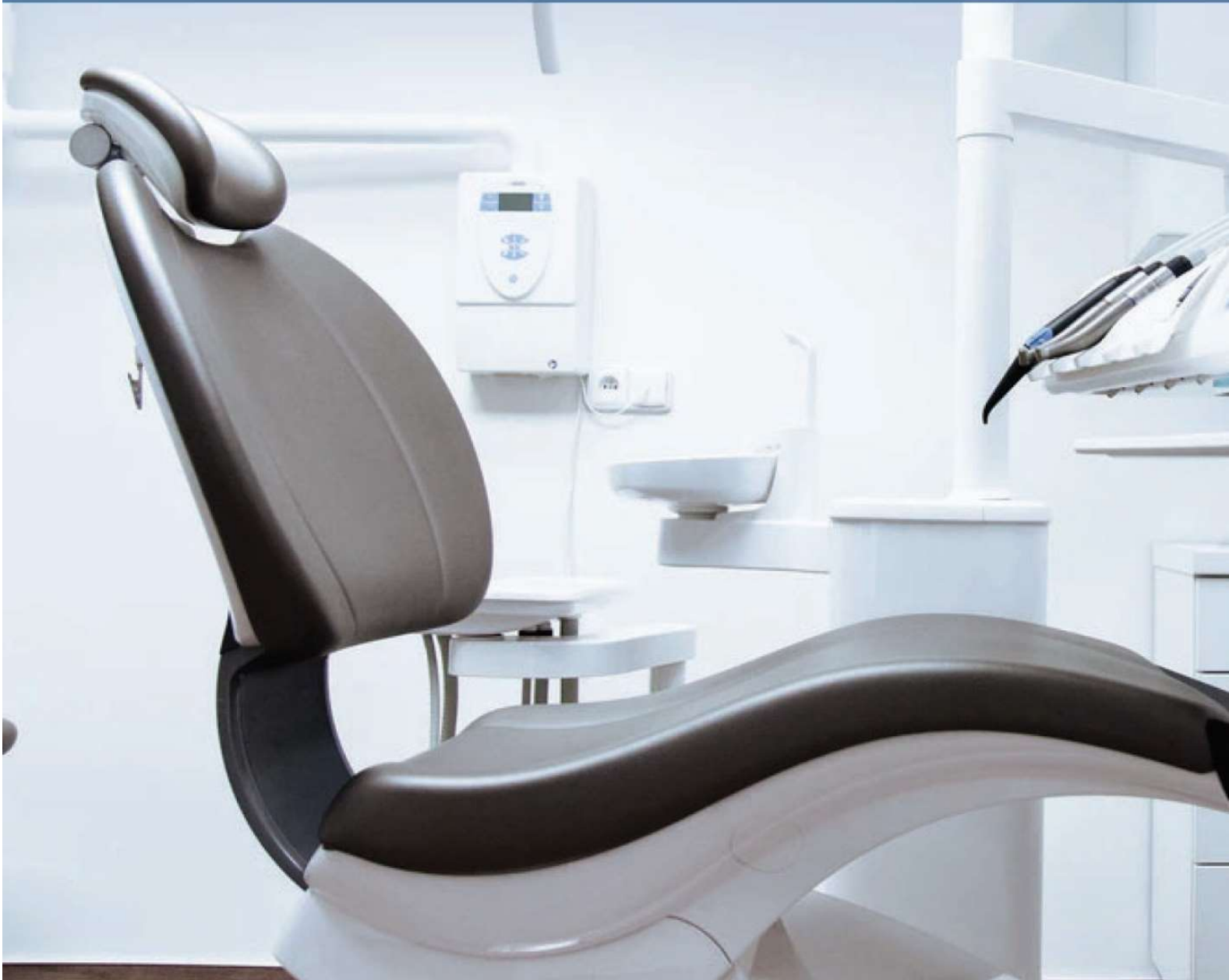




VIRGINIA'S LEADING DENTAL TRANSITION TEAM





DENTAL PRACTICE OVERVIEW

Long-established General Practice in the
Beautiful Roanoke Virginia Area!



