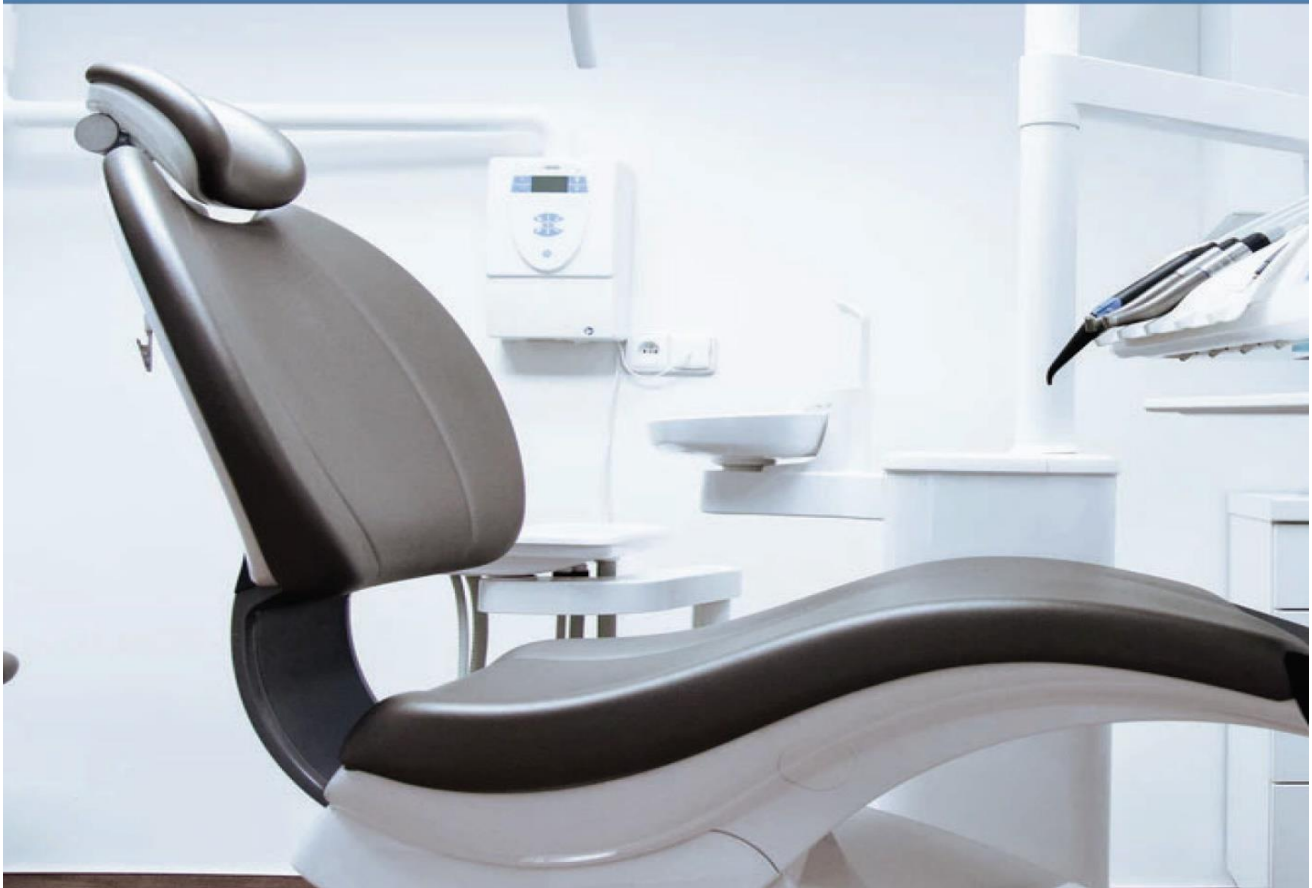


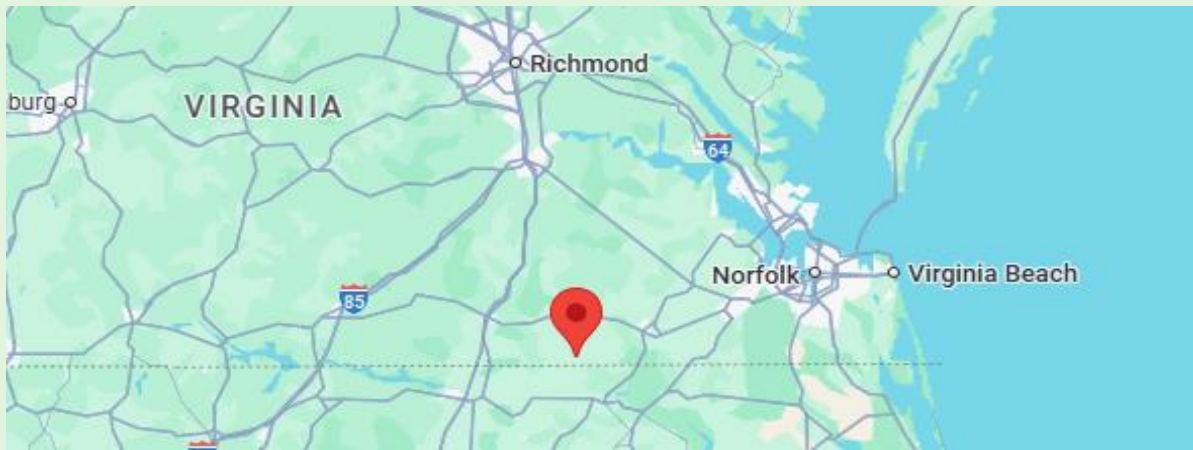


# VIRGINIA'S LEADING DENTAL TRANSITION TEAM





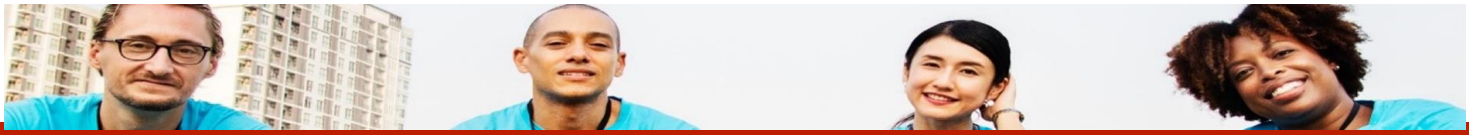
# Dental Practice Overview



**Founded:** 1959

**Specialty:** GP





# General Overview

## Sedation

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

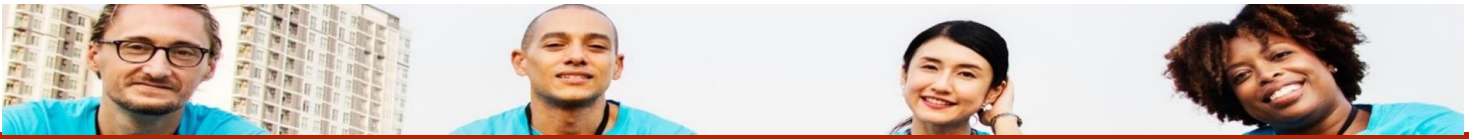
## Business Information

Incorporated?	No
How Practice Started	Inherited

## General

Practice Management System	Softdent		
Recall System	Solution Reach		
<b>Hours of Operation</b>	<b>Open</b>	<b>Lunch</b>	<b>Close</b>
Monday	8AM		5:30PM
Tuesday	8AM		5:30PM
Wednesday	8AM		1:30PM
Thursday	8AM		5:30PM
Friday	8AM		1:30PM
Saturday	CLOSED		
Sunday	CLOSED		





# General Overview Cont.

## Team Overview

Position	Hired	Expected to Stay	Compensation
Office Manager		Yes	\$18.00 / hr
Front Desk	2005	Yes	\$25.00 / hr
Hygienist	2020	Yes	\$42.00 / hr
