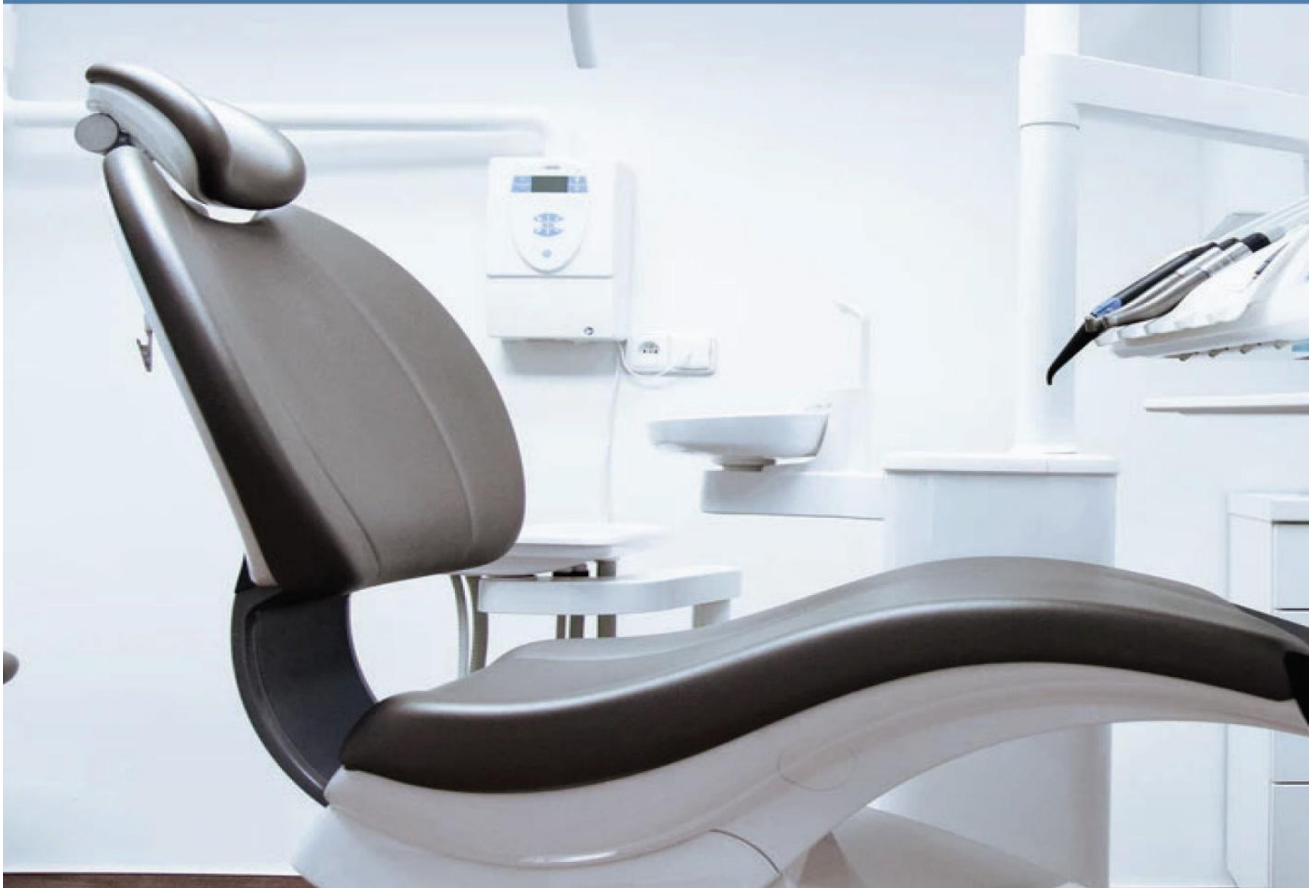




VIRGINIA'S LEADING DENTAL TRANSITION TEAM





DENTAL PRACTICE OVERVIEW

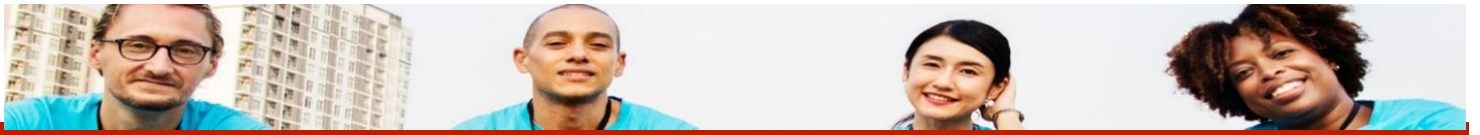
Smile Big Invest Smart: Charming Small Town Practice