Founded:

2013

Specialty:

GP





COST OF PURCHASE BREAKDOWN

Purchase Information

Purchase Price

\$305,000

Annual Loan Amount

\$38,820

Year 1 Net to Owner After Debt

\$204,565

Year 2 Net to Owner After Debt

\$228,166

Year 3 Net to Owner After Debt

\$252,979

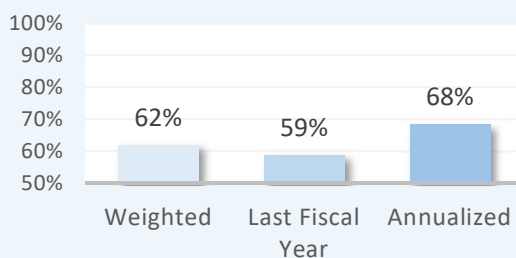
Year 4 Net to Owner After Debt

\$279,066

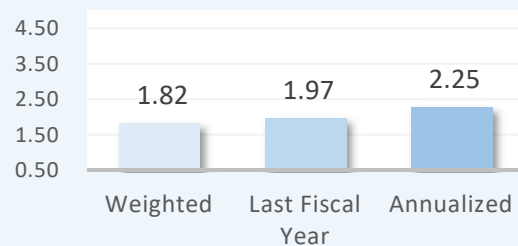
Year 5 Net to Owner After Debt

\$306,489

Price to Collections



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	Purchase

General

Practice Management System
Recall System

EagleSoft
EagleSoft

Hours of Operation

	Open	Lunch	Close
Monday	8:30 A	1/2 Hour	5:00 P
Tuesday	8:30 A	1/2 Hour	5:00 P
Wednesday	8:30 A	1/2 Hour	5:00 P
Thursday	8:30 A	1/2 Hour	5:00 P
Friday	NA	NA	NA
Saturday	NA	NA	NA
Sunday	NA	NA	NA





REAL ESTATE

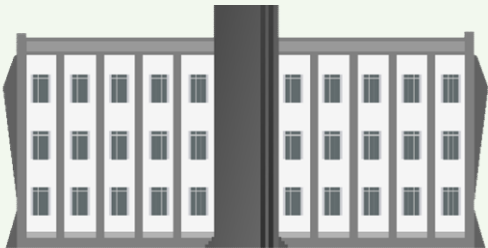


Building

Owned by Practice Owner	Yes
Available for Purchase	Yes
Price	295K
ADA Accessible	Yes
Parking Spots	17

Current Lease

Term of Lease	Ends NA
Initial Date of Lease	NA
Monthly Rent	NA
Square Feet	2880



Operatories by User

Dentist

Hygienist

Available
Plumbed

Available
Unplumbed



2



2



1



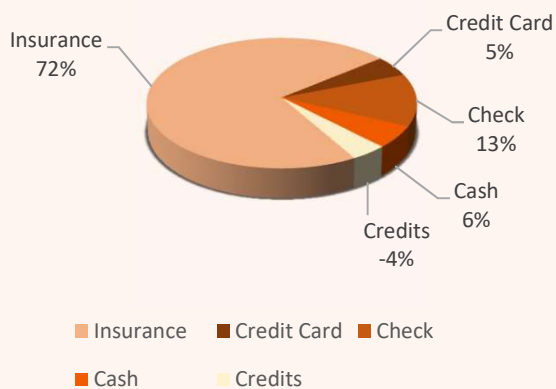
0

Dentist's dominant hand: **Right**

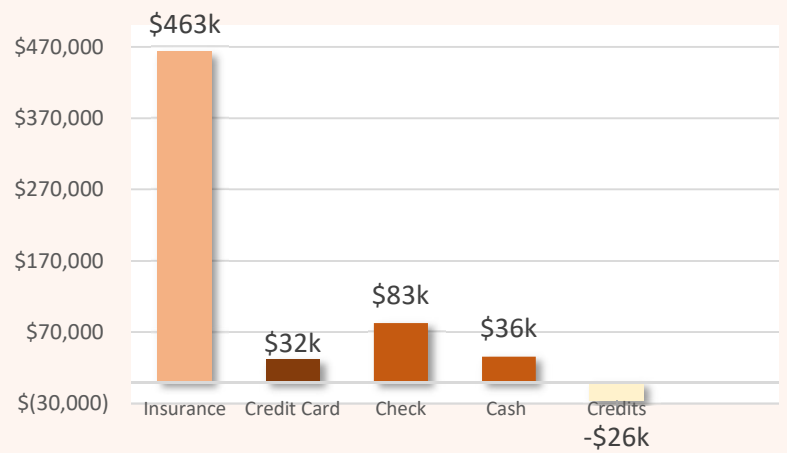


PATIENT INFORMATION

Patient Payments 2018



Patient Payments 2018



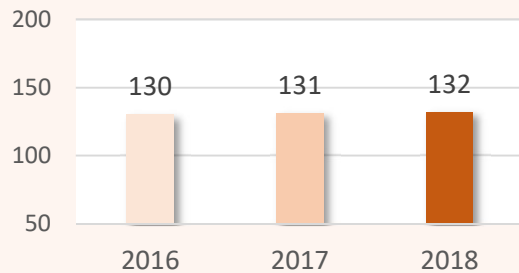
Total Estimated Active Patients

Patients (Last 24 Months)	4,400
Patients (Last 18 Months)	3,300
Patients (Last 12 Months)	2,200
Patients (Last 6 Months)	1,100
Avg. New Patients / Month	11

