.741)

PRACTICE SALARY + PROFIT +TAX SAVINGS - DEBT SERVICE / PERSONAL PROD %

\$155,792

25%

New Orleans Area DATA FOR PRACTICE NUMBER 9526 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 4,000 EXPANDABLE FOOTAGE CURRENT MONTHLY RENTAL i.e. "1200" PRICE PER SQUARE FOOT \$18.30 IS OFFICE HANDICAPPED ACCESSIBLE? NUMBER OF PARKING SPACES PROXIMITY OF PARKING PLACES On the property # 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 YES DO YOU WISH TO SELL THE BUILDING? YES OR NO YES 750,000 IF NOT APPRAISED, ESTIMATED BUILDING PRICE IF NOT SOLD, MONTHLY RENTAL AMOUNT ANNUAL REAL ESTATE TAXES \$9,074 ANNUAL REAL ESTATE INSURANCE COST \$22,500 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 PURCHASER MORTGAGE INTEREST RATE 6.00% PURCHASER MORTGAGE TERM - YEARS PURCHASER MONTHLY PAYMENT \$5,373 PURCHASER CURRENT MONTHLY RENT PRICE PER SQUARE FOOT \$16.12 WORK SCHEDULE PLANS AFTER SALE OF PRACTICE Relocation out of the area DAYS/WEEK CURRENTLY WORKED 6.0 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 HISTORY YEAR BEGINNING PRACTICE IN CITY 2001 YEAR BEGINNING PRACTICE IN CURRENT LOCATION RIGHT OR LEFT HANDED Left PURCHASE OR SCRATCH START DO YOU OWN OTHER PRACTICES? HOW FAR AWAY?

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PRACTICE DATA							
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No						
RESULTS	Contacting nations by phone to reactivate						
DESCRIBE INTERNAL MARKETING	Contacting patients by phone to reactivate						
DESCRIBE EXTERNAL MARKETING	Mailara Wahaita Ada with lacal nawananara						
DESCRIBE EXTERNAL MARKETING	Mailers, Website, Ads with local newspapers						
	V						
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes COVID and Hurricane Ida						
LIOT CEDATIONS LIGED MITDOUG DOCS IV CEDATION	Name Origina DOCC						
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS						
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes						
WHAT TYPE RECALL SYSTEM	Recalls set at time of a hygiene appointment						
WHAT TYPE COMPUTER SYSTEM	Dentrix						
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DAT	A & REDUCED FEE PLANS						
ESTIMATE NUMBER OF PTS LAST 18 MONTHS							
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	25						
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	20						
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	10						
HOW FAR AHEAD IS DENTIST SCHEDULED?	2-3 weeks						
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 months						
PRACTICE DATA							
% INCOME FROM CASH	0%						
% OF PATIENTS PAYING CASH	0%						
% INCOME FROM INSURANCE	70%						
% OF PATIENTS WITH INSURANCE	70%						
% 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	I						
MONDAY TUESDAY	12:00 PM - 7:00 PM 9:00 AM - 5:00 PM						
WEDNESDAY	9:00 AM - 5:00 PM						
THURSDAY	12:00 PM - 7:00 PM						
FRIDAY	8:00 AM - 1:00 PM						
SATURDAY	8:00 AM - 12:00 PM						
OWNER HOURS WORKED PER WEEK	32						
ASSOCIATE HOURS WORKED PER WEEK							
HYGIENIST HOURS WORKED PER WEEK	32						
DENTIST PATIENT VISITS PER YEAR	2,719						
HYGIENE PATIENT VISITS PER YEAR							
NUMBER OF DAYS WORKED PER YEAR	180						
NUMBER OF WEEKS WORKED PER YEAR	48						
COLLECTION DATA							
WHAT IS YOUR COLLECTION PERCENTAGE	90%						
ACTUAL ACCOUNTS RECEIVABLE BALANCE							
WHAT IS YOUR PATIENT CREDIT BALANCE							
ACCOUNTS RECEIVABLES - CURRENT	\$51,381						
ACCOUNTS RECEIVABLES - CORRENT ACCOUNTS RECEIVABLES - 31-60 DAYS	φυ 1,00 l						
ACCOUNTS RECEIVABLES - 51-90 DAYS	\$5,378						
ACCOUNTS RECEIVABLE >90 DAYS	\$11,339						