Founded: 1979

Specialty: GP





GENERAL OVERVIEW

Sedation

Nitrous Oxide	0
Conscious Sedation / DOCS	0
IV Sedation	0
Mercury Free	0

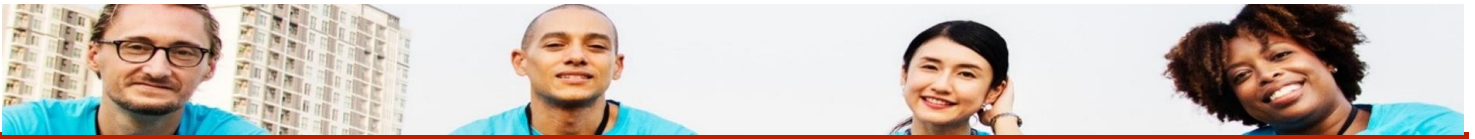
Business Information

Incorporated?	0
How Practice Started	0

General

Practice Management System	Softdent		
Hours of Operation	Open	Lunch	Close
Monday	8AM	12-1PM	5PM
Tuesday	8AM	12-1PM	5PM
Wednesday	8AM	12-1PM	5PM
Thursday	8AM	12-1PM	5PM
Friday	8AM		12PM
Saturday	CLOSED		
Sunday	CLOSED		





GENERAL OVERVIEW CONT.

Team Overview

Position	Hired	Expected to Stay	Compensation
Front Destk	1998		
Chairside	2003		
Chairside	2024		
Hygienist	1998		
Hygienist	2023		





REAL ESTATE

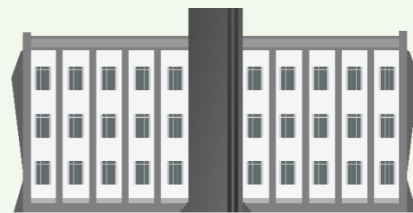


Building

Owned by Practice Owner	Yes
Available for Purchase	Yes
Price	\$766,000
ADA Accessible	Yes

Current Lease

Monthly Rent	1,500
Square Feet	1,680



Operatories by User

Dentist



2

Other Users



2

Available
Plumbed



1

Available
Unplumbed



1

Dentist's dominant hand: **0**





EQUIPMENT

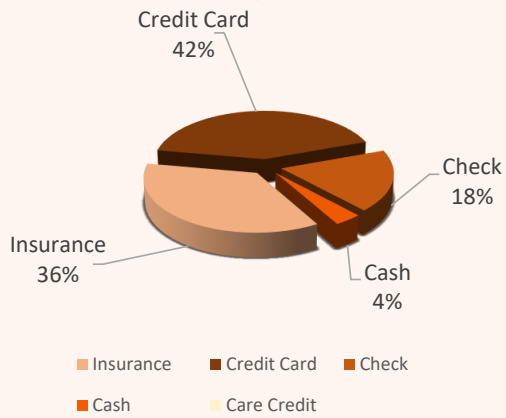
<i>Equipment Type</i>	<i>Make</i>	<i>Model</i>	<i>Age (Years)</i>	<i>Quantity</i>
<i>Dental Chairs</i>	Belmont			4
<i>Dental Units</i>	Dentech			1
	Beaverstate			1
	Adec			1
	Pelton and Crane			1
<i>Dental Lights</i>	Belmont			2
	Unknown			1
	Pelton and Crane			1
<i>X-Ray Sensors</i>				
<i>CAD/CAMs</i>				
<i>X-Rays</i>	Gendex			1
	Nomad Pro2			1
	Tokyo Emix Lumixll			1
<i>Scanners</i>	Carestream			1
<i>New Technology</i>				



