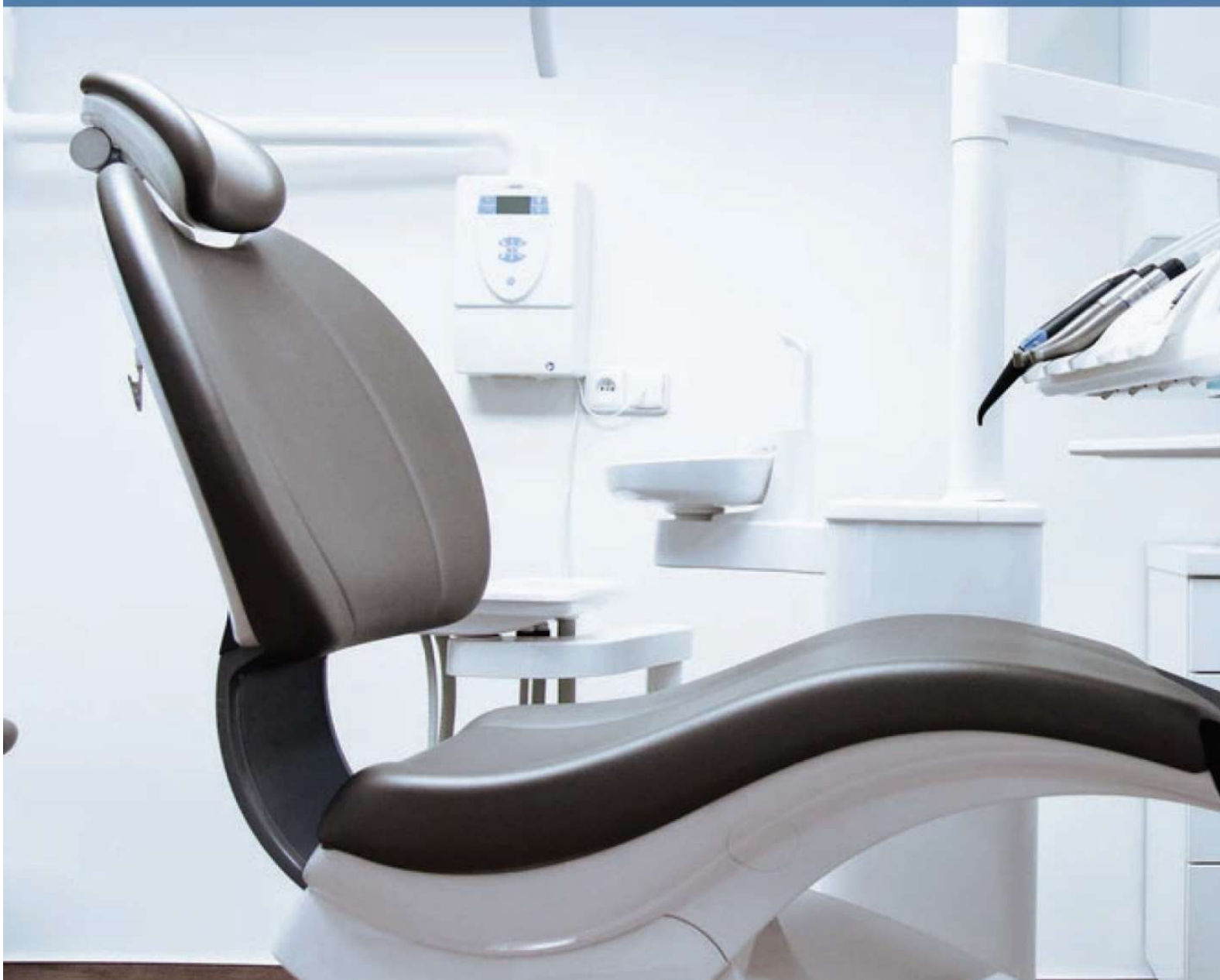




VIRGINIA'S LEADING DENTAL TRANSITION TEAM





DENTAL PRACTICE OVERVIEW

Fantastic, Well-Established Blacksburg General Practice



Founded: 2007

Specialty: General Practice





COST OF PURCHASE BREAKDOWN

Purchase Information

Purchase Price

\$766,000

Annual Loan Amount

\$97,495

Year 1 Net to Owner After Debt

\$272,489

Year 2 Net to Owner After Debt

\$296,141

Year 3 Net to Owner After Debt

\$320,538

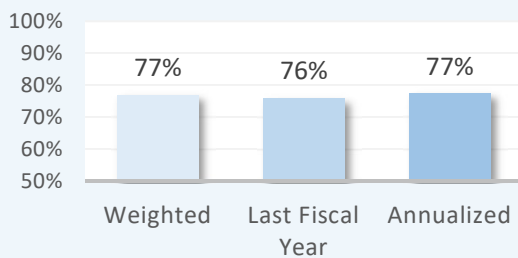
Year 4 Net to Owner After Debt

\$345,705

Year 5 Net to Owner After Debt

\$371,665

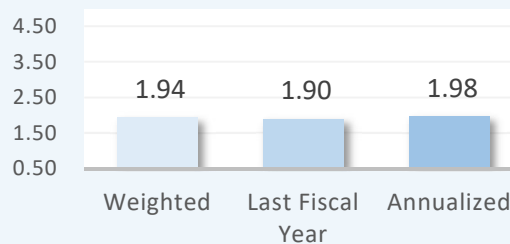
Price to Collections

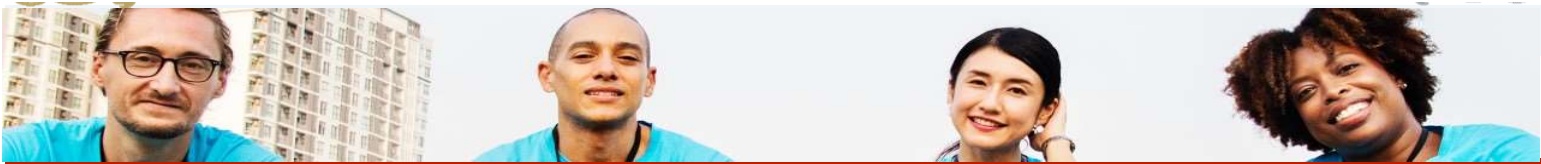


Price to EBITDA



Price to SDE





GENERAL OVERVIEW

Sedation