Hygienist	2016	Yes	\$42.00 / hr
Assistant	2024	Yes	\$19.00 / hr
Assistant	2024	Yes	\$19.00 / hr





# Real Estate

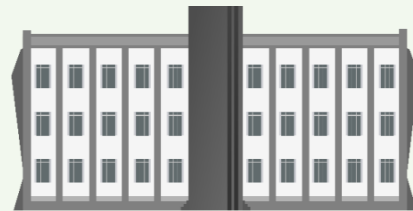


## Building

Owned by Practice Owner	YES
Available for Purchase	YES
Price	\$99,000
ADA Accessible	
Parking Spots	20

## Current Lease

Term of Lease	
Initial Date of Lease	
Monthly Rent	1,000
Square Feet	1,500



## Operatories by User

Dentist



2

Other Users



1

Available  
Plumbed



3

Available  
Unplumbed



0

Dentist's dominant hand: **Right**





# Equipment

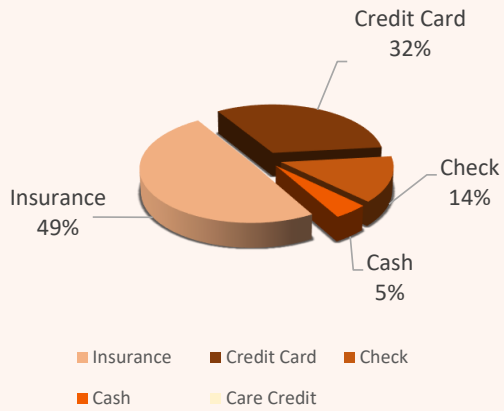
<i>Equipment Type</i>	<i>Make</i>	<i>Model</i>	<i>Age (Years)</i>	<i>Quantity</i>
<i>Dental Chairs</i>	Adec			2
	Marus			1
<i>Dental Units</i>	Adec			2
	Belmont			1
<i>Dental Lights</i>	Dental EZ			1
	Adec			1
	Pelton and Crane			1
<i>X-Ray Sensors</i>	RVG			2
<i>CAD/CAMs</i>				
<i>X-Rays</i>	Gendex			2
	Progeny			1
<i>Scanners</i>				
<i>New Technology</i>				