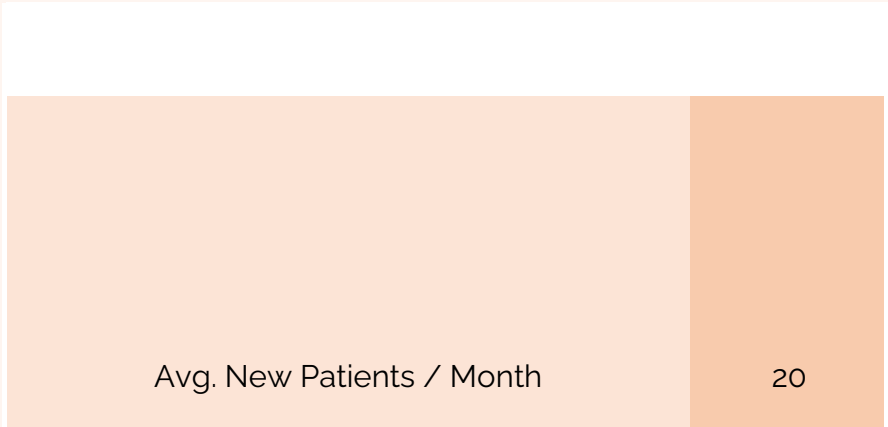
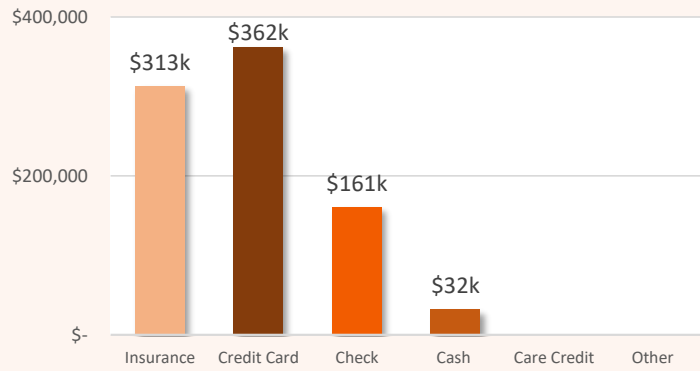


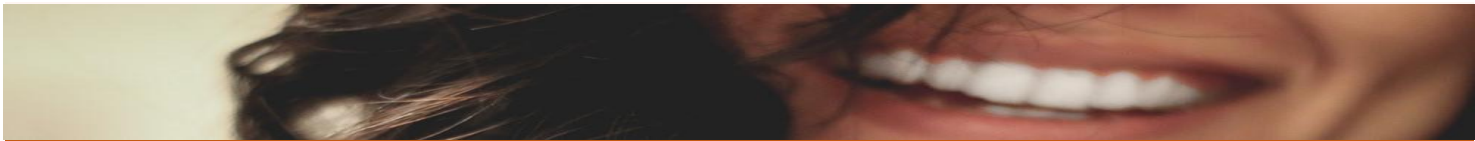
PATIENT INFORMATION

Patient Payments: 2025



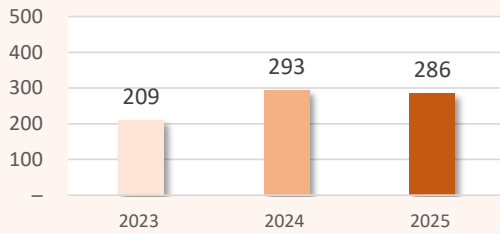
Patient Payments: 2025



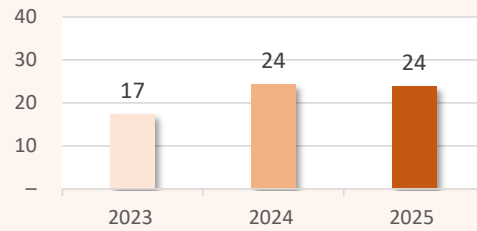


PATIENT INFORMATION CONT.