Nitrous Oxide	Yes
Conscious Sedation / Docs	No
Iv Sedation	No
Mercury Free	No

Business Information

Incorporated?	Yes
How Practice Started	Startup

General

Practice Management System
Recall System

Dentrix G4
Patient Activator

Hours of Operation

	Open	Lunch	Close
Monday	8:00 A	1 Hour	5:00 P
Tuesday	8:00 A	1 Hour	5:00 P
Wednesday	8:00 A	1 Hour	5:00 P
Thursday	8:00 A	1 Hour	5:00 P
Friday	Closed	Closed	Closed
Saturday	Closed	Closed	Closed
Sunday	Closed	Closed	Closed





REAL ESTATE

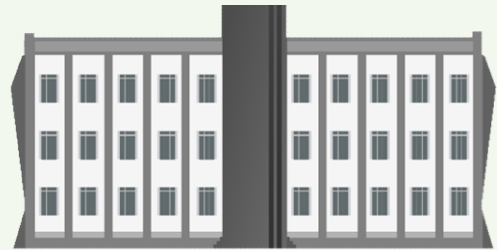


Building

Owned by Practice Owner	No
Available for Purchase	NA
Price	NA
ADA Accessible	Yes
Parking Spots	10

Current Lease

Term of Lease	Ends Feb 1 2021
Initial Date of Lease	Feb 1 2007
Monthly Rent	3750
Square Feet	2400



