



VIRGINIA'S LEADING DENTAL TRANSITION TEAM





DENTAL PRACTICE OVERVIEW

Solo General Practice in Scenic Shenandoah Valley
Town



Founded: 1991

Specialty: General Practice



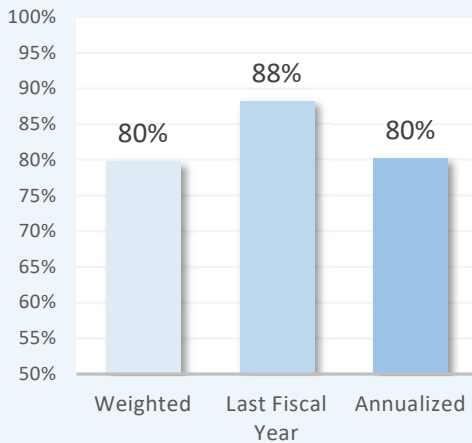


COST OF PURCHASE BREAKDOWN

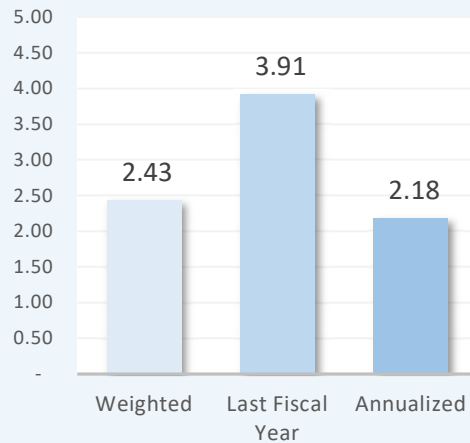
Purchase Information

Purchase Price	\$242,000
Annual Loan Amount	\$29,402
Year 1 Net to Owner After Debt	\$364,004
Year 2 Net to Owner After Debt	\$459,585
Year 3 Net to Owner After Debt	\$516,934
Year 4 Net to Owner After Debt	\$535,859
Year 5 Net to Owner After Debt	\$555,352

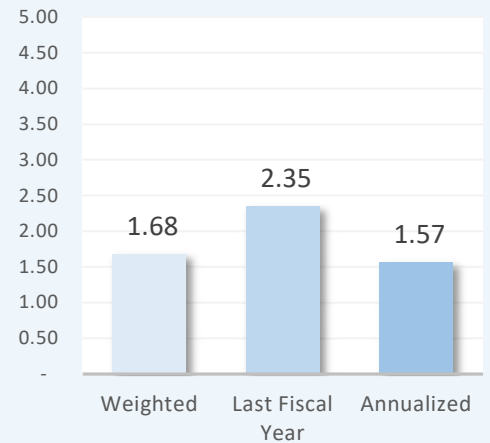
Price to Collections



Price to EBITDA



Price to TOI



Price to Net Outstanding Receivables:

19.0%



GENERAL OVERVIEW

Sedation

Nitrous Oxide	No
Conscious Sedation / DOCS	No
IV Sedation	No
Mercury Free	No

Business Information

Incorporated?	Yes
How Practice Started	Purchase

General

Practice Management System
Recall System

Dentrix

Patients are given a return appointment at each visit

Hours of Operation

	Open	Lunch	Close
Monday	8:00 A	30 Min	5:00 P
Tuesday	7:30 A	30 Min	5:00 P
Wednesday	7:30 A	30 Min	5:00 P
Thursday	7:30 A	30 Min	5:00 P
Friday	NA	NA	NA
Saturday	NA	NA	NA
Sunday	NA	NA	NA



REAL ESTATE

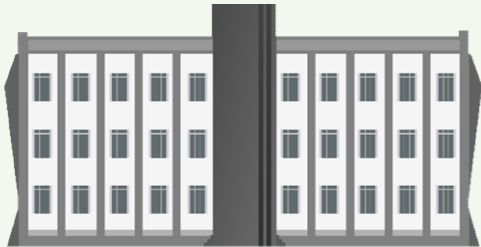


Building

Owned by Practice Owner	Yes
Available for Purchase	Yes
Price	TBD
ADA Accessible	Yes
Parking Spots	6