Number of New Patients
per Year



Average New Patients
Per Month





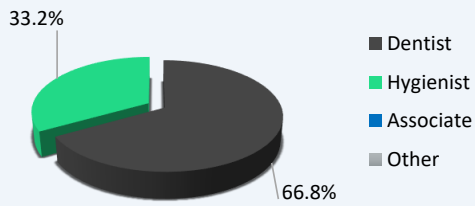
KPIs

Production Data

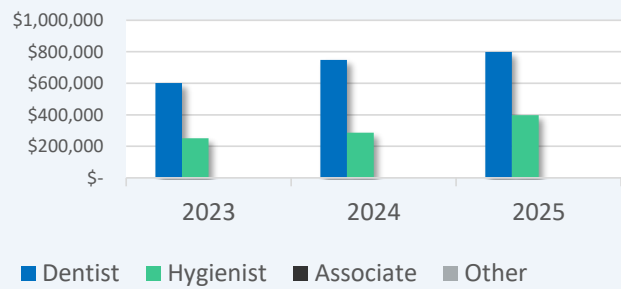
Production from Hygiene: 2025

\$397,535

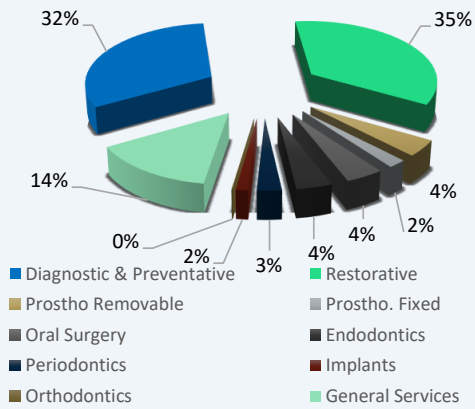
2025 % Production by Provider



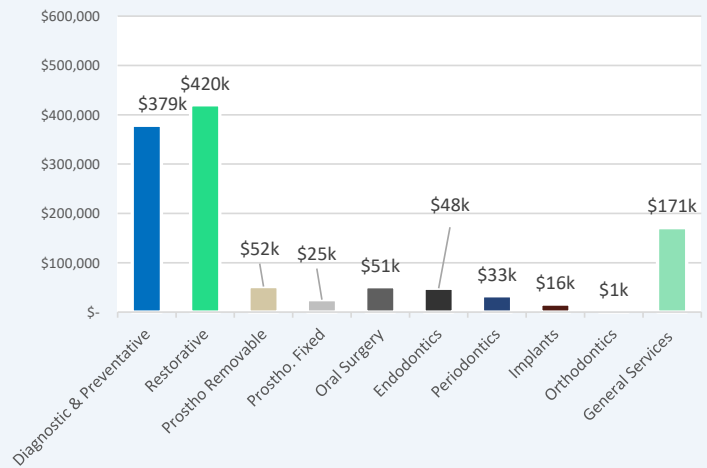
Production Trend



2025 % Production by Procedure



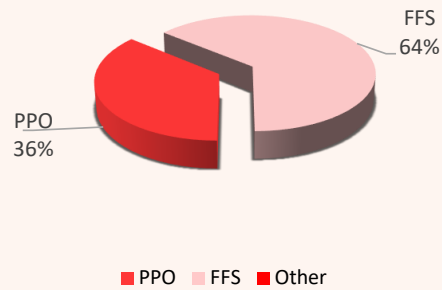
2025 Production by Procedure



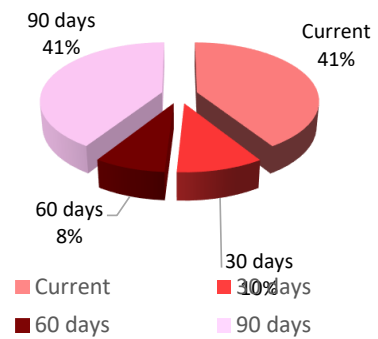
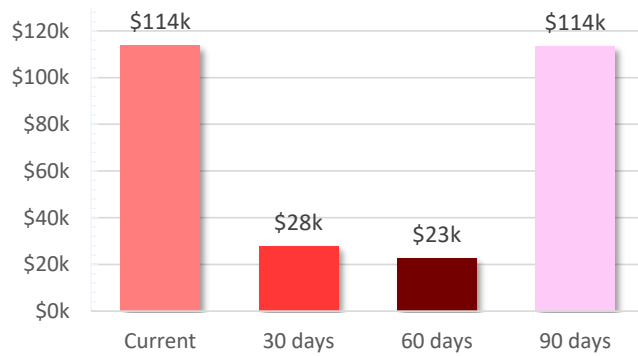