Operatories by User

Dentist



2

Hygienist



2

Available
Plumbed



1

Available
Unplumbed



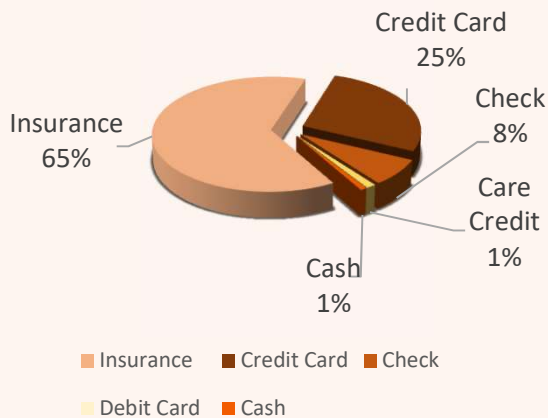
0

Dentist's dominant hand: **Left**

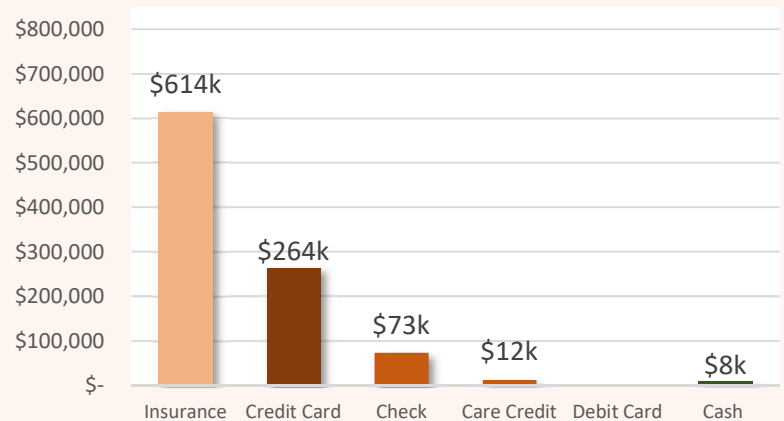


PATIENT INFORMATION

Patient Payments 2018



Patient Payments 2018

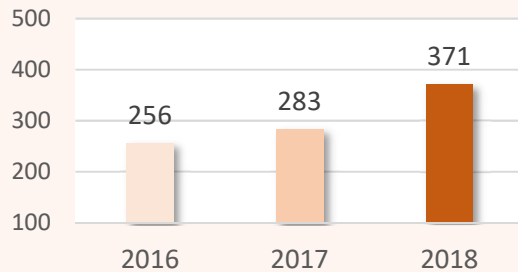


Total Estimated Active Patients

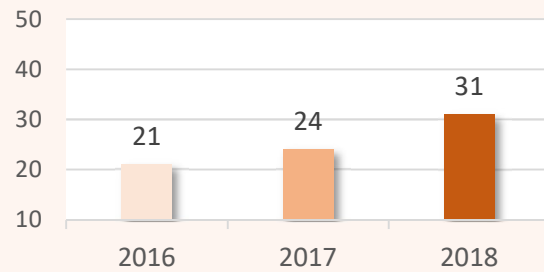
Patients (Last 24 Months)	2,650
Patients (Last 18 Months)	2,500
Patients (Last 12 Months)	1,667
Patients (Last 6 Months)	833
Avg. New Patients / Month	25

PATIENT INFORMATION CONT.

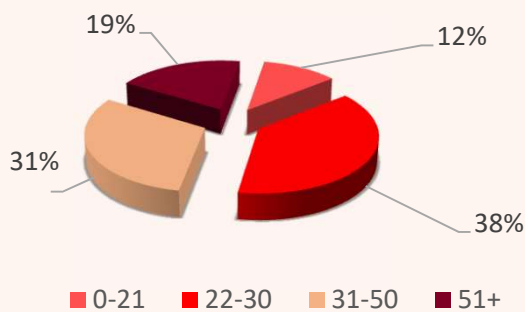
Number of New Patients per Year



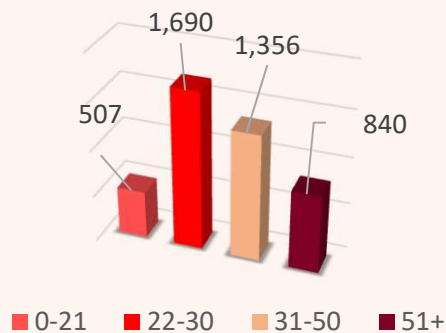
Average New Patients Per Month



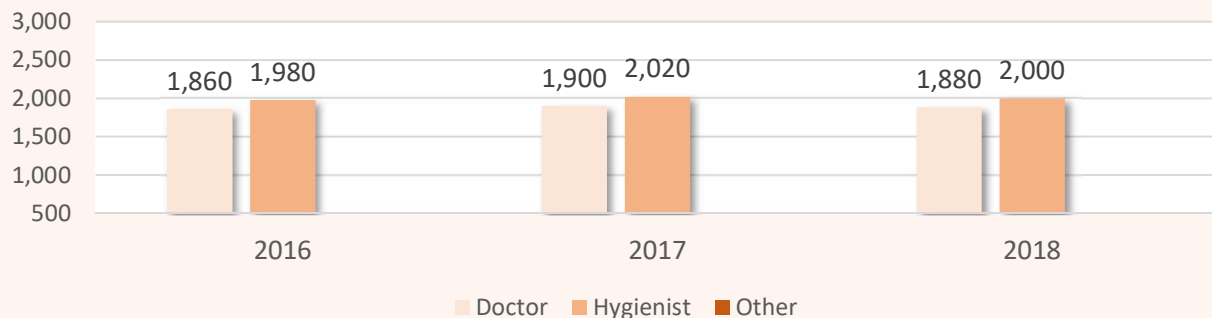
Age Group Percentage



Age Group Totals



Patient Visits Per Year by Provider Type



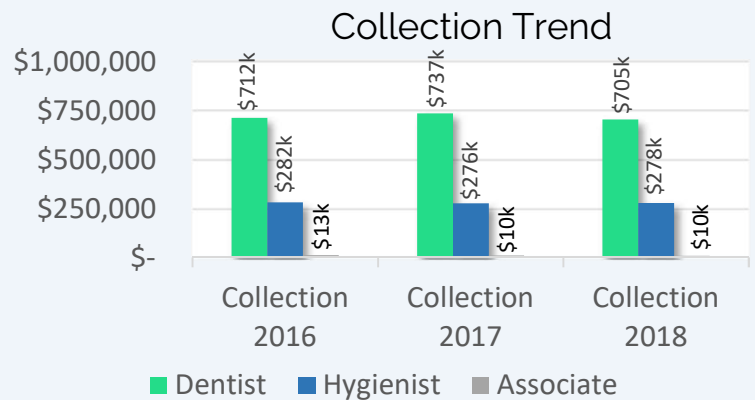
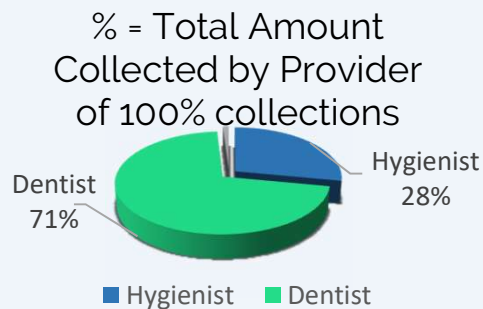