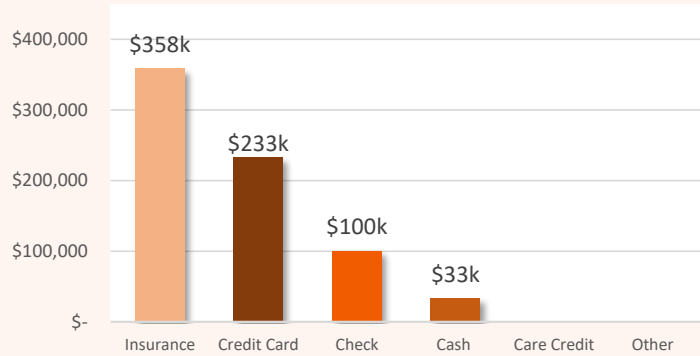


# Patient Information

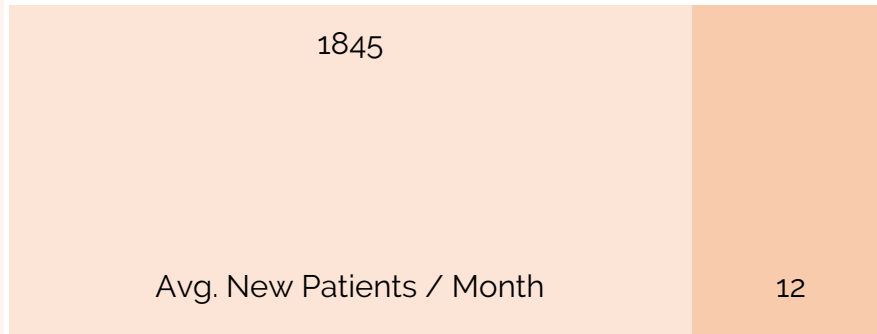
### Patient Payments: 2023

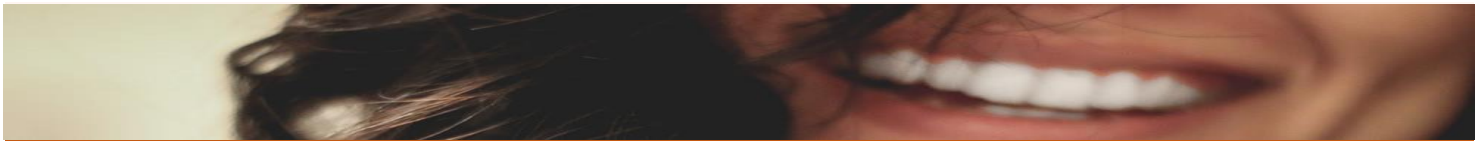


### Patient Payments: 2023



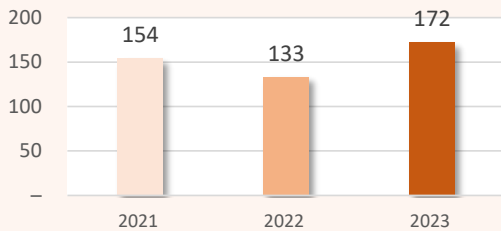
### Total Estimated Active Patients



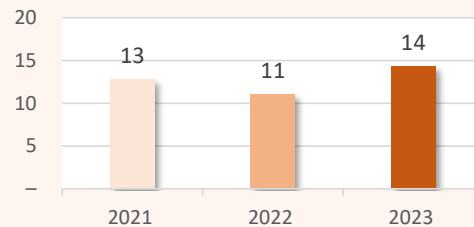


