

PROFORMA INCOME STATEMENT
PRACTICE #DN-1084 from P&L

| | Jan - Dec 2017 | Adjustments | Proforma |
|--------------------------------|----------------|-----------------|----------------|
| Gross Receipts | 671,290 | | 671,290 |
| Interest | 1 | | 1 |
| Refunds | 1,057 | | 1,057 |
| Patient Refunds | (2,801) | | (2,801) |
| Net Receipts | 669,548 | | 669,548 |
| Expenses: | | | |
| Advertising & Promotion | 9,520 | | 9,520 |
| Automobile ¹ | 54 | (54) | 0 |
| Bank Charges | 2,874 | | 2,874 |
| Collection Agency | 813 | | 813 |
| Computer & Internet | 4,907 | | 4,907 |
| Dental Supplies | 40,606 | | 40,606 |
| Dental Warranty Charge | 565 | | 565 |
| Donation ² | 495 | (495) | 0 |
| Dues & Subscriptions | 2,254 | | 2,254 |
| Finance Charges | 74 | | 74 |
| Insurance | | | |
| Auto ³ | 164 | (164) | 0 |
| Business Equipment | 503 | | 503 |
| Disability | 1,076 | | 1,076 |
| General Liability | 359 | | 359 |
| Health ³ | 19,591 | (19,591) | 0 |
| Other | 545 | | 545 |
| Refunds | 121 | | 121 |
| Workers Comp | 1,929 | | 1,929 |
| Interest Expense ⁴ | 463 | (463) | 0 |
| Janitorial | 3,385 | | 3,385 |
| Laboratory | 26,115 | | 26,115 |
| Licenses & Permits | 38 | | 38 |
| Miscellaneous | 915 | | 915 |
| Office Expenses | 12,447 | | 12,447 |
| Water Bottles | 245 | | 245 |
| Office Supplies | 374 | | 374 |
| Payroll | | | |
| Labor | 119,488 | | 119,488 |
| Processing Fee | 588 | | 588 |
| Periodicals & Subscriptions | 27 | | 27 |
| Postage & Delivery | 130 | | 130 |
| Printing & Reproduction | 72 | | 72 |
| Professional Fees | 1,148 | | 1,148 |
| Rent | 150,044 | | 150,044 |
| Repairs & Maintenance | 2,364 | | 2,364 |
| Salaries & Wages | | | |
| Back Office | 6,503 | | 6,503 |
| Endo | 10,478 | | 10,478 |
| Front Office | 4,322 | | 4,322 |
| Garnishment | 732 | | 732 |
| GP ⁵ | 54,960 | (54,960) | 0 |
| Hygiene | 15,079 | | 15,079 |
| Ortho | 26,307 | | 26,307 |
| OS | 16,238 | | 16,238 |
| Pedo ⁵ | 3,074 | (3,074) | 0 |
| Perio ⁵ | 1,567 | (1,567) | 0 |
| Security | 345 | | 345 |
| Storage | 622 | | 622 |
| Tax | | | |
| Corporate | 106 | | 106 |
| Income | 227 | | 227 |
| Payroll | 60,199 | | 60,199 |
| Payroll | 18 | | 18 |
| Property | 803 | | 803 |
| Telephone | 6,875 | | 6,875 |
| Phone & Internet Hardware | 260 | | 260 |
| Uncategorized | 1 | | 1 |
| Uniforms | 1,026 | | 1,026 |
| Utilities | 7,823 | | 7,823 |
| TOTAL EXPENSES | 621,858 | | |
| TOTAL ADJUSTMENTS | | (80,367) | |
| TOTAL ADJUSTED EXPENSES | | | 541,491 |
| NET PROFIT | 47,690 | | 128,056 |
| ADJUSTED NET PROFIT | | | 128,056 |

NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
- 2.) Donation: Considered of personal benefit to the owner.
- 3.) Insurance: Auto & Health - Considered of personal benefit to the owner.
- 4.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 5.) Salaries & Wages: Eliminated GP & Pedo Salaries paid to Specialists, because Buyer will most likely assume these procedures.

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