KPIs

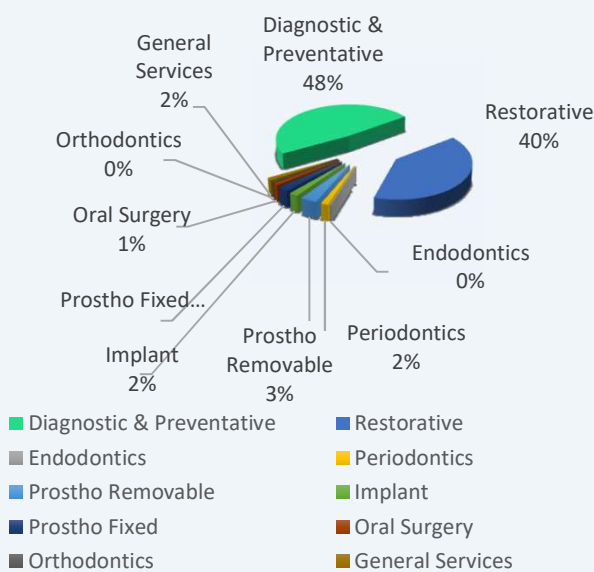
Collections Data

Collections from Hygiene 2018

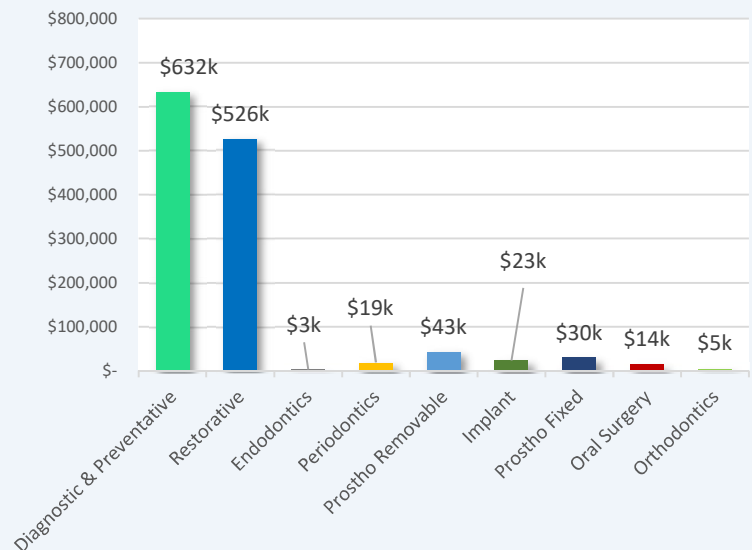
\$278,000.00



2018 Percentage of Production by Procedure



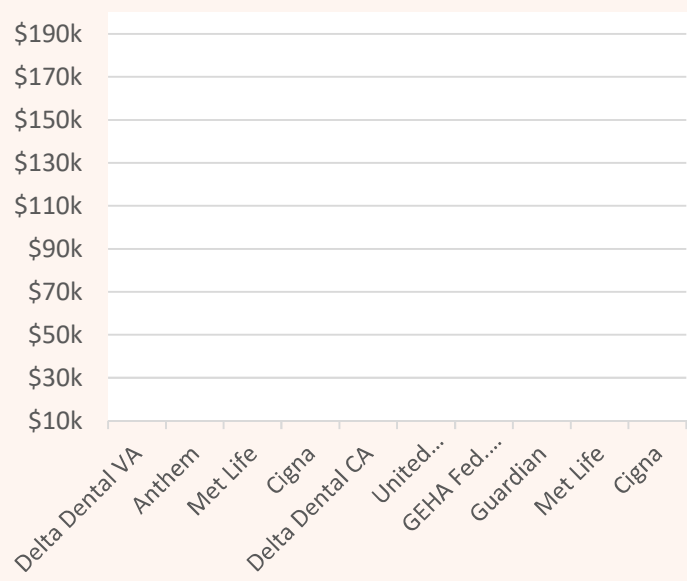
2018 Production by Procedure