VHAT PERCENTAGE OF THE PRACTICE INCOME IS:			
HYGIENIST PRODUCTION	23%		
OPERATIVE	27%		
PEDODONTICS	1%		
ORTHODONTICS	1%		
IMPLANTS	2%		
REMOVABLE PROSTHETICS	23%		
FIXED PROSTHETICS	3%		
ENDODONTICS	1%		
PERIODONTICS	6%		
ORAL SURGERY	9%		
COSMETIC	1%		
TMJ TREATMENT	1%		
DIAGNOSTIC			
OTHER	2%		
TOTAL			
VHAT SERVICES ARE REFERRED OUT?	Complex impacted third molars, Endodontics		
REVENUES SOURCES	Semples impulsed time motion Endodoffiles		
S ANY OF YOUR REPORTED INCOME FROM ANY OTHER			
OURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	No.		
SO HOW MUCH IN CURRENT PERIOD?	No		
F SO , HOW MUCH FOR LAST YEAR?			
F SO HOW MUCH FOR THE PREVIOUS YEAR?			
VHAT IS THE SOURCE OF THIS OTHER INCOME?			
EE SCHEDULE			
ADULT PROPHY 01110	\$106		
WO SURFACE ANTERIOR COMPOSITE 02331	\$222		
ORE BUILD-UP 02950	\$295		
ROWN - GOLD/PORCELAIN 02750	\$1,173		
NTERIOR CANAL ROOT CANAL 03310	\$769		
ANORAMIC X-RAY 00330	\$126 		
WO SURFACE POSTERIOR COMPOSITE 02392	\$232		
ROWN - PORCELAIN CERAMIC 02740	\$1,264		
ABIAL PORCELAIN VENEER 02962	\$1,256		
ICUSPID ROOT CANAL 03320	\$887		
VERAGE OF FEES	\$633 		
ERCENT OF FEE PARITY	116%		
DEMOGRAPHIC DATA			
VHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	7,700		
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	135,000		
PPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES			
WITHIN			
MAJOR EMPLOYERS IN AREA	Shell Oil Company, Bayer, Glazer, Bunge, Entergy, St. Charles Parisl		
	Orleans and Jeffersn Parish Schools, Louis Armstrong International Air		
,			
ESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA			
ESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA			

STAFF DATA						
POSITION	YEAR HIRED	STAY		ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
FRONT OFFICE	2022	?		\$13,901		
FRONT OFFICE/DA				\$1,388		
FRONT OFFICE/DA				\$19,950		
FRONT OFFICE				\$2,810		
FRONT OFFICE				\$35,338		
ASSISTANT/FD	2022	?		\$1,388		
ASSISTANT	2022	?		\$1,245		
ASSISTANT				\$25,319		
ASSISTANT/FD				\$19,950		
ASSISTANT				\$31,196		
HYGIENIST				\$5,130		
HYGIENIST						
HYGIENIST						
HYGIENIST						
JANITOR						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YO	LI PROVIDE FO	R THE S	L TAFF?		<u> </u>	
Associate dentist will stay ARE THERE ANY EMPLO	for four weeks a DYEES WHO AR NORMAL SALA AND WHAT IS A	E PAID N RY FOR	to complete cases a MORE OR LESS THEIR POSITION?	and assist with transi		e to work four days per week
COLLECTION CENTE	RS					
				4/4/0004 0/40/000	0000	0000
14		000		1/1/2024 - 3/10/202		2022
ity			SS COLLECTIONS		\$758,536	\$742,665 \$430,444
			ER COLLECTIONS		\$635,890	\$439,441 \$410,241
HYGIENIST COLLECTIONS				\$122,646	\$119,241	
	ASSOCIATE COLLECTIONS					\$178,959
						ΦE 24.4
	Α	SSOCIA	TE COLLECTIONS			\$5,014
	A	SSOCIA SSOCIA	TE COLLECTIONS TE COLLECTIONS			\$5,014
	A A A	ASSOCIA ASSOCIA ASSOCIA	TE COLLECTIONS TE COLLECTIONS TE COLLECTIONS			\$5,014
ASSOCIATE - SALAR HYGIENIST - SALAR	A A Y IN DOLLARS	ASSOCIA ASSOCIA ASSOCIA / COMM	TE COLLECTIONS TE COLLECTIONS TE COLLECTIONS IISSION PERCENT	\$0	0%	\$5,014

CONFORMITY DATA						
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes					
	1.00					
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Yes					
BOLO FOOR FIGURE MEET HILL THE FOR THE STREET HILL THE FIRE STREET HILL	1.00					
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No					
ANT DISCIPLINARY ACTION IN EAST / TRS: EXPEAIN	INO					
	I					
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	Yes, September 11, 20	23				
ANT THAT THE ENGLISH THE PROPERTY OF THE PARTY.	103, 00010111001 11, 20	20				
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT	None					
YOUR PRACTICE OF DENTISTRY?	None					
INSURANCE EXPLANATION						
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	<u>Φ</u> 54.000					
	\$51,292					
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?	\$26,110					
TAXES AND LICENSES EXPLANATION						
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?						
PENSION EXPLANATION AND 401k COMBINED						
TOTAL EXPENSES FOR PENSION PLAN						
HOW MUCH OF TOTAL IS FOR STAFF						
HOW MUCH OF TOTAL IS FOR OWNER?						
BENEFITS EXPLANATION						
TOTAL EXPENSE FOR EMPLOYEE BENEFITS						
HOW MUCH OF TOTAL IS FOR STAFF?						
HOW MUCH OF TOTAL IS FOR OWNER?						
		% OF YOUR FEE				
TEN HIGHEST INCOME SOURCE PLANS	% OF PRX INCOME					
PLAN NAME	FROM THIS PLAN	THIS PLAN PAYS				
TOTAL						