Current Lease

Term of Lease	N/A
Initial Date of Lease	N/A
Monthly Rent	4,000
Square Feet	2,000



Operatories by User

Dentist	Other Users	Available Plumbed	Available Unplumbed
			
3	0	2	0

Dentist's dominant hand: **Right**





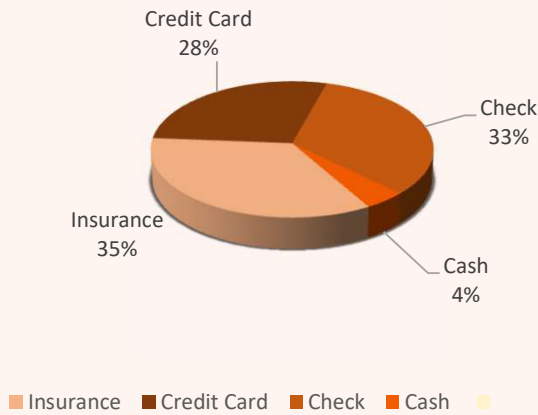
EQUIPMENT

<i>Equipment Type</i>	<i>Make</i>	<i>Model</i>	<i>Age (Years)</i>	<i>Quantity</i>
<i>Dental Chairs</i>	Pelton and Crane —	NA	20	3
<i>Dental Units</i>	NA		20	3
<i>Dental Lights</i>	Pelton and Crane		20	3
<i>X-Ray Sensors</i>	Schick		10	1
<i>CAD/CAMs</i>	NA	NA		0
<i>Panoramic X-Rays</i>	Cranex 2.5	NA	20	1
<i>Scanners</i>	NA	NA	0	0
<i>New Technology</i>	NA	NA	0	0

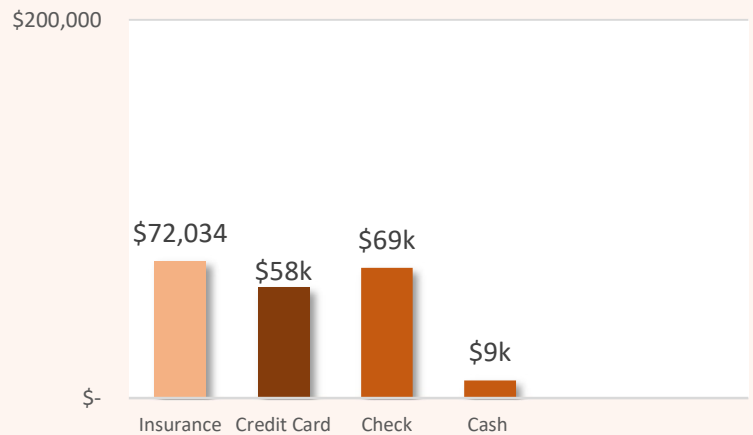


PATIENT INFORMATION

Patient Payments YTD 2021



Patient Payments YTD 2021

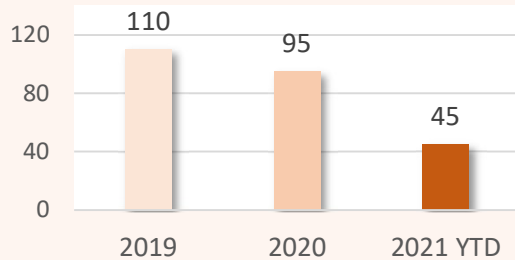


Total Estimated Active Patients

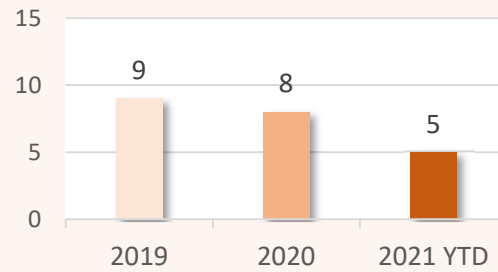
Patients (Last 24 Months)	1,667
Patients (Last 18 Months)	1,250
Patients (Last 12 Months)	833
Patients (Last 6 Months)	417
Avg. New Patients / Month	5

PATIENT INFORMATION CONT.

