

**PROFORMA INCOME STATEMENT**  
**PRACTICE #AG-994 Merger Proforma from 2018 P&L**

	Combined	Adjustments	Proforma
Gross Receipts	1,153,205		1,153,205
<b>Net Receipts</b>	<b>1,153,205</b>		<b>1,153,205</b>
<b>Expenses:</b>			
Accounting	7,502		7,502
Advertising & Marketing	20,008		20,008
Automobile Expense	11,912	(11,912)	0
Bank Service Charges	1,785		1,785
Charitable Contributions	165	(165)	0
Computer Supplies/Expense	101		101
Contract Services	26,659		26,659
Contracted Dental Services	135,574	(135,574)	0
Credit Adjustments	13,063		13,063
Dental Equipment	2,072		2,072
Dental Supplies	45,253		45,253
Dues & Subscriptions	3,352	(677)	2,675
Software & Computer	15,473		15,473
Medical Insurance	3,900	(3,900)	0
Salary Reduction	2,400		2,400
Employee/Vendor Relations	334		334
Equipment Lease	3,361	(3,361)	0
Insurance	4,116	(4,116)	0
Business Property	4,193		4,193
Disability	3,133		3,133
HSA	1,096		1,096
Liability	3,087		3,087
Medical Premium	1,815		1,815
Workers Comp	7,774		7,774
Interest Expense	21,950	(21,950)	0
Laboratory	58,654		58,654
Invisalign	67,706		67,706
Laundry & Cleaning	2,257	(1,021)	1,236
Legal & Professional Fees	7,900		7,900
Meals & Entertainment	11,019	(11,019)	0
Office Expense/Supplies	17,861	(11,000)	6,861
Office Meals	652	(652)	0
Patient Relations	953		953
Patient Refunds	1,263		1,263
Postage	921		921
Promotion	7,274		7,274
Internal Marketing	792		792
Rent	152,748	(70,545)	82,203
Garage	3,380		3,380
Storage	772		772
Repairs & Maintenance	2,596		2,596
Equipment	3,375		3,375
Office	143		143
Salaries & Wages	250,845	(80,000)	170,845
Draw	22,154	(22,154)	0
Hygiene	38,226		38,226
Reimbursements	1,644		1,644
Staff	80,436	(40,000)	40,436
Temporary	1,650		1,650
Taxes			
Business Local	6,256		6,256
Payroll	53,852	(10,000)	43,852
Unallocated	(1,448)	1,448	0
Telephone & Utilities	15,275	(7,350)	7,925
Travel	5,946	(5,946)	0
<b>TOTAL EXPENSES</b>	<b>1,155,179</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(439,892)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>715,287</b>
<b>NET PROFIT</b>	<b>(1,974)</b>		<b>437,918</b>
<b>ADJUSTED NET PROFIT</b>			<b>437,918</b>

**NOTES**

**\*\*Collections have dropped slightly in both Offices.**  
*Adjustments reflect expenses which would be eliminated due to Merger Opportunity.*  
**2018 Collections Dr. T:**  
**2018 Collections Dr. V:**  
**\*\*Above data has not been audited by Western Practice Sales.**  
**It is the Buyer's responsibility to verify if information is true and correct.**