# Patient Information Cont.

Number of New Patients per Year



Average New Patients Per Month





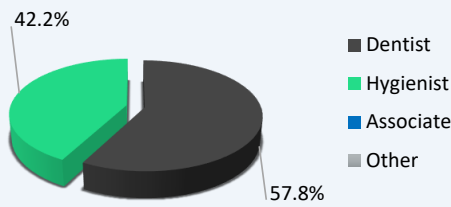
# KPIs

## Production Data

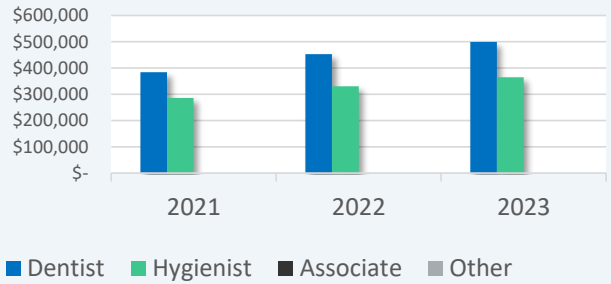
Production from Hygiene: 2023

\$364,381

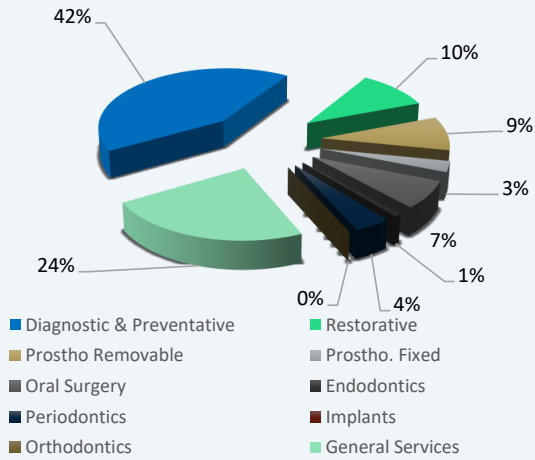
2023 % Production by Provider



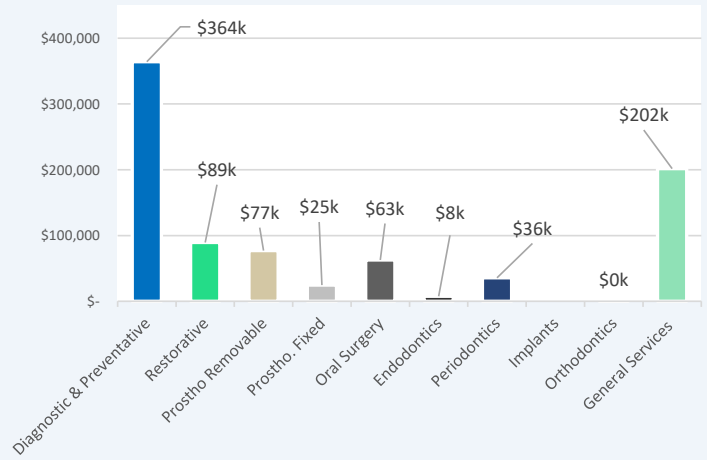