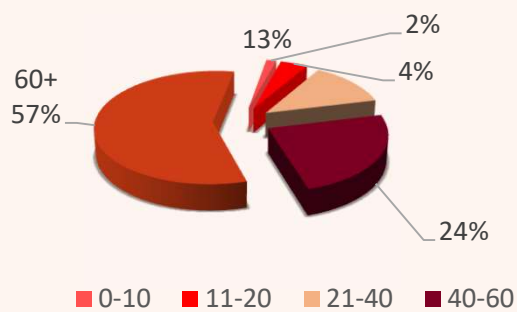
Number of New Patients per Year



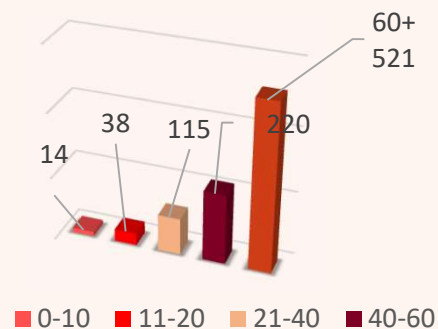
Average New Patients Per Month



Age Group Percentage



Age Group Totals



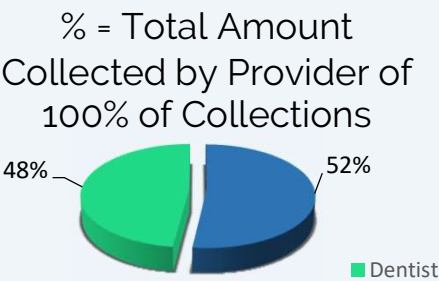


KPIs

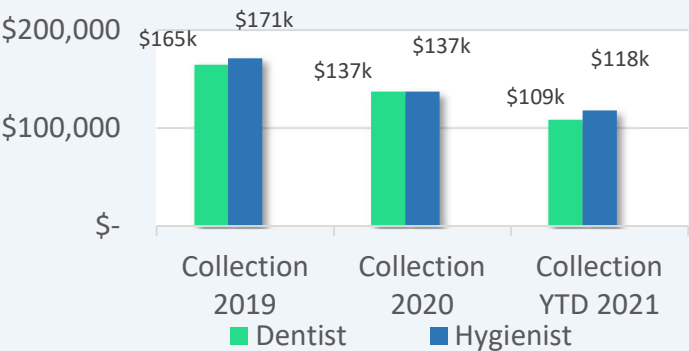
Collections Data

Collections from Hygiene YTD 2021