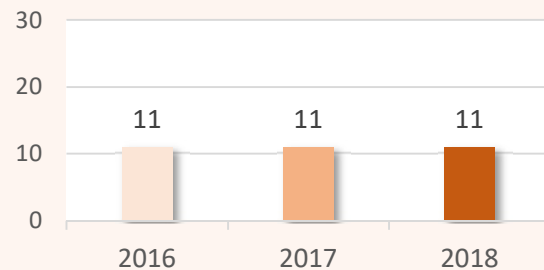


PATIENT INFORMATION CONT.

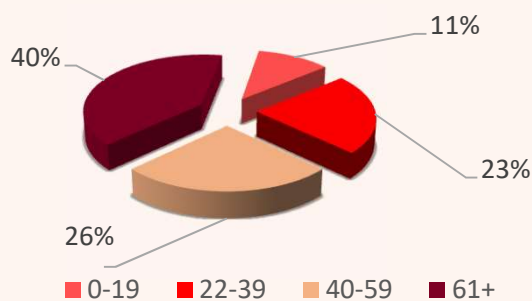
Number of New Patients per Year



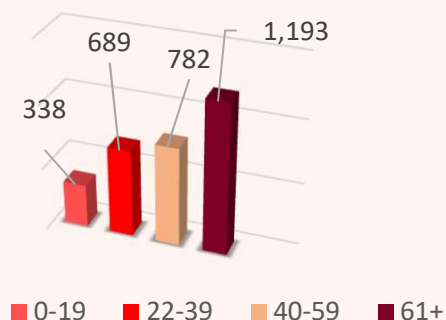
Average New Patients Per Month



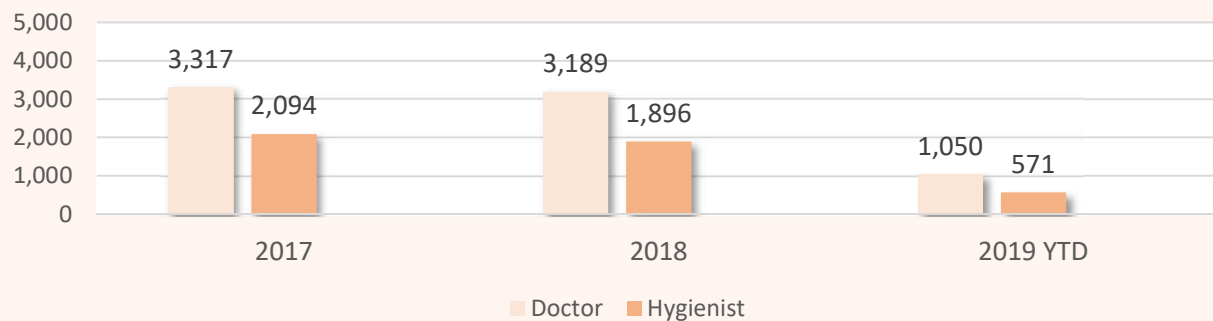
Age Group Percentage



Age Group Totals



Patient Visits Per Year by Provider Type





KPIs

Collections Data

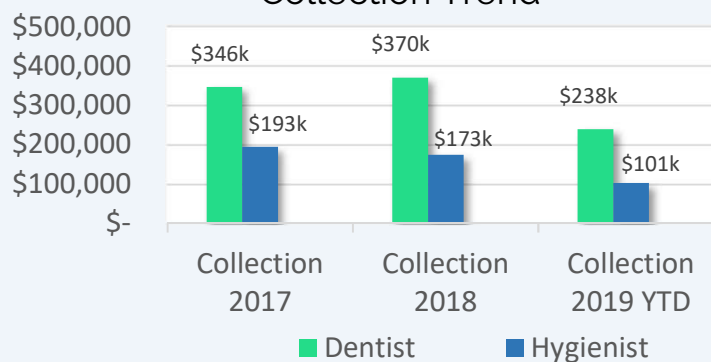
Collections from Hygiene YTD 2019

\$101,000.00

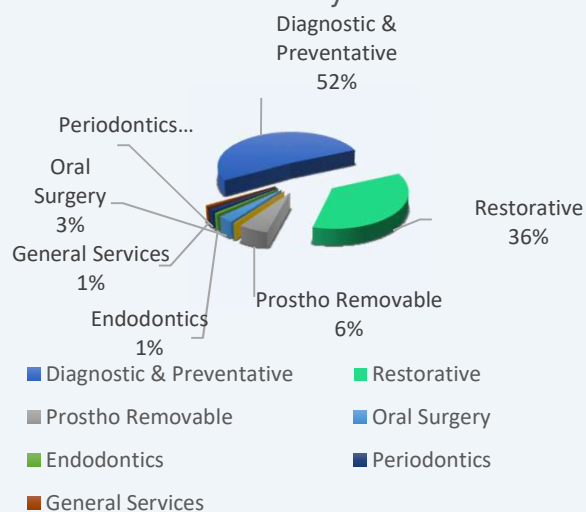
% = Total Amount
Collected by Provider
of 100% of Collections



