

**PROFORMA INCOME STATEMENT**  
PRACTICE #BG-1170

|                                | 2018 S Corp      | Adjustments      | Proforma       |
|--------------------------------|------------------|------------------|----------------|
| Gross Receipts                 | 916,689          |                  | 916,689        |
| Returns and Allowances         | (2,430)          |                  | (2,430)        |
| <b>Net Receipts</b>            | <b>914,259</b>   |                  | <b>914,259</b> |
| <b>Expenses:</b>               |                  |                  |                |
| Accounting                     | 5,225            |                  | 5,225          |
| Advertising                    | 18,893           |                  | 18,893         |
| Amortization <sup>