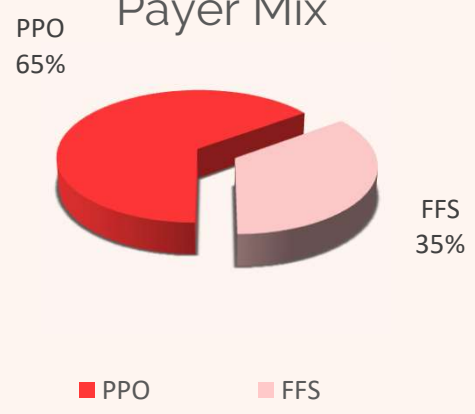


PAYER INFORMATION

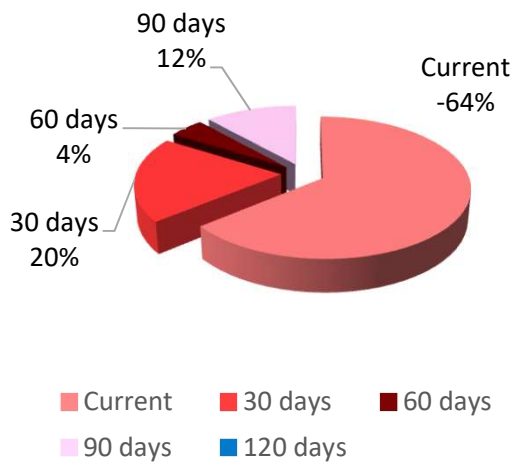
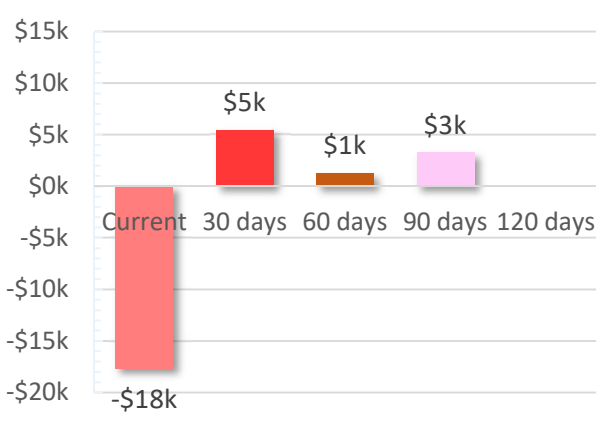
Insurance Payments by Company



Payer Mix



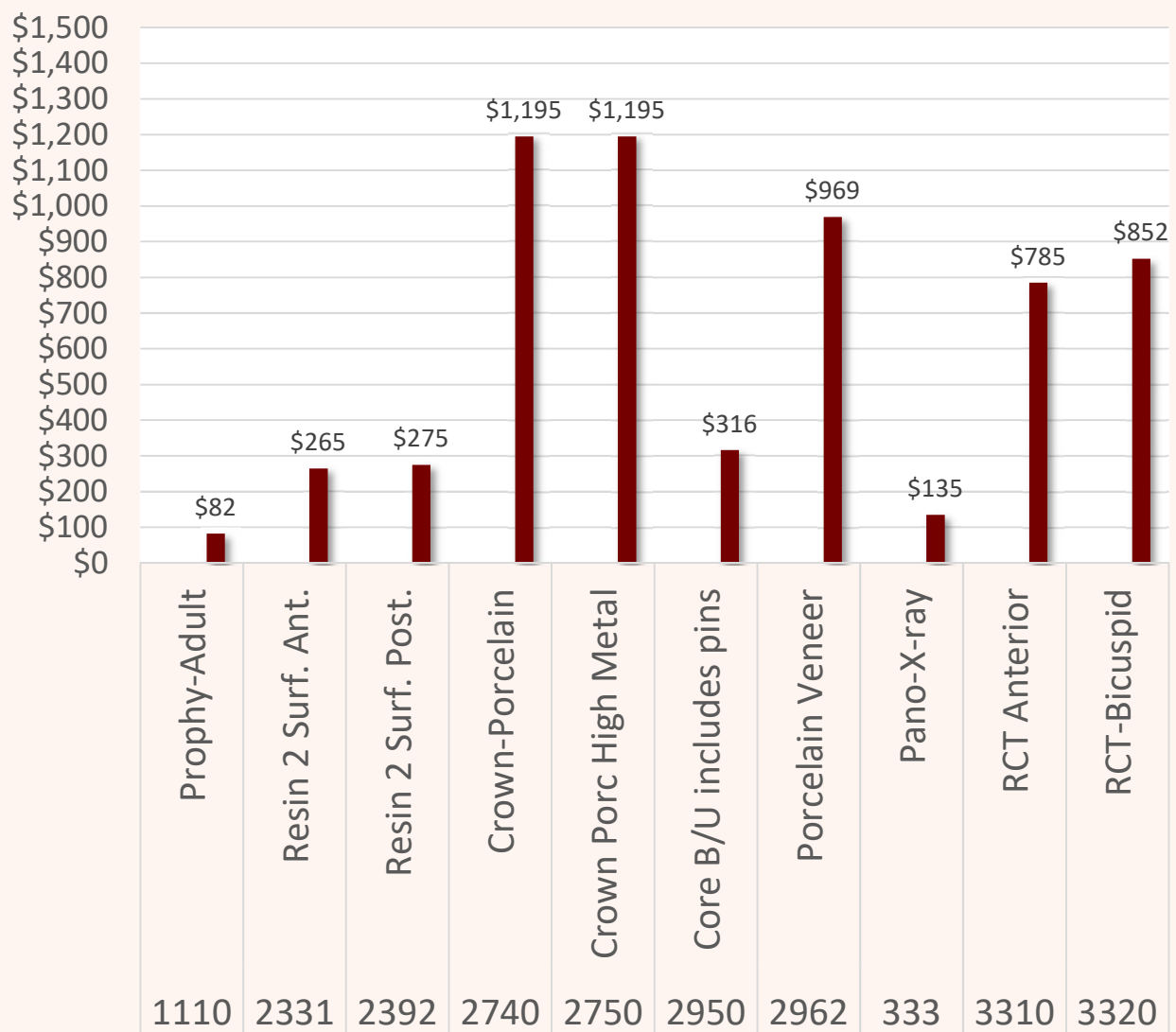
Accounts Receivable





PAYER INFORMATION CONT.