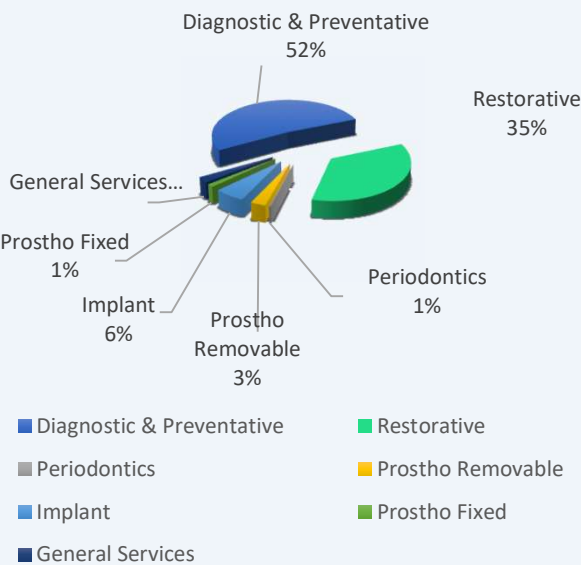
\$117,715.00



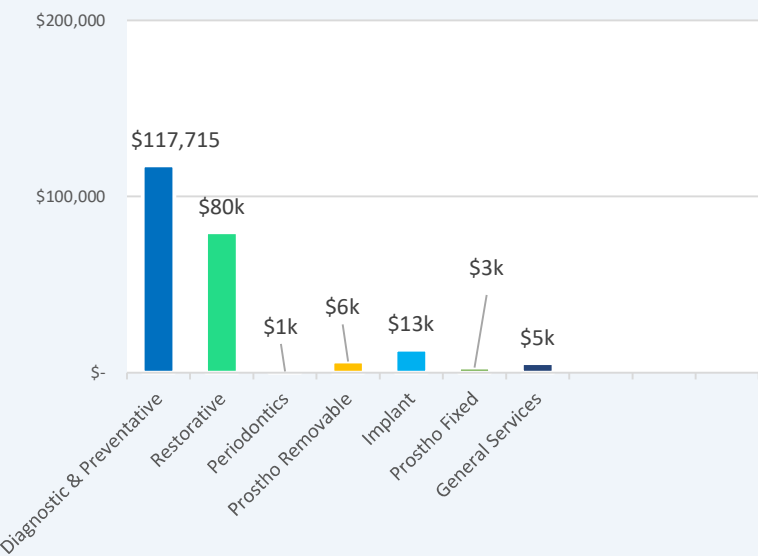
Collection Trend



YTD 2021 Percentage of Production by Procedure



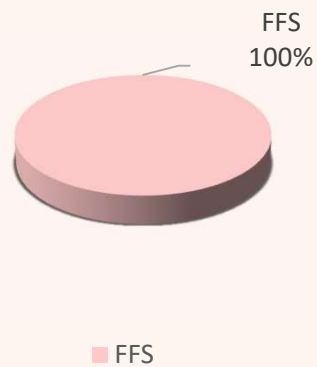
YTD 2021 Production by Procedure



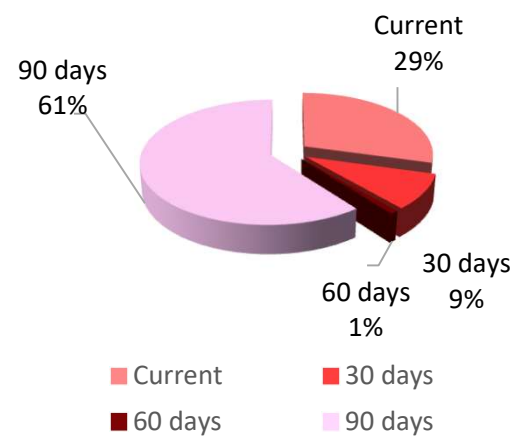
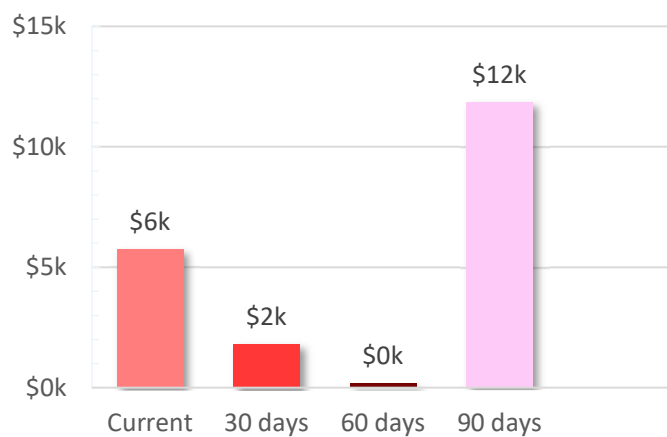