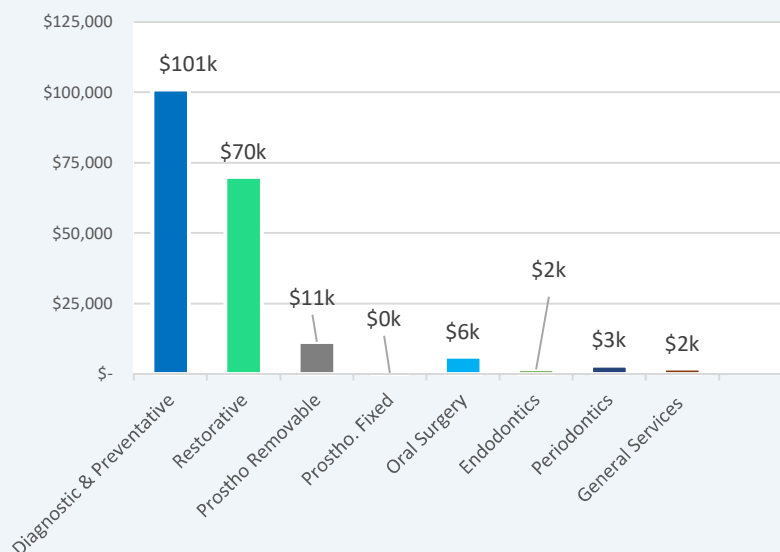
Collection Trend



2019 YTD Percentage of Production by Procedure



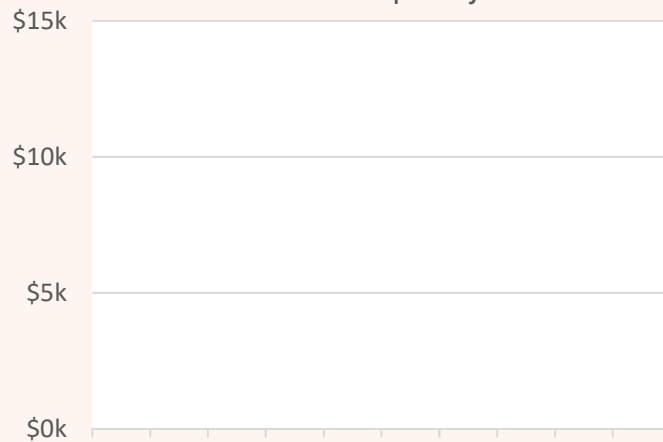
2019 YTD Production by Procedure



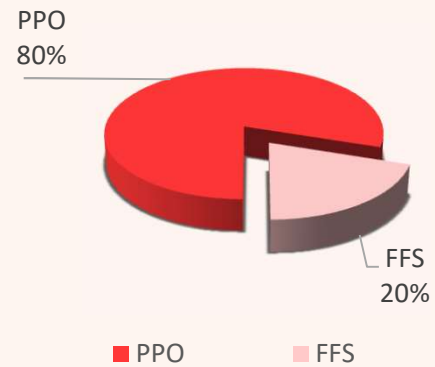


PAYER INFORMATION

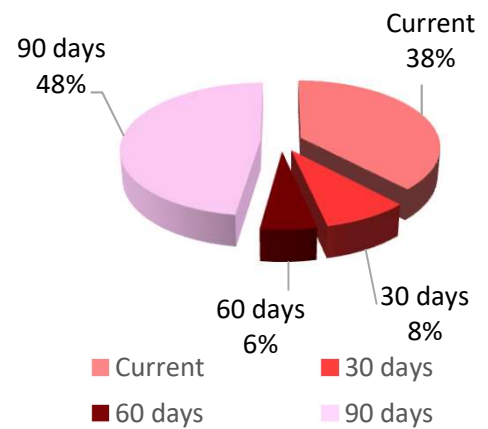
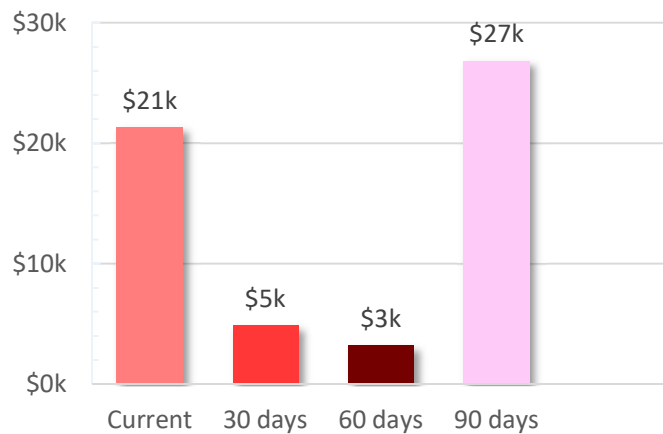
Insurance Payments by Company