PAYER INFORMATION

Payer Mix



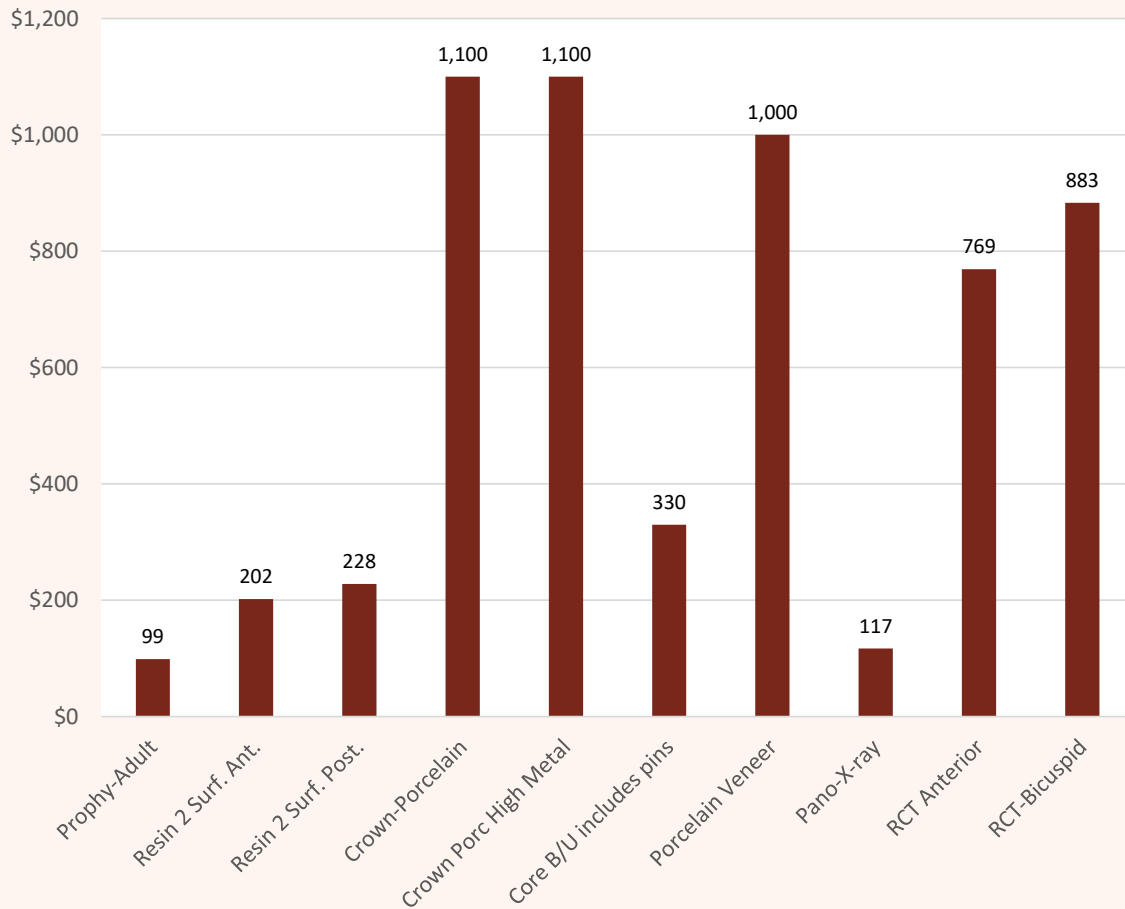
Accounts Receivable



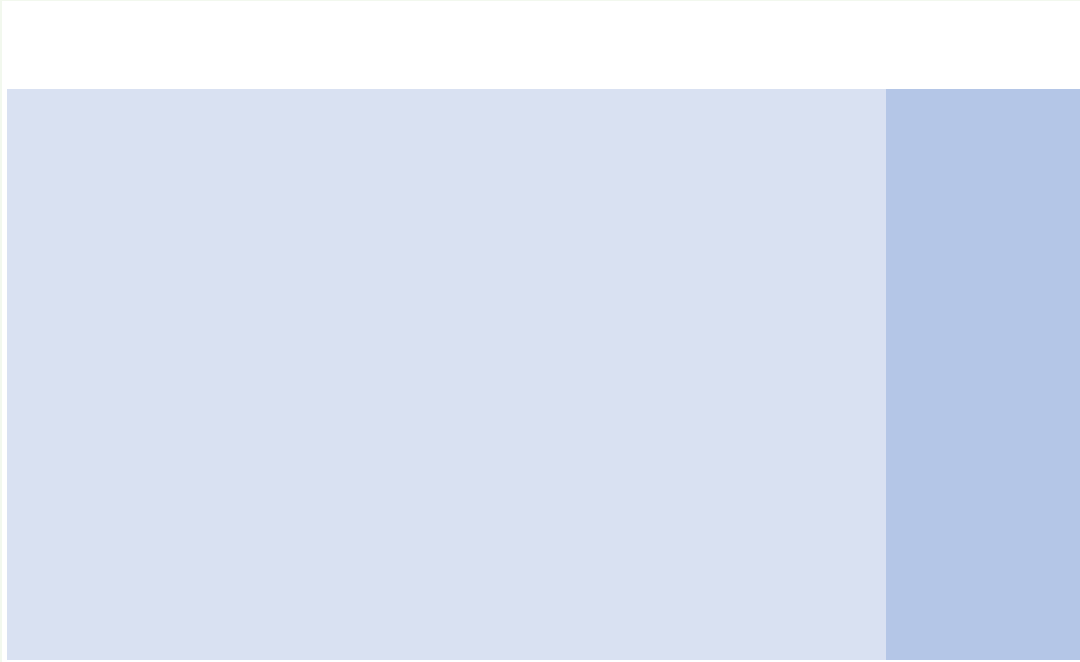


PAYER INFORMATION CONT.