PAYER INFORMATION

Payer Mix



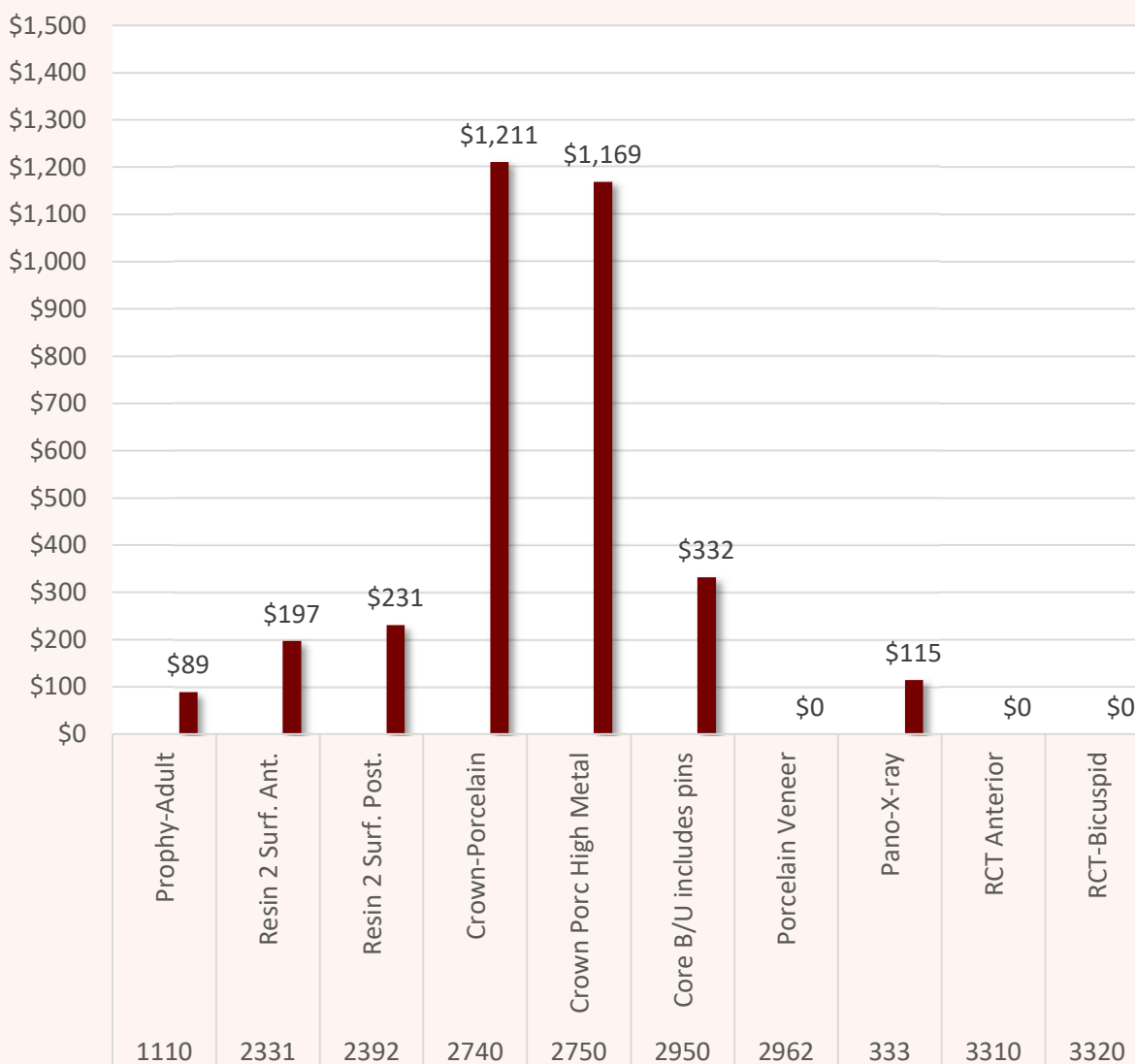
Accounts Receivable





PAYER INFORMATION CONT.

Current Fee Schedule



MISC.

Business Overview

Forgive Any Insurance Co-Payments?	No
Annual Owner Health Insurance:	
Annual Staff Health Insurance	
Annual Owner Life Insurance	
Annual Owner Malpractice Insurance:	\$1,600
Annual Owner Personal Benefits:	
Total Annual Expense For Insurance:	\$1,600
Annual Staff Payroll Tax:	\$12,137
Annual Owner Payroll Tax:	\$4,668
Total Annual Payroll Tax:	\$16,804
Annual Ad Valorem/ Property Taxes:	
Annual Real Estate Taxes:	
Total Annual Expenses For Taxes:	\$16,804
Annual Staff Pension Expense:	
Annual Owner Pension Expense:	
Total Annual Expenses For Pension:	

Compliance

	Compliant
	✓
	✓
Lawsuit Free	✓
Better Business Bureau	✓

Historical Income Statement

Revenue

	2018		2019		2020		2021	
	\$	%	\$	%	\$	%	\$	%
Owner Doctor 1	\$166,143	50%	\$164,500	49%	\$137,207	50%	\$144,879	48%
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	\$166,143	50%	\$171,214	51%	\$137,207	50%	\$156,953	52%
Hygienist 2	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Hygienist 3	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Hygienist 4	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Hygienist 5	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Practice Net Collections	\$332,286	100%	\$335,714	100%	\$274,414	100%	\$301,832	100%
Growth Rate				101%		82%		110%

Expenses

	2018		2019		2020		2021	
	\$	%	\$	%	\$	%	\$	%
Team Salaries & Wages	\$66,540	20%	\$66,879	20%	\$63,908	23%	\$67,648	22%
Doctor's Salary & Wages	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Dental Supplies	\$16,596	5%	\$16,909	5%	\$28,900	11%	\$5,887	2%
Lab Bills	\$11,522	3%	\$17,915	5%	\$10,240	4%	\$5,165	2%
Rent	\$48,000	14%	\$48,000	14%	\$48,000	17%	\$42,667	14%
Repairs & Maintenance	\$1,278	0%	\$1,073	0%	\$2,183	1%	\$1,393	0%
Marketing & Advertising	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Utilities	\$7,124	2%	\$8,283	2%	\$7,169	3%	\$9,056	3%
Insurance	\$5,683	2%	\$5,444	2%	\$5,523	2%	\$7,665	3%
Taxes, Licenses, and Fees	\$8,287	2%	\$8,923	3%	\$12,889	5%	\$13,925	5%
Auto & Travel	\$93	0%	\$98	0%	\$93	0%	\$0	0%
Other	\$9,524	3%	\$9,171	3%	\$8,597	3%	\$5,599	2%
Total Overhead	\$174,647	53%	\$182,695	54%	\$187,502	68%	\$159,005	53%