Payer Mix



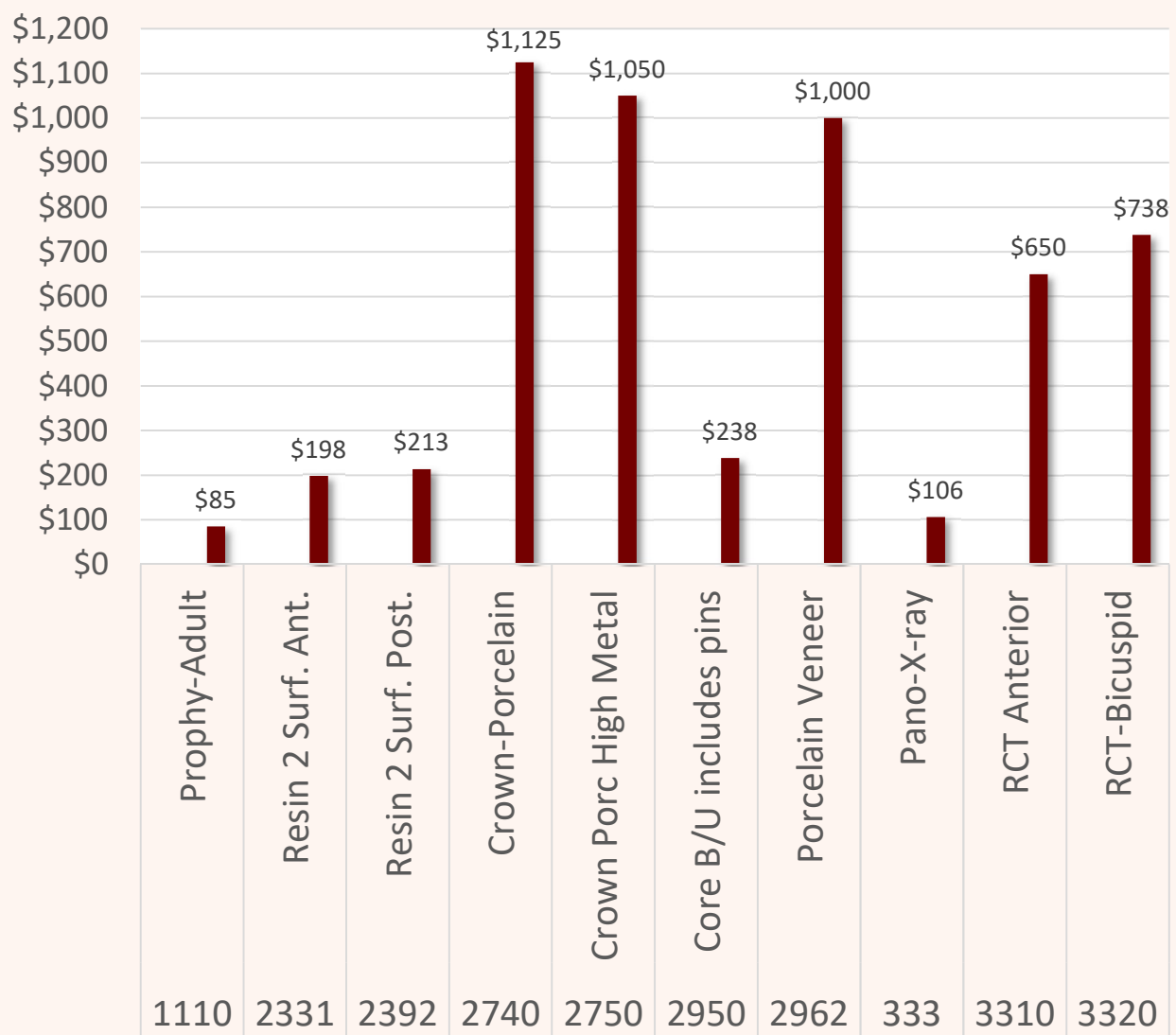
Accounts Receivable





PAYER INFORMATION CONT.

Current Fee Schedule



MISC.