Production Trend



2023 % Production by Procedure



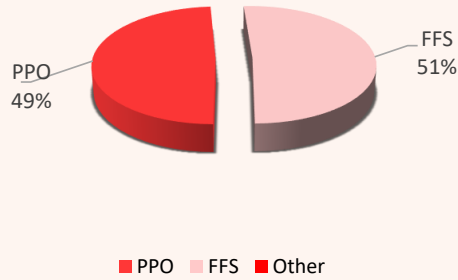
2023 Production by Procedure



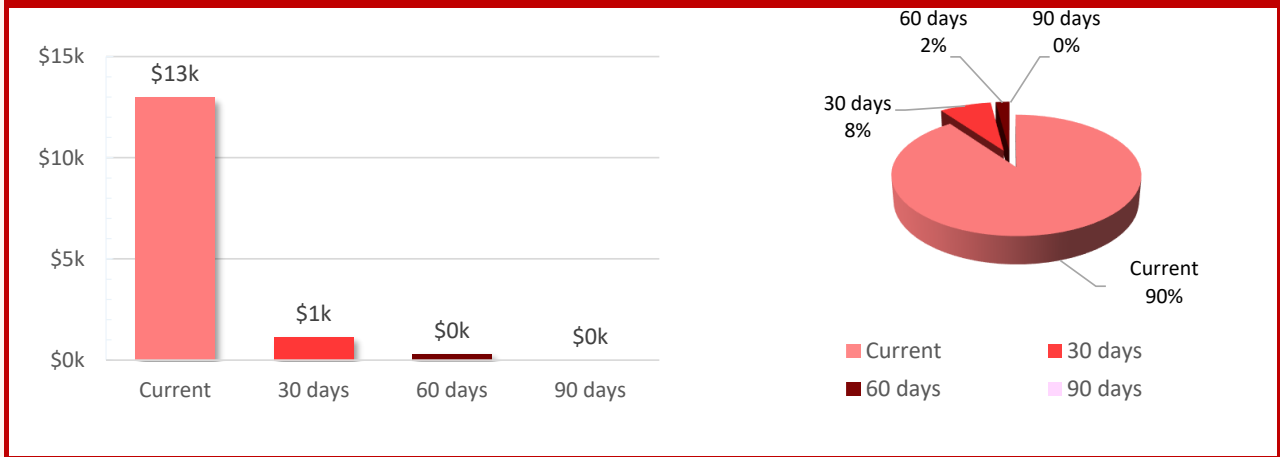


# Payer Information

## Payer Mix



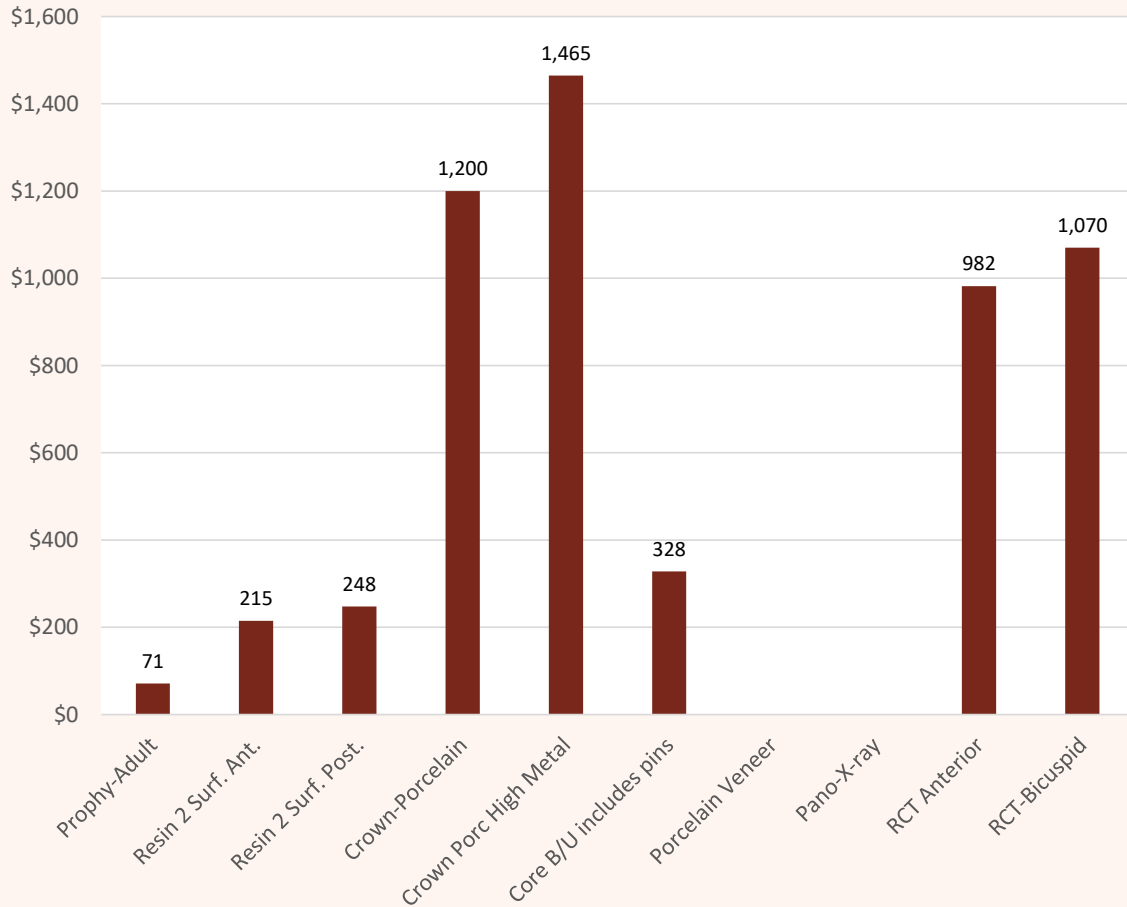
## Accounts Receivable





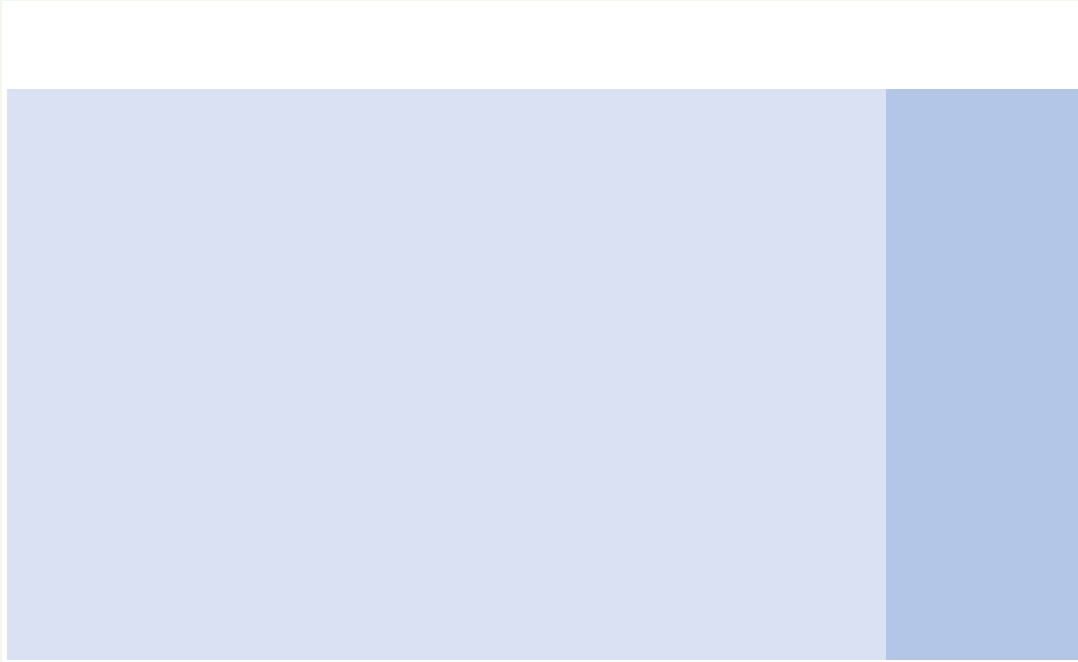
# Payer Information Cont.

