

**PROFORMA INCOME STATEMENT**  
PRACTICE #EG-910

|                                    | Year end 2017  | Adjustments   | Proforma       |
|------------------------------------|----------------|---------------|----------------|
| Gross Receipts                     | 314,080        |               | 314,080        |
| Returns and Allowances             | (632)          |               | (632)          |
| <b>Net Receipts</b>                | <b>313,448</b> |               | <b>313,448</b> |
| <b>Expenses:</b>                   |                |               |                |
| Advertising                        | 760            |               | 760            |
| Bank Charges                       | 2,839          |               | 2,839          |
| Computer Expenses-Software Support | 1,495          |               | 1,495          |
| Continuing Education               | 1,017          |               | 1,017          |
| Dental Supplies                    | 9,384          |               | 9,384          |
| Depreciation <sup>1</sup>          | 6,888          | (6,888)       | 0              |
| Dues & Subscriptions               | 2,052          |               | 2,052          |
| Employee Benefit Programs          | 956            |               | 956            |
| Insurance                          | 10,245         |               | 10,245         |
| Interest Expense <sup>2</sup>      | 3,338          | (3,338)       | 0              |
| Janitorial                         | 2,321          |               | 2,321          |
| Laboratory                         | 12,889         |               | 12,889         |
| Laundry                            | 609            |               | 609            |
| Legal & Professional               | 3,562          |               | 3,562          |
| Meals & Entertainment <sup>3</sup> | 332            | (332)         | 0              |
| Miscellaneous                      | 1,618          |               | 1,618          |
| Office Expense                     | 5,818          |               | 5,818          |
| Pension & Profit Sharing           | 4,568          |               | 4,568          |
| Postage                            | 687            |               | 687            |
| Promotion                          | 839            |               | 839            |
| Rent <sup>4</sup>                  |                | 26,568        | 26,568         |
| Repairs & Maintenance              | 5,210          |               | 5,210          |
| Salaries & Wages                   | 41,636         |               | 41,636         |
| Small Equipment                    | 868            |               | 868            |
| Taxes & Licenses                   | 6,247          |               | 6,247          |
| Taxes-Payroll                      | 5,577          |               | 5,577          |
| Telephone                          | 305            |               | 305            |
| Travel <sup>5</sup>                | 123            |               | 123            |
| Uniforms                           | 812            |               | 812            |
| Utilities                          | 6,176          |               | 6,176          |
|                                    |                |               |                |
| <b>TOTAL EXPENSES</b>              | <b>139,171</b> |               |                |
| <b>TOTAL ADJUSTMENTS</b>           |                | <b>16,010</b> |                |
| <b>TOTAL ADJUSTED EXPENSES</b>     |                |               | <b>155,181</b> |
| <b>NET PROFIT</b>                  | <b>174,277</b> |               | <b>158,267</b> |
| <b>ADJUSTED NET PROFIT</b>         |                |               | <b>158,267</b> |

**NOTES**

- 1.) Depreciation: Considered a non-cash expense.
- 2.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 3.) Meals and Entertainment: Considered of personal benefit to the owner.
- 4.) Rent: Seller owns building. Adjustment reflects estimated annualized amortized mortgage payment for new Buyer/Owner.
- 5.) Travel: Considered of personal benefit to the owner.

**\*\*Above data has not been audited by Western Practice Sales.  
It is the Buyer's responsibility to verify if information is true and correct.**