Business Overview

Forgive Any Insurance Co-Payments?	No
Annual Staff Health Insurance	\$2,500
Annual Owner Health Insurance:	NA
Annual Owner Malpractice Insurance:	\$2,000
Annual Owner Personal Benefits:	\$5,157
Total Annual Expense For Insurance:	\$9,657
Annual Staff Payroll Tax:	\$21,000
Annual Owner Payroll Tax:	NA
Total Annual Payroll Tax:	\$21,000
Annual Ad Valorem/ Property Taxes:	NA
Annual Real Estate Taxes:	\$5,854
Total Annual Expenses For Taxes:	\$26,854
Annual Staff Pension Expense:	NA
Annual Owner Pension Expense:	NA
Total Annual Expenses For Pension:	NA

Compliance

  Lawsuit Free Better Business Bureau	Compliant    
--	--

Historical Income Statement

Revenue

	2016		2017		2018		2019	
	\$	%	\$	%	\$	%	\$	%
Owner Doctor 1	\$339,485	64%	\$348,800	64%	\$332,200	64%	\$284,571	64%
Owner Doctor 2	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Owner Doctor 3	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Associate 1	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Associate 2	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Associate 3	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Associate 4	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Hygienist 1	\$95,400	18%	\$98,200	18%	\$93,261	18%	\$80,571	18%
Hygienist 2	\$47,700	9%	\$49,000	9%	\$46,331	9%	\$40,286	9%
Hygienist 3	\$47,700	9%	\$49,000	9%	\$46,331	9%	\$40,286	9%
Hygienist 4	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Hygienist 5	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Practice Net Collections	\$530,285	100%	\$545,000	100%	\$518,123	100%	\$445,714	100%
Growth Rate				103%		95%		86%

Expenses

	2016		2017		2018		2019	
	\$	%	\$	%	\$	%	\$	%
Team Salaries & Wages	\$194,574	37%	\$208,865	38%	\$204,243	39%	\$190,039	43%
Doctor's Salary & Wages	\$64,218	12%	\$70,204	13%	\$61,200	12%	\$0	0%
Dental Supplies	\$73,512	14%	\$81,284	15%	\$70,998	14%	\$51,670	12%
Lab Bills	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Rent	\$32,000	6%	\$24,000	4%	\$24,000	5%	\$14,229	3%
Repairs & Maintenance	\$26,720	5%	\$15,803	3%	\$25,305	5%	\$5,930	1%
Marketing & Advertising	\$4,762	1%	\$2,228	0%	\$2,152	0%	\$2,107	0%
Utilities	\$7,378	1%	\$10,443	2%	\$9,592	2%	\$9,406	2%
Insurance	\$3,795	1%	\$8,704	2%	\$14,041	3%	\$11,122	2%
Taxes, Licenses, and Fees	\$6,011	1%	\$11,556	2%	\$7,356	1%	\$13,193	3%
Auto & Travel	\$1,820	0%	\$4,306	1%	\$3,170	1%	\$1,562	0%
Other	\$40,005	8%	\$32,019	6%	\$29,502	6%	\$11,222	3%
Total Overhead	\$454,795	86%	\$469,412	86%	\$451,559	87%	\$310,479	70%



Adjustments

	2016		2017		2018		2019	
	\$	%	\$	%	\$	%	\$	%
Variable Operating Expenses								
Associate Salaries	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Total Staff Salaries	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Staff Expenses	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Office Staff Salaries	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Hygienist Salaries	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Lab Technician Salaries	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Contract Labor	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Staff Insurance	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Staff Pension	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Staff Fringe Benefits	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Staff Payroll Tax	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Total Staff Expense	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Officer/Owner Salary	-\$37,628	-7%	-\$34,436	-6%	-\$38,460	-7%	-\$85,371	-19%
Officer/Owner Payroll Tax	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Officer/Owner Pension	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Officer/Owner Personal Insurance	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Laboratory Expense	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Clinical Supplies	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Office Supplies	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Postage	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Reserve For Replacement	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Payroll Expense	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Travel	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Other Variable Expenses	\$0	0%	\$0	0%	\$0	0%	\$0	0%
	-\$37,628	-7%	-\$34,436	-6%	-\$38,460	-7%	-\$85,371	-19%
Total Variable Operating Expenses								
Fixed Operating Expenses								
Rent	\$10,000	2%	\$2,000	0%	\$2,000	0%	-\$7,771	-2%
Real Estate Taxes/Insurance	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Building Repairs	\$26,720	5%	\$15,803	3%	\$25,305	5%	\$5,930	1%
Utilities	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Telephone	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Legal & Professional Fees	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Practice Insurance	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ad Valorem Tax	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Practice Taxes And Licenses	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Continuing Education	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Business Entertainment	\$140	0%	\$179	0%	\$145	0%	\$1,349	0%
Automobile Expense	\$0	0%	\$0	0%	\$0	0%	\$0	0%