## Current Fee Schedule





# Misc.



## Compliance

	Compliant
	✓
	✓
Lawsuit Free	✓
Better Business Bureau	✓



# Historical Income Statement

	2021		2022		2023	
	\$	%	\$	%	\$	%
<b>Revenue</b>						
Owner Doctor 1	340,187	57.2%	385,462	58.1%	417,869	58.2%
Owner Doctor 2	-	-	-	-	-	-
Owner Doctor 3	-	-	-	-	-	-
Owner Doctor 4	-	-	-	-	-	-
Owner Doctor 5	-	-	-	-	-	-
Owner Doctor 6	-	-	-	-	-	-
Associate 1	-	-	-	-	-	-
Associate 2	-	-	-	-	-	-
Associate 3	-	-	-	-	-	-
Associate 4	-	-	-	-	-	-
Hygienist 1	256,634	43.1%	279,128	42.1%	302,595	42.1%
Hygienist 2	-	-	-	-	-	-
Hygienist 3	-	-	-	-	-	-
Hygienist 4	-	-	-	-	-	-
Hygienist 5	-	-	-	-	-	-
Refunds	1,909	0.3%	1,360	0.2%	2,194	0.3%
Practice Net Collections	594,912	100.0%	663,230	100.0%	718,270	100.0%
<i>Growth Rate</i>				11.5%		8.3%
<b>Expenses</b>						
Total Staff Expense	288,759	48.5%	294,736	44.4%	309,358	43.1%
Officer / Owner Salary	-	-	-	-	-	-
Lab Bills	18,960	3.2%	18,578	2.8%	33,191	4.6%
Dental Supplies	42,341	7.1%	61,206	9.2%	60,618	8.4%
Rent	-	-	-	-	-	-
Repairs & Maintenance	5,728	1.0%	10,398	1.6%	4,934	0.7%
Marketing & Advertising	780	0.1%	1,495	0.2%	2,435	0.3%
Utilities	27,574	4.6%	28,026	4.2%	26,590	3.7%
Insurance	8,794	1.5%	9,195	1.4%	8,847	1.2%
Taxes, Licenses, & Fees	38,300	6.4%	39,037	5.9%	40,479	5.6%
Travel & Entertainment	5,152	0.9%	6,206	0.9%	6,029	0.8%
Other	1,860	0.3%	2,638	0.4%	4,270	0.6%
Total Overhead	438,248	73.7%	471,515	71.1%	496,751	69.2%



# Adjustments

	2021		2022		2023	
	\$	%	\$	%	\$	%
<b>Variable Operating Expenses</b>						
Staff Salaries	-	-	-	-	-	-
Associate Salaries	-	-	-	-	-	-
Office Staff Salaries	-	-	-	-	-	-
Hygienist Salaries	-	-	-	-	-	-
Lab Technician Salaries	-	-	-	-	-	-
<b>Total Salaries</b>	-	-	-	-	-	-
Contract Labor	-	-	-	-	-	-
Staff Insurance	-	-	-	-	-	-
Staff Pension	(2,246)	(0.4%)	(2,246)	(0.3%)	(2,246)	(0.3%)
Staff Fringe Benefits	-	-	-	-	-	-
Staff Payroll Tax	-	-	-	-	-	-
<b>Total Staff Expense</b>	(2,246)	(0.4%)	(2,246)	(0.3%)	(2,246)	(0.3%)
Officer/Owner Salary	112,262	18.9%	127,202	19.2%	137,897	19.2%
Officer/Owner Payroll Tax	-	-	-	-	-	-
Officer/Owner Pension	-	-	-	-	-	-
Officer/Owner Personal Insurance	-	-	-	-	-	-
Laboratory Expense	-	-	-	-	-	-
Clinical Supplies	-	-	-	-	-	-
Office Supplies	-	-	-	-	-	-
Postage	-	-	-	-	-	-
Reserve For Replacement	-	-	-	-	-	-
Payroll Expense	-	-	-	-	-	-
Travel	-	-	-	-	(1,874)	(0.3%)
Other Variable Expenses	-	-	-	-	-	-
<b>Variable Operating Expenses</b>	460,076	77.3%	499,476	75.3%	538,818	75.0%
<b>Fixed Operating Expenses</b>						
Rent	12,000	2.0%	12,000	1.8%	12,000	1.7%
Taxes & Licenses	-	-	-	-	-	-
Building Repairs	-	-	-	-	-	-
Utilities	(5,487)	(0.9%)	(5,487)	(0.8%)	(5,487)	(0.8%)
Telephone	-	-	-	-	-	-
Legal & Professional Fees	-	-	-	-	-	-
Practice Insurance	-	-	-	-	-	-
Ad Valorem Tax	-	-	-	-	-	-
Practice Taxes And Licenses	-	-	-	-	-	-
Continuing Education	-	-	-	-	-	-
Business Entertainment	(5,152)	(0.9%)	(6,206)	(0.9%)	(4,155)	(0.6%)
Automobile Expense	-	-	-	-	-	-