Current Fee Schedule



MISC.



Compliance

	Compliant
	✓
	✓
Lawsuit Free	✓
Better Business Bureau	✓



Historical Income Statement

	YTD 1/25 Ann		2022		2023		2024	
	\$	%	\$	%	\$	%	\$	%
Revenue								
Owner Doctor 1	604,501	70.0%	564,153	72.0%	580,364	67.0%	604,501	70.0%
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	259,072	30.0%	219,393	28.0%	285,852	33.0%	259,072	30.0%
Hygienist 2	-	-	-	-	-	-	-	-
Hygienist 3	-	-	-	-	-	-	-	-
Hygienist 4	-	-	-	-	-	-	-	-
Hygienist 5	-	-	-	-	-	-	-	-
Refunds	-	-	-	-	-	-	-	-
Practice Net Collections	863,573	100.0%	783,546	100.0%	866,216	100.0%	863,573	100.0%
<i>Growth Rate</i>						10.6%		(0.3%)
Expenses								
Total Staff Expense	301,975	35.0%	256,860	32.8%	313,829	36.2%	301,975	35.0%
Officer / Owner Salary	214,294	24.8%	-	-	-	-	214,294	24.8%
Lab Bills	42,012	4.9%	41,038	5.2%	34,582	4.0%	42,012	4.9%
Dental Supplies	84,531	9.8%	77,845	9.9%	99,915	11.5%	84,531	9.8%
Rent	10,560	1.2%	10,560	1.3%	10,560	1.2%	10,560	1.2%
Repairs & Maintenance	815	0.1%	-	-	550	0.1%	815	0.1%
Marketing & Advertising	2,221	0.3%	1,850	0.2%	1,543	0.2%	2,221	0.3%
Utilities	8,714	1.0%	9,317	1.2%	9,154	1.1%	8,714	1.0%
Insurance	4,475	0.5%	3,865	0.5%	3,902	0.5%	4,475	0.5%
Taxes, Licenses, & Fees	37,975	4.4%	32,054	4.1%	34,677	4.0%	37,975	4.4%
Travel & Entertainment	822	0.1%	1,010	0.1%	3,941	0.5%	822	0.1%
Other	144,084	16.7%	6,220	0.8%	5,689	0.7%	144,084	16.7%
Total Overhead	852,478	98.7%	440,619	56.2%	518,342	59.8%	852,478	98.7%



Adjustments

	YTD 1/25 Ann		2022		2023		2024	
	\$	%	\$	%	\$	%	\$	%
Variable Operating Expenses								
Staff Salaries	-	-	-	-	-	-	-	-
Associate Salaries	-	-	-	-	-	-	-	-
Office Staff Salaries	-	-	-	-	-	-	-	-
Hygienist Salaries	-	-	-	-	-	-	-	-
Lab Technician Salaries	-	-	-	-	-	-	-	-
Total Salaries	-	-	-	-	-	-	-	-
Contract Labor	-	-	-	-	-	-	-	-
Staff Insurance	-	-	-	-	-	-	-	-
Staff Pension	-	-	-	-	(6,595)	(0.8%)	(6,595)	(0.8%)
Staff Fringe Benefits	-	-	-	-	-	-	-	-
Staff Payroll Tax	-	-	-	-	-	-	-	-
Total Staff Expense	-	-	-	-	(6,595)	(0.8%)	(6,595)	(0.8%)
Officer/Owner Salary	49,485	5.7%	186,170	23.8%	191,520	22.1%	49,485	5.7%
Officer/Owner Payroll Tax	-	-	-	-	-	-	-	-
Officer/Owner Pension	-	-	-	-	-	-	-	-
Officer/Owner Personal Insurance	-	-	-	-	-	-	-	-
Laboratory Expense	-	-	-	-	-	-	-	-
Clinical Supplies	-	-	-	-	-	-	-	-
Office Supplies	-	-	-	-	-	-	-	-
Postage	-	-	-	-	-	-	-	-
Reserve For Replacement	-	-	-	-	-	-	-	-
Payroll Expense	-	-	-	-	-	-	-	-
Travel	(301)	(0.0%)	(644)	(0.1%)	(2,366)	(0.3%)	(301)	(0.0%)
Other Variable Expenses	-	-	(685)	(0.1%)	(773)	(0.1%)	(6,285)	(0.7%)
Variable Operating Expenses	703,204	81.4%	565,277	72.1%	634,328	73.2%	690,324	79.9%
Fixed Operating Expenses								
Rent	-	-	-	-	-	-	-	-
Taxes & Licenses	(1,752)	(0.2%)	-	-	-	-	-	-
Building Repairs	-	-	-	-	-	-	-	-
Utilities	-	-	-	-	-	-	-	-
Telephone	-	-	-	-	-	-	-	-
Legal & Professional Fees	-	-	-	-	-	-	-	-
Practice Insurance	(475)	(0.1%)	-	-	-	-	-	-
Ad Valorem Tax	-	-	-	-	-	-	-	-
Practice Taxes And Licenses	-	-	-	-	-	-	-	-
Continuing Education	(3,007)	(0.3%)	-	-	-	-	-	-
Business Entertainment	(520)	(0.1%)	(366)	(0.0%)	(1,575)	(0.2%)	(520)	(0.1%)
Automobile Expense	-	-	-	-	-	-	-	-