Gifts	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Advertising	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Dues & Subscriptions	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Bank Charges & Fees	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Uniforms & Laundry	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Janitorial Service	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Security Service	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Pest Control	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Contributions	\$0	0%	\$0	0%	\$0	0%	\$514	0%
Equipment Rental & Repair	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Other Fixed Expenses	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Total Fixed Expenses	\$36,860	7%	\$17,982	3%	\$27,450	5%	\$22	0%
Total Operating Expenses	-\$768	0%	-\$16,454	-3%	-\$11,010	-2%	-\$85,350	-19%
Change in Operating Expenses								

EBITDA

	2016		2017		2018		2019	
	\$	%	\$	%	\$	%	\$	%
	\$75,490	14%	\$75,588	14%	\$66,564	13%	\$135,235	30%
<i>Growth Rate</i>				0%		-12%		103%



Proforma

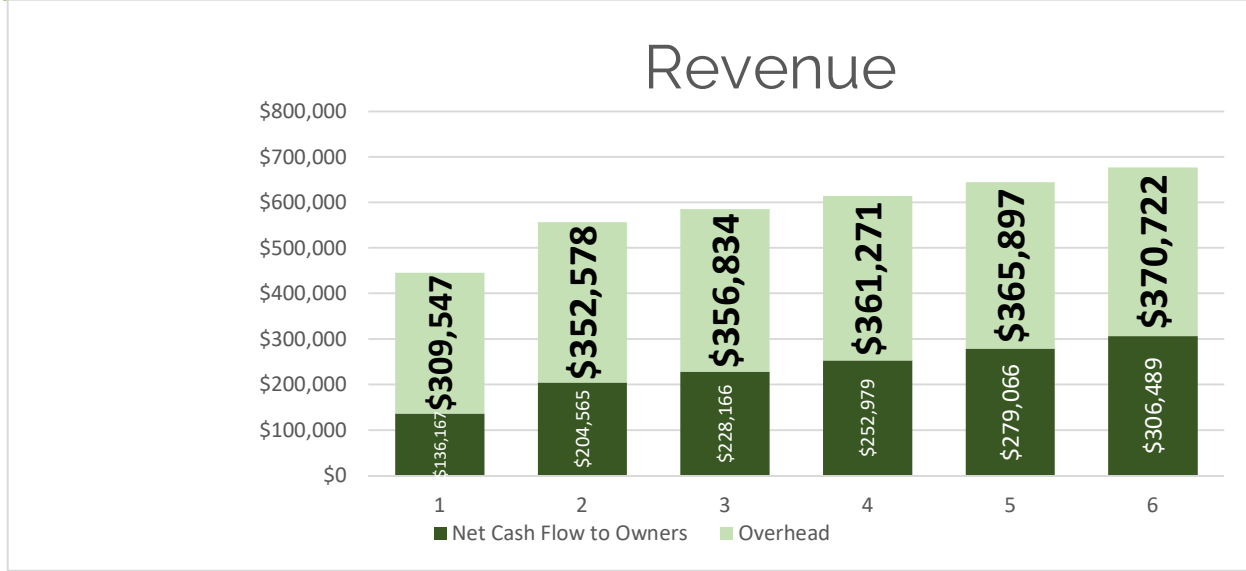
7/31/2019						
	\$	%	\$	%	\$	%
	Annualized	Year 1	Year 2	Year 3	Year 4	Year 5
Collections	\$445,714	\$557,143	\$585,000	\$614,250	\$644,963	\$677,211
Growth Rate	0	25.0%	5.0%	5.0%	5.0%	5.0%
Allocation of Collections						
Doctor Collections						
Owner Doctor 1	63.8%	70.0%	70.0%	70.0%	70.0%	70.0%
Owner 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	63.8%	70.0%	70.0%	70.0%	70.0%	70.0%
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	18.1%	30.0%	30.0%	30.0%	30.0%	30.0%
Hygienist 2	9.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Hygienist 3	9.0%	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	36.2%	30.0%	30.0%	30.0%	30.0%	30.0%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Income Statement						
Income						
Doctor Collections						
Owner Doctor 1	\$284,571	\$390,000	\$409,500	\$429,975	\$451,474	\$474,047
Owner Doctor 2	\$0	\$0	\$0	\$0	\$0	\$0
Owner Doctor 3	\$0	\$0	\$0	\$0	\$0	\$0
Total Doctor Collections	\$284,571	\$390,000	\$409,500	\$429,975	\$451,474	\$474,047
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	\$80,571	\$167,143	\$175,500	\$184,275	\$193,489	\$203,163
Hygienist 2	\$40,286	\$0	\$0	\$0	\$0	\$0