Current Fee Schedule



MISC.

Business Overview

Forgive Any Insurance Co-Payments?	No
Annual Owner Health Insurance:	\$ 35,320
Annual Owner Life Insurance:	\$ 3,100
Annual Owner Personal Benefits:	\$ 4,240
Total Annual Expense For Insurance:	\$ 56,820
Annual Staff Payroll Tax:	\$ 20,628
Annual Owner Payroll Tax:	\$ 11,867
Total Annual Payroll Tax:	\$ 32,495
Annual Ad Valorem/ Property Taxes:	\$ -
Annual Real Estate Taxes:	\$ -
Total Annual Expenses For Taxes:	\$ 32,497
Annual Staff Pension Expense:	\$ 500
Annual Owner Pension Expense:	\$ 1,270
Total Annual Expenses For Pension:	\$ 1,770

Compliance



Lawsuit Free

Better Business Bureau

Compliant



Historical Income Statement

Revenue

	2015		2016		2017		2018	
	\$	%	\$	%	\$	%	\$	%
Owner Doctor 1		#DIV/o!	\$725,337	72%	\$747,520	73%	\$714,199	72%
Owner Doctor 2	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Owner Doctor 3	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Associate 1	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Associate 2	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Associate 3	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Associate 4	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Hygienist 1		#DIV/o!	\$282,075	28%	\$276,333	27%	\$277,744	28%
Hygienist 2	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Hygienist 3	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Hygienist 4	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Hygienist 5	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Practice Net Collections	\$0	#DIV/o!	\$1,007,412	100%	\$1,023,853	100%	\$991,943	100%
Growth Rate				#DIV/o!		102%		97%

Expenses

	2015		2016		2017		2018	
	\$	%	\$	%	\$	%	\$	%
Team Salaries & Wages		#DIV/o!	\$342,426	34%	\$329,563	32%	\$351,687	35%
Doctor's Salary & Wages		#DIV/o!	\$229,627	23%	\$276,841	27%	\$308,784	31%
Dental Supplies		#DIV/o!	\$102,284	10%	\$67,044	7%	\$105,134	11%
Lab Bills		#DIV/o!	\$64,004	6%	\$70,492	7%	\$54,353	5%
Rent		#DIV/o!	\$46,118	5%	\$49,437	5%	\$49,509	5%
Repairs & Maintenance		#DIV/o!	\$3,182	0%	\$7,157	1%	\$8,856	1%
Marketing & Advertising		#DIV/o!	\$3,336	0%	\$8,260	1%	\$5,247	1%
Utilities		#DIV/o!	\$23,408	2%	\$21,131	2%	\$11,816	1%
Insurance		#DIV/o!	\$13,248	1%	\$3,179	0%	\$8,844	1%
Taxes, Licenses, and Fees		#DIV/o!	\$14,236	1%	\$18,641	2%	\$15,390	2%
Auto & Travel		#DIV/o!	\$5,100	1%	\$1,244	0%	\$3,064	0%
Other		#DIV/o!	\$3,150	0%	\$60,014	6%	\$7,937	1%
Total Overhead	\$0	#DIV/o!	\$850,119	84%	\$913,003	89%	\$930,621	94%



Adjustments

	2015		2016		2017		2018	
	\$	%	\$	%	\$	%	\$	%
Variable Operating Expenses								
Associate Salaries	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Total Staff Salaries	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Staff Expenses	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Office Staff Salaries	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Hygienist Salaries	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Lab Technician Salaries	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Contract Labor	\$0	#DIV/o!	\$17,577	2%	\$13,703	1%	\$13,367	1%
Staff Insurance	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Staff Pension	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Staff Fringe Benefits	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Staff Payroll Tax	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Total Staff Expense	\$0	#DIV/o!	\$17,577	2%	\$13,703	1%	\$13,367	1%
Officer/Owner Salary	\$0	#DIV/o!	-\$40,090	-4%	-\$4,842	0%	\$16,314	2%
Officer/Owner Payroll Tax	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Officer/Owner Pension	\$0	#DIV/o!	\$25,564	3%	\$25,564	2%	\$29,200	3%
Officer/Owner Personal Insurance	\$0	#DIV/o!	\$26,552	3%	\$31,863	3%	\$35,320	4%
Laboratory Expense	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Clinical Supplies	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Office Supplies	\$0	#DIV/o!	\$0	0%	\$0	0%	\$13,000	1%
Postage	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Reserve For Replacement	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Payroll Expense	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Travel	\$0	#DIV/o!	\$5,100	1%	\$0	0%	\$3,064	0%
Other Variable Expenses	\$0	#DIV/o!	\$0	0%	\$14,757	1%	-\$1	0%
	\$0	#DIV/o!	\$34,703	3%	\$81,045	8%	\$110,264	11%
Total Variable Operating Expenses								
	2015		2016		2017		2018	
	\$	%	\$	%	\$	%	\$	%
Fixed Operating Expenses								
Rent	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Real Estate Taxes/Insurance	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Building Repairs	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Utilities	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Telephone	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Legal & Professional Fees	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Practice Insurance	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Ad Valorem Tax	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Practice Taxes And Licenses	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Continuing Education	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%