Adjustments (Cont'd)

	YTD 1/25 Ann		2022		2023		2024	
	\$	%	\$	%	\$	%	\$	%
Fixed Operating Expenses								
Gifts	-	-	-	-	-	-	-	-
Advertising	-	-	-	-	-	-	-	-
Dues & Subscriptions	-	-	-	-	-	-	-	-
Bank Charges & Fees	-	-	-	-	-	-	-	-
Uniforms & Laundry	-	-	-	-	-	-	-	-
Janitorial Service	-	-	-	-	-	-	-	-
Security Service	-	-	-	-	-	-	-	-
Computer Support	-	-	-	-	-	-	-	-
Contributions	(1,990)	(0.2%)	-	-	-	-	-	-
Equipment Rental & Repair	-	-	-	-	-	-	-	-
Other Fixed Expenses	(125,541)	(14.5%)	-	-	-	-	(125,541)	(14.5%)
Fixed Operating Expenses	65,173	7.5%	59,817	7.6%	64,225	7.4%	72,396	8.4%
Total Operating Expenses	768,377	89.0%	625,094	79.8%	698,553	80.6%	762,720	88.3%
EBITDA								
EBITDA	95,196	11.0%	158,452	20.2%	167,663	19.4%	100,853	11.7%
<i>Growth Rate</i>						5.8%		(39.8%)



Proforma

*Based on 2024

	Base*	Year 1	Year 2	Year 3	Year 4	Year 5
Collections	863,573	949,930	978,428	1,007,781	1,038,015	1,069,155
<i>Growth Rate</i>	-	10.0%	3.0%	3.0%	3.0%	3.0%
Allocation of Collections						
Doctor Collections						
Owner Doctor 1	70.0%	67.0%	67.0%	67.0%	67.0%	67.0%
Owner Doctor 2	-	-	-	-	-	-
Owner Doctor 3	-	-	-	-	-	-
Owner Doctor 4	-	-	-	-	-	-
Owner Doctor 5	-	-	-	-	-	-
Owner Doctor 6	-	-	-	-	-	-
Total Doctor Collections	70.0%	67.0%	67.0%	67.0%	67.0%	67.0%
Associate Collections						
Associate 1	-	-	-	-	-	-
Associate 2	-	-	-	-	-	-
Associate 3	-	-	-	-	-	-
Associate 4	-	-	-	-	-	-
Total Associate Collections	-	-	-	-	-	-
Hygienist Collections						
Hygienist 1	30.0%	33.0%	33.0%	33.0%	33.0%	33.0%
Hygienist 2	-	-	-	-	-	-
Hygienist 3	-	-	-	-	-	-
Hygienist 4	-	-	-	-	-	-
Hygienist 5	-	-	-	-	-	-
Total Hygienist Collections	30.0%	33.0%	33.0%	33.0%	33.0%	33.0%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Income Statement						
Income						
Doctor Collections						
Owner Doctor 1	604,501	636,453	655,547	675,213	695,470	716,334
Owner Doctor 2	-	-	-	-	-	-
Owner Doctor 3	-	-	-	-	-	-
Owner Doctor 4	-	-	-	-	-	-
Owner Doctor 5	-	-	-	-	-	-
Owner Doctor 6	-	-	-	-	-	-
Total Doctor Collections	604,501	636,453	655,547	675,213	695,470	716,334
Associate Collections						
Associate 1	-	-	-	-	-	-
Associate 2	-	-	-	-	-	-
Associate 3	-	-	-	-	-	-
Associate 4	-	-	-	-	-	-
Total Associate Collections	-	-	-	-	-	-
Hygienist Collections						
Hygienist 1	259,072	313,477	322,881	332,568	342,545	352,821
Hygienist 2	-	-	-	-	-	-