Hygienist 3	\$40,286	\$0	\$0	\$0	\$0	\$0
Hygienist 4	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 5	\$0	\$0	\$0	\$0	\$0	\$0
Total Hygienist Collections	\$161,143	\$167,143	\$175,500	\$184,275	\$193,489	\$203,163
Refunds	\$0	\$0	\$0	\$0	\$0	\$0
Total	\$445,714	\$557,143	\$585,000	\$614,250	\$644,963	\$677,211
Expenses						
Compensation						
Owner Doctor 1	\$85,371	\$117,000	\$122,850	\$128,993	\$135,442	\$142,214
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	\$32,229	\$66,857	\$70,200	\$73,710	\$77,396	\$81,265
Hygienist 2	\$16,114	\$0	\$0	\$0	\$0	\$0
Hygienist 3	\$16,114	\$0	\$0	\$0	\$0	\$0
Hygienist 4	\$0	\$0	\$0	\$0	\$0	\$0
Hygienist 5	\$0	\$0	\$0	\$0	\$0	\$0
Total Staff Expense	\$125,582	\$125,582	\$125,582	\$125,582	\$125,582	\$125,582
Dental Supplies	\$45,989	\$46,449	\$46,914	\$47,383	\$47,856	\$48,335
Lab Bills	\$0	\$0	\$0	\$0	\$0	\$0
Rent	\$22,000	\$22,440	\$22,889	\$23,347	\$23,814	\$24,290
Depreciation	\$0	\$8,714	\$8,714	\$8,714	\$8,714	\$8,714
Amortization	\$0	\$16,267	\$16,267	\$16,267	\$16,267	\$16,267
Marketing/Advertising	\$2,107	\$2,107	\$2,107	\$2,107	\$2,107	\$2,107
Office Supplies	\$5,681	\$5,681	\$5,681	\$5,681	\$5,681	\$5,681
Miscellaneous	\$44,642	\$44,642	\$44,642	\$44,642	\$44,642	\$44,642
Total Expenses	\$395,829	\$430,758	\$440,864	\$451,443	\$462,519	\$474,116
EBITDA	\$49,885	\$126,385	\$144,136	\$162,807	\$182,443	\$203,095
Depreciation	\$0	\$8,714	\$8,714	\$8,714	\$8,714	\$8,714
Amortization	\$0	\$16,267	\$16,267	\$16,267	\$16,267	\$16,267
EBIT	\$49,885	\$101,404	\$119,155	\$137,826	\$157,463	\$178,114
Net Interest Expense	\$0	\$14,702	\$13,468	\$12,171	\$10,808	\$9,375
Net Interest Income	\$910	\$0	\$0	\$0	\$0	\$0
Other Income/ (Expense)	\$0	\$0	\$0	\$0	\$0	\$0
Pre Tax Income	\$50,795	\$86,702	\$105,687	\$125,655	\$146,655	\$168,739
Income Taxes	\$0	\$0	\$0	\$0	\$0	\$0
Net Income (Loss)	\$50,795	\$86,702	\$105,687	\$125,655	\$146,655	\$168,739
Entreprenurial Profit						
Net Income (Loss)	\$50,795	\$86,702	\$105,687	\$125,655	\$146,655	\$168,739
Depreciation	\$0	\$8,714	\$8,714	\$8,714	\$8,714	\$8,714
Amortization	\$0	\$16,267	\$16,267	\$16,267	\$16,267	\$16,267
Principal	\$0	\$24,118	\$25,352	\$26,649	\$28,012	\$29,445



Valuation Estimation							
4.00		\$199,541	\$505,541	\$576,545	\$651,227	\$729,774	\$812,379
4.10		\$204,529	\$518,180	\$590,959	\$667,508	\$748,018	\$832,689
Total Owner Compensation							
Owner Clinical Comp		\$85,371	\$117,000	\$122,850	\$128,993	\$135,442	\$142,214
Tax Impact		\$0	\$0	\$0	\$0	\$0	\$0
Entrepreneurial Profit		\$50,795	\$87,565	\$105,316	\$123,987	\$143,623	\$164,275
Net Cash Flow to Owners		\$136,167	\$204,565	\$228,166	\$252,979	\$279,066	\$306,489



Collections	\$445,714	\$557,143	\$585,000	\$614,250	\$644,963	\$677,211
Net Cash Flow to Owners	\$136,167	\$204,565	\$228,166	\$252,979	\$279,066	\$306,489
Overhead	\$309,547	\$352,578	\$356,834	\$361,271	\$365,897	\$370,722

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