## Adjustments (Cont'd)

	2021		2022		2023	
	\$	%	\$	%	\$	%
<b>Fixed Operating Expenses</b>						
Gifts	(1,387)	(0.2%)	(1,819)	(0.3%)	(3,716)	(0.5%)
Advertising	-	-	-	-	-	-
Dues & Subscriptions	-	-	-	-	-	-
Bank Charges & Fees	-	-	-	-	-	-
Uniforms & Laundry	-	-	-	-	-	-
Janitorial Service	-	-	-	-	-	-
Security Service	-	-	-	-	-	-
Computer Support	-	-	-	-	-	-
Contributions	-	-	-	-	-	-
Equipment Rental & Repair	-	-	-	-	-	-
Other Fixed Expenses	-	-	-	-	-	-
<b>Fixed Operating Expenses</b>	<b>88,162</b>	<b>14.8%</b>	<b>95,483</b>	<b>14.4%</b>	<b>90,352</b>	<b>12.6%</b>
<b>Total Operating Expenses</b>	<b>548,238</b>	<b>92.2%</b>	<b>594,959</b>	<b>89.7%</b>	<b>629,170</b>	<b>87.6%</b>
<b>EBITDA</b>						
EBITDA	46,674	7.8%	68,271	10.3%	89,100	12.4%
<i>Growth Rate</i>				46.3%		30.5%



# Proforma

\*Based on 2023

	Base*	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Collections</b>	718,270	739,818	762,013	784,873	808,419	832,672
<i>Growth Rate</i>	-	3.0%	3.0%	3.0%	3.0%	3.0%
<b>Allocation of Collections</b>						
Doctor Collections						
Owner Doctor 1	58.2%	60.0%	60.0%	60.0%	60.0%	60.0%
Owner Doctor 2	-	-	-	-	-	-
Owner Doctor 3	-	-	-	-	-	-
Owner Doctor 4	-	-	-	-	-	-
Owner Doctor 5	-	-	-	-	-	-
Owner Doctor 6	-	-	-	-	-	-
Total Doctor Collections	58.2%	60.0%	60.0%	60.0%	60.0%	60.0%
Associate Collections						
Associate 1	-	-	-	-	-	-
Associate 2	-	-	-	-	-	-
Associate 3	-	-	-	-	-	-
Associate 4	-	-	-	-	-	-
Total Associate Collections	-	-	-	-	-	-
Hygienist Collections						
Hygienist 1	42.1%	40.0%	40.0%	40.0%	40.0%	40.0%
Hygienist 2	-	-	-	-	-	-
Hygienist 3	-	-	-	-	-	-
Hygienist 4	-	-	-	-	-	-
Hygienist 5	-	-	-	-	-	-
Total Hygienist Collections	42.1%	40.0%	40.0%	40.0%	40.0%	40.0%
<b>Total</b>	<b>100.3%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>Income Statement</b>						
<b>Income</b>						
Doctor Collections						
Owner Doctor 1	417,869	443,891	457,208	470,924	485,052	499,603
Owner Doctor 2	-	-	-	-	-	-
Owner Doctor 3	-	-	-	-	-	-
Owner Doctor 4	-	-	-	-	-	-
Owner Doctor 5	-	-	-	-	-	-
Owner Doctor 6	-	-	-	-	-	-
Total Doctor Collections	417,869	443,891	457,208	470,924	485,052	499,603
Associate Collections						
Associate 1	-	-	-	-	-	-
Associate 2	-	-	-	-	-	-
Associate 3	-	-	-	-	-	-
Associate 4	-	-	-	-	-	-
Total Associate Collections	-	-	-	-	-	-
Hygienist Collections						
Hygienist 1	302,595	295,927	304,805	313,949	323,368	333,069
Hygienist 2	-	-	-	-	-	-