Proforma (Cont'd)

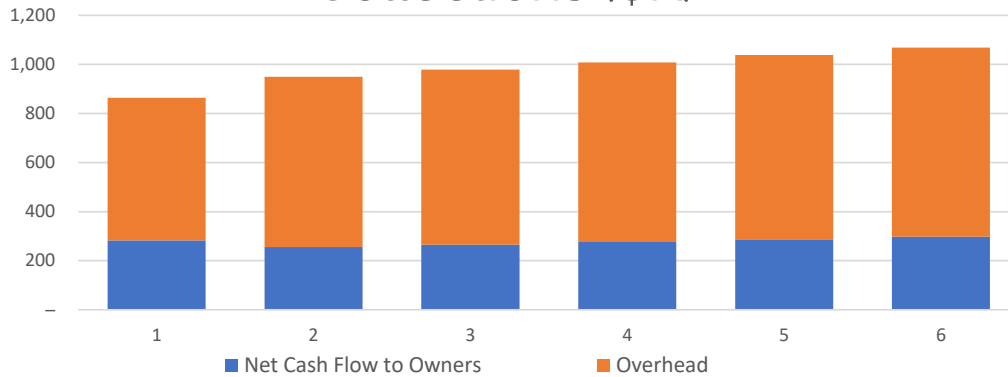
	Base*	Year 1	Year 2	Year 3	Year 4	Year 5
Hygienist 3	-	-	-	-	-	-
Hygienist 4	-	-	-	-	-	-
Hygienist 5	-	-	-	-	-	-
Total Hygienist Collections	259,072	313,477	322,881	332,568	342,545	352,821
Refunds	-	-	-	-	-	-
Total	863,573	949,930	978,428	1,007,781	1,038,015	1,069,155
Expenses						
Compensation						
Owner Doctor 1	181,350	190,936	196,664	202,564	208,641	214,900
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	103,629	125,391	129,153	133,027	137,018	141,128
Hygienist 2	-	-	-	-	-	-
Hygienist 3	-	-	-	-	-	-
Hygienist 4	-	-	-	-	-	-
Hygienist 5	-	-	-	-	-	-
Total Staff Expense	191,751	197,504	203,429	209,532	215,818	222,292
Dental Supplies	84,531	87,067	89,679	92,369	95,140	97,994
Lab Bills	42,012	43,272	44,570	45,907	47,284	48,703
Rent	10,560	10,877	11,203	11,539	11,885	12,242
Marketing/Advertising	2,221	2,288	2,357	2,427	2,500	2,575
Office Supplies	-	-	-	-	-	-
Miscellaneous	146,667	151,067	155,599	160,266	165,074	170,027
Total Expenses	762,720	808,400	832,652	857,632	883,361	909,862
EBITDA						
Depreciation	-	16,400	16,400	16,400	16,400	16,400
Amortization	-	30,613	30,613	30,613	30,613	30,613
EBIT	100,853	94,517	98,763	103,136	107,640	112,280
Net Interest Expense	-	33,265	30,600	27,771	24,767	21,578
Net Interest Income	34	-	-	-	-	-
Other Income/ (Expense)	-	-	-	-	-	-
Pre Tax Income	100,887	61,252	68,163	75,365	82,874	90,702
Income Taxes	-	-	-	-	-	-
Net Income (Loss)	100,887	61,252	68,163	75,365	82,874	90,702
Entrepreneurial Profit						
Net Income (Loss)	100,887	61,252	68,163	75,365	82,874	90,702
Depreciation	-	16,400	16,400	16,400	16,400	16,400
Amortization	-	30,613	30,613	30,613	30,613	30,613
Principal	-	43,206	45,871	48,700	51,704	54,893



Proforma (Cont'd)

	Base*	Year 1	Year 2	Year 3	Year 4	Year 5
Valuation Estimation						
-	-	-	-	-	-	-
0.10	10,085	14,153	14,578	15,015	15,465	15,929
Total Owner Compensation						
Owner Clinical Comp	181,350	190,936	196,664	202,564	208,641	214,900
Tax Impact	-	-	-	-	-	-
Entrepreneurial Profit	100,887	65,059	69,305	73,678	78,183	82,822
Net Cash Flow to Owners	282,237	255,995	265,969	276,242	286,824	297,723
Collections	863,573	949,930	978,428	1,007,781	1,038,015	1,069,155
Net Cash Flow to Owners	282,237	255,995	265,969	276,242	286,824	297,723
Overhead	581,336	693,935	712,459	731,539	751,191	771,432

Collections (\$K)



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