Business Entertainment	\$0	#DIV/o!	\$0	0%	\$1,244	0%	\$0	0%
Automobile Expense	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Gifts	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Advertising	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Dues & Subscriptions	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Bank Charges & Fees	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Uniforms & Laundry	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Janitorial Service	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Security Service	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Pest Control	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Contributions	\$0	#DIV/o!	\$0	0%	\$0	0%	\$500	0%
Equipment Rental & Repair	\$0	#DIV/o!	\$0	0%	\$0	0%	\$0	0%
Other Fixed Expenses	\$0	#DIV/o!	\$0	0%	\$0	0%	\$389	0%
Total Fixed Expenses	\$0	#DIV/o!	\$0	0%	\$1,244	0%	\$889	0%
Total Operating Expenses	\$0	#DIV/o!	\$34,703	3%	\$82,289	8%	\$111,153	11%
Change in Operating Expenses								

EBITDA								
	2015		2016		2017		2018	
	\$	%	\$	%	\$	%	\$	%
	\$0	#DIV/o!	\$177,338	18%	\$179,407	18%	\$172,475	17%
Growth Rate				#DIV/o!		1%		-4%



Proforma

12/31/2018						
	\$	%	\$	%	\$	%
	Annualized	Year 1	Year 2	Year 3	Year 4	Year 5
Collections	\$991,943	\$1,021,701	\$1,052,352	\$1,083,923	\$1,116,441	\$1,149,934
<i>Growth Rate</i>	0	3.0%	3.0%	3.0%	3.0%	3.0%
Allocation of Collections						
Doctor Collections						
Owner Doctor 1	72.0%	68.0%	68.0%	68.0%	68.0%	68.0%
Owner Doctor 2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Owner Doctor 3	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Doctor Collections	72.0%	68.0%	68.0%	68.0%	68.0%	68.0%
Associate Collections						
Associate 1	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Associate 2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Associate 3	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Associate 4	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Associate Collections	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Hygienist Collections						
Hygienist 1	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%
Hygienist 2	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Hygienist 3	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Hygienist 4	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Hygienist 5	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Hygienist Collections	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%
Total	100.0%	96.0%	96.0%	96.0%	96.0%	96.0%
Income Statement						
Income						
Doctor Collections						
Owner Doctor 1	\$714,199	\$694,757	\$715,600	\$737,068	\$759,180	\$781,955
Owner Doctor 2	\$0	\$0	\$0	\$0	\$0	\$0
Owner Doctor 3	\$0	\$0	\$0	\$0	\$0	\$0
Total Doctor Collections	\$714,199	\$694,757	\$715,600	\$737,068	\$759,180	\$781,955
Associate Collections						
Associate 1	\$0	\$0	\$0	\$0	\$0	\$0
Associate 2	\$0	\$0	\$0	\$0	\$0	\$0
Associate 3	\$0	\$0	\$0	\$0	\$0	\$0
Associate 4	\$0	\$0	\$0	\$0	\$0	\$0
Total Associate Collections	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist Collections						
Hygienist 1	\$277,744	\$286,076	\$294,659	\$303,498	\$312,603	\$321,981