## Proforma (Cont'd)

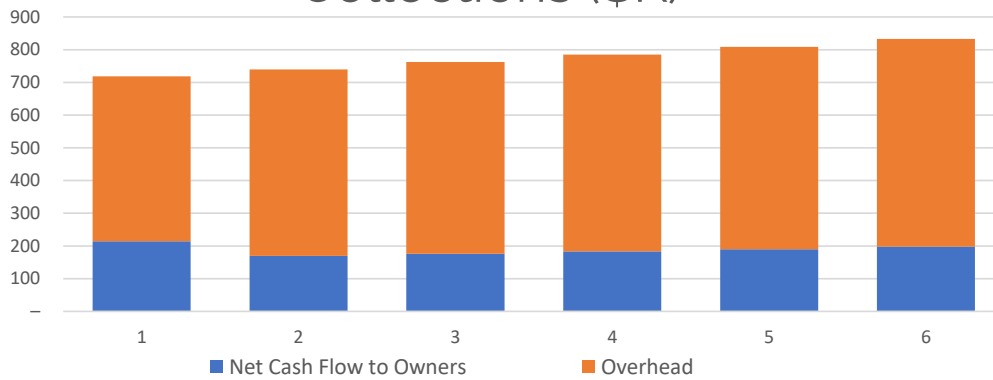
	Base*	Year 1	Year 2	Year 3	Year 4	Year 5
Hygienist 3	-	-	-	-	-	-
Hygienist 4	-	-	-	-	-	-
Hygienist 5	-	-	-	-	-	-
Total Hygienist Collections	302,595	295,927	304,805	313,949	323,368	333,069
Refunds	2,194	-	-	-	-	-
Total	718,270	739,818	762,013	784,873	808,419	832,672
<b>Expenses</b>						
Compensation						
Owner Doctor 1	125,361	133,167	137,162	141,277	145,515	149,881
Owner Doctor 2	-	-	-	-	-	-
Owner Doctor 3	-	-	-	-	-	-
Owner Doctor 4	-	-	-	-	-	-
Owner Doctor 5	-	-	-	-	-	-
Owner Doctor 6	-	-	-	-	-	-
Associate 1	-	-	-	-	-	-
Associate 2	-	-	-	-	-	-
Associate 3	-	-	-	-	-	-
Associate 4	-	-	-	-	-	-
Hygienist 1	121,038	118,371	121,922	125,580	129,347	133,227
Hygienist 2	-	-	-	-	-	-
Hygienist 3	-	-	-	-	-	-
Hygienist 4	-	-	-	-	-	-
Hygienist 5	-	-	-	-	-	-
Total Staff Expense	186,074	191,656	197,406	203,328	209,428	215,711
Dental Supplies	46,479	47,873	49,310	50,789	52,313	53,882
Lab Bills	33,191	34,187	35,212	36,269	37,357	38,477
Rent	12,000	12,360	12,731	13,113	13,506	13,911
Marketing/Advertising	2,435	2,508	2,583	2,661	2,741	2,823
Office Supplies	14,139	14,563	15,000	15,450	15,914	16,391
Miscellaneous	88,453	91,107	93,840	96,655	99,555	102,541
Total Expenses	629,170	645,792	665,166	685,121	705,675	726,845
EBITDA						
Depreciation	-	12,429	12,429	12,429	12,429	12,429
Amortization	-	23,200	23,200	23,200	23,200	23,200
EBIT	89,100	58,397	61,218	64,123	67,116	70,198
Net Interest Expense	911	25,209	23,190	21,046	18,769	16,353
Net Interest Income	-	-	-	-	-	-
Other Income/ (Expense)	451	-	-	-	-	-
Pre Tax Income	88,640	33,188	38,028	43,078	48,347	53,846
Income Taxes	-	-	-	-	-	-
Net Income (Loss)	88,640	33,188	38,028	43,078	48,347	53,846
<b>Entrepreneurial Profit</b>						
Net Income (Loss)	88,640	33,188	38,028	43,078	48,347	53,846
Depreciation	-	12,429	12,429	12,429	12,429	12,429
Amortization	-	23,200	23,200	23,200	23,200	23,200
Principal	-	32,743	34,763	36,907	39,183	41,600



## Proforma (Cont'd)

	Base*	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Valuation Estimation</b>						
-	-	-	-	-	-	-
0.10	8,910	9,403	9,685	9,975	10,274	10,583
<b>Total Owner Compensation</b>						
Owner Clinical Comp	125,361	133,167	137,162	141,277	145,515	149,881
Tax Impact	-	-	-	-	-	-
Entrepreneurial Profit	88,640	36,073	38,894	41,799	44,792	47,874
Net Cash Flow to Owners	214,001	169,240	176,056	183,076	190,307	197,755
Collections	718,270	739,818	762,013	784,873	808,419	832,672
Net Cash Flow to Owners	214,001	169,240	176,056	183,076	190,307	197,755
Overhead	504,269	570,578	585,957	601,797	618,112	634,917

## Collections (\$K)



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