Adjustments

	2018		2019		2020		2021	
	\$	%	\$	%	\$	%	\$	%
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	-\$49,843	-15%	-\$49,350	-15%	-\$41,162	-15%	-\$43,464	-14%
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	\$93	0%	\$98	0%	\$93	0%	\$0	0%
Other Variable Expenses	\$136	0%	\$270	0%	\$83	0%	\$924	0%
	-\$49,614	-15%	-\$48,982	-15%	-\$40,986	-15%	-\$42,540	-14%
Total Variable Operating Expenses								
Fixed Operating Expenses	\$	%	\$	%	\$	%	\$	%
Rent	\$18,000	5%	\$18,000	5%	\$18,000	7%	\$12,667	4%
Real Estate Taxes/Insurance	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Building Repairs	\$0	0%	\$0	0%	\$0	0%	\$0	0%
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%
Business Entertainment	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Automobile Expense	\$0	0%	\$0	0%	\$0	0%	\$0	0%



Gifts	\$450	0%	\$450	0%	\$0	0%	\$133	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%
Computer	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Contributions	\$0	0%	\$0	0%	\$0	0%	\$0	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	\$16,450	5%	\$16,450	5%	\$16,000	6%	\$10,800	4%
Total Operating Expenses	-\$33,164	-10%	-\$32,532	-10%	-\$24,986	-9%	-\$31,740	-11%
Change in Operating Expenses								

EBITDA

	2018		2019		2020		2021	
	\$	%	\$	%	\$	%	\$	%
	\$124,475	37%	\$120,414	36%	\$61,841	23%	\$110,963	37%
<i>Growth Rate</i>				-3%		-49%		79%



Proforma

9/30/2021						
	\$	%	\$	%	\$	%
	Annualized	Year 1	Year 2	Year 3	Year 4	Year 5
Collections	\$301,708	\$543,074	\$651,689	\$716,858	\$738,364	\$760,515
Growth Rate	0	80.0%	20.0%	10.0%	3.0%	3.0%
Allocation of Collections						
Doctor Collections						
Owner Doctor 1	48.0%	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	48.0%	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	52.0%	30.0%	30.0%	30.0%	30.0%	30.0%
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	52.0%	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	\$144,879	\$380,152	\$456,182	\$501,801	\$516,855	\$532,360
Owner Doctor 2	\$0	\$0	\$0	\$0	\$0	\$0
Owner Doctor 3	\$0	\$0	\$0	\$0	\$0	\$0
Total Doctor Collections	\$144,879	\$380,152	\$456,182	\$501,801	\$516,855	\$532,360
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	\$156,953	\$162,922	\$195,507	\$215,057	\$221,509	\$228,154
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	\$156,953	\$162,922	\$195,507	\$215,057	\$221,509	\$228,154
Refunds	\$124	\$0	\$0	\$0	\$0	\$0
Total	\$301,708	\$543,074	\$651,689	\$716,858	\$738,364	\$760,515