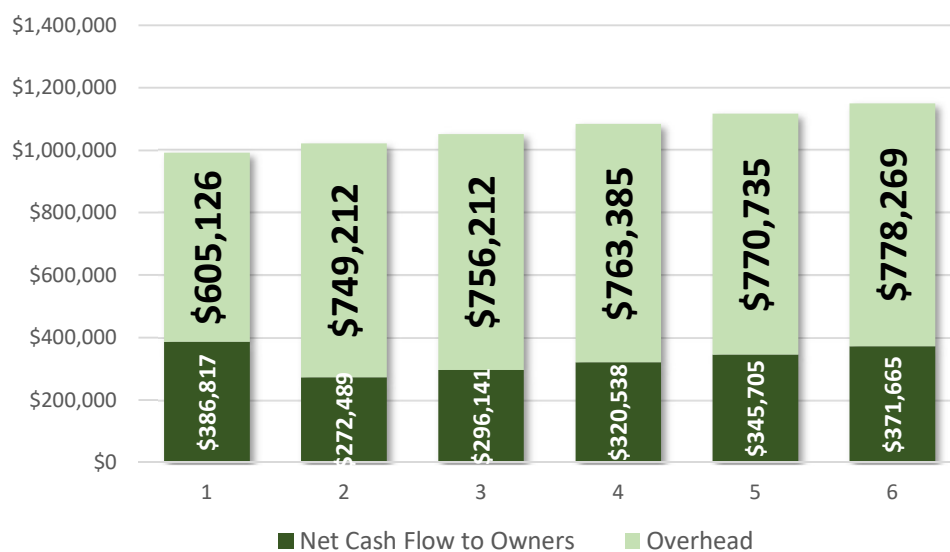


Hygienist 2	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 3	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 4	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 5	\$0	\$0	\$0	\$0	\$0	\$0
Total Hygienist Collections	\$277,744	\$286,076	\$294,659	\$303,498	\$312,603	\$321,981
Refunds	\$0	\$0	\$0	\$0	\$0	\$0
Total	\$991,943	\$980,833	\$1,010,258	\$1,040,566	\$1,071,783	\$1,103,936
Expenses						
Compensation						
Owner Doctor 1	\$214,260	\$208,427	\$214,680	\$221,120	\$227,754	\$234,586
Owner Doctor 2	\$0	\$0	\$0	\$0	\$0	\$0
Owner Doctor 3	\$0	\$0	\$0	\$0	\$0	\$0
Associate 1	\$0	\$0	\$0	\$0	\$0	\$0
Associate 2	\$0	\$0	\$0	\$0	\$0	\$0
Associate 3	\$0	\$0	\$0	\$0	\$0	\$0
Associate 4	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 1	\$111,098	\$114,431	\$117,863	\$121,399	\$125,041	\$128,793
Hygienist 2	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 3	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 4	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 5	\$0	\$0	\$0	\$0	\$0	\$0
Total Staff Expense	\$227,222	\$227,222	\$227,222	\$227,222	\$227,222	\$227,222
Dental Supplies	\$77,394	\$78,168	\$78,950	\$79,739	\$80,537	\$81,342
Lab Bills	\$54,353	\$54,897	\$55,445	\$56,000	\$56,560	\$57,126
Rent	\$49,509	\$50,499	\$51,509	\$52,539	\$53,590	\$54,662
Depreciation	\$15,000	\$21,886	\$21,886	\$21,886	\$21,886	\$21,886
Amortization	\$1,777	\$40,853	\$40,853	\$40,853	\$40,853	\$40,853
Marketing/Advertising	\$5,247	\$5,247	\$5,247	\$5,247	\$5,247	\$5,247
Office Supplies	\$14,740	\$14,740	\$14,740	\$14,740	\$14,740	\$14,740
Miscellaneous	\$65,645	\$65,645	\$65,645	\$65,645	\$65,645	\$65,645
Total Expenses	\$819,468	\$819,276	\$831,302	\$843,652	\$856,336	\$869,363
EBITDA	\$172,475	\$161,558	\$178,956	\$196,914	\$215,447	\$234,574
Depreciation	\$15,000	\$21,886	\$21,886	\$21,886	\$21,886	\$21,886
Amortization	\$1,777	\$40,853	\$40,853	\$40,853	\$40,853	\$40,853
EBIT	\$155,698	\$98,819	\$116,217	\$134,174	\$152,708	\$171,835
Net Interest Expense	\$0	\$36,924	\$33,825	\$30,568	\$27,144	\$23,545
Net Interest Income	\$82	\$0	\$0	\$0	\$0	\$0
Other Income/ (Expense)	\$0	\$0	\$0	\$0	\$0	\$0
Pre Tax Income	\$155,780	\$61,894	\$82,392	\$103,606	\$125,564	\$148,290
Income Taxes	\$0	\$0	\$0	\$0	\$0	\$0
Net Income (Loss)	\$155,780	\$61,894	\$82,392	\$103,606	\$125,564	\$148,290
Entrepreneurial Profit						
Net Income (Loss)	\$155,780	\$61,894	\$82,392	\$103,606	\$125,564	\$148,290
Depreciation	\$15,000	\$21,886	\$21,886	\$21,886	\$21,886	\$21,886
Amortization	\$1,777	\$40,853	\$40,853	\$40,853	\$40,853	\$40,853



Principal	\$0	\$60,571	\$63,670	\$66,927	\$70,352	\$73,951
Entrepreneurial Profit	\$172,557	\$64,062	\$81,461	\$99,418	\$117,951	\$137,078
Valuation Estimation						
4.00	\$689,901	\$646,230	\$715,825	\$787,654	\$861,787	\$938,294
4.10	\$707,149	\$662,386	\$733,721	\$807,345	\$883,332	\$961,752
Total Owner Compensation						
Owner Clinical Comp	\$214,260	\$208,427	\$214,680	\$221,120	\$227,754	\$234,586
Tax Impact	\$0	\$0	\$0	\$0	\$0	\$0
Entrepreneurial Profit	\$172,557	\$64,062	\$81,461	\$99,418	\$117,951	\$137,078
Net Cash Flow to Owners	\$386,817	\$272,489	\$296,141	\$320,538	\$345,705	\$371,665

Revenue



Collections	\$991,943	\$1,021,701	\$1,052,352	\$1,083,923	\$1,116,441	\$1,149,934
Net Cash Flow to Owners	\$386,817	\$272,489	\$296,141	\$320,538	\$345,705	\$371,665
Overhead	\$605,126	\$749,212	\$756,212	\$763,385	\$770,735	\$778,269

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