Expenses

Compensation

Owner Doctor 1	\$43,464	\$114,046	\$136,855	\$150,540	\$155,056	\$159,708
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	\$62,781	\$65,169	\$78,203	\$86,023	\$88,604	\$91,262
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	\$4,867	\$4,867	\$4,867	\$4,867	\$4,867	\$4,867
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Dental Supplies	\$5,767	\$5,767	\$5,767	\$5,767	\$5,767	\$5,767
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Lab Bills	\$5,165	\$5,165	\$5,165	\$5,165	\$5,165	\$5,165
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Rent	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000
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Depreciation	\$0	\$6,914	\$6,914	\$6,914	\$6,914	\$6,914
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Amortization	\$0	\$12,907	\$12,907	\$12,907	\$12,907	\$12,907
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Marketing/Advertising	\$0	\$0	\$0	\$0	\$0	\$0
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Office Supplies	\$120	\$120	\$120	\$120	\$120	\$120
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Miscellaneous	\$38,581	\$38,581	\$38,581	\$38,581	\$38,581	\$38,581
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Total Expenses	\$190,745	\$263,715	\$299,557	\$321,063	\$328,160	\$335,470
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EBITDA	\$110,963	\$279,360	\$352,132	\$395,795	\$410,204	\$425,045
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Depreciation	\$0	\$6,914	\$6,914	\$6,914	\$6,914	\$6,914
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Amortization	\$0	\$12,907	\$12,907	\$12,907	\$12,907	\$12,907
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EBIT	\$110,963	\$259,539	\$332,311	\$375,974	\$390,383	\$405,224
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Net Interest Expense	\$0	\$9,314	\$8,496	\$7,644	\$6,758	\$5,835
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Net Interest Income	\$8	\$0	\$0	\$0	\$0	\$0
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Other Income/ (Expense)	\$0	\$0	\$0	\$0	\$0	\$0
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Pre Tax Income	\$110,971	\$250,225	\$323,815	\$368,330	\$383,625	\$399,389
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Income Taxes	\$0	\$0	\$0	\$0	\$0	\$0
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Net Income (Loss)	\$110,971	\$250,225	\$323,815	\$368,330	\$383,625	\$399,389
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Entrepreneurial Profit

Net Income (Loss)	\$110,971	\$250,225	\$323,815	\$368,330	\$383,625	\$399,389
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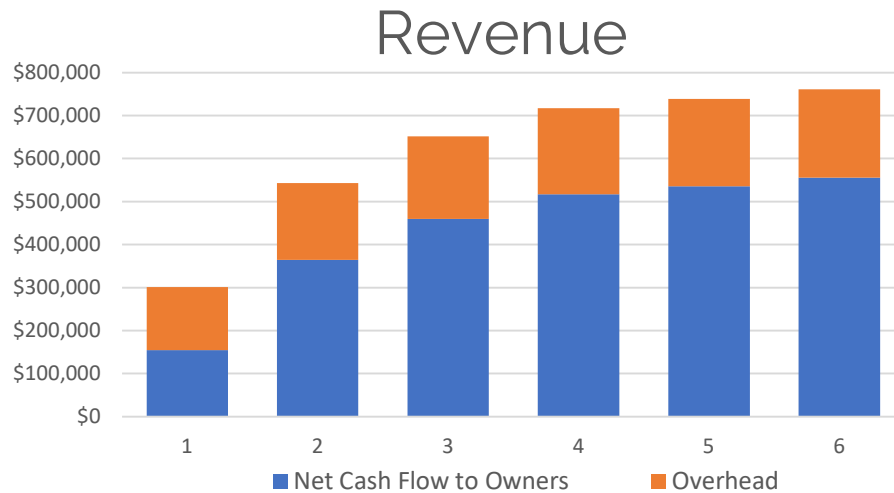
Depreciation	\$0	\$6,914	\$6,914	\$6,914	\$6,914	\$6,914
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Amortization	\$0	\$12,907	\$12,907	\$12,907	\$12,907	\$12,907
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Principal	\$0	\$20,087	\$20,906	\$21,757	\$22,644	\$23,566
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Valuation Estimation						
0.00	\$0	\$0	\$0	\$0	\$0	\$0
0.10	\$11,096	\$27,936	\$35,213	\$39,579	\$41,020	\$42,504
Total Owner Compensation						
Owner Clinical Comp	\$43,464	\$114,046	\$136,855	\$150,540	\$155,056	\$159,708
Tax Impact	\$0	\$0	\$0	\$0	\$0	\$0
Entrepreneurial Profit	\$110,971	\$249,958	\$322,730	\$366,393	\$380,802	\$395,643
Net Cash Flow to Owners	\$154,435	\$364,004	\$459,585	\$516,934	\$535,859	\$555,352



Collections	\$301,708	\$543,074	\$651,689	\$716,858	\$738,364	\$760,515
Net Cash Flow to Owners	\$154,435	\$364,004	\$459,585	\$516,934	\$535,859	\$555,352
Overhead	\$147,273	\$179,071	\$192,104	\$199,925	\$202,505	\$205,163

Disclaimer: The practice data and financial information displayed and presented by Commonwealth Transitions LLC has been provided by the Sellers or their professional services team. Commonwealth Transitions has not audited the seller's business or accounts and therefore makes no guarantee of accuracy and assumes no responsibility in law for any of the practice and financial information supplied. Potential Buyers should seek professional advice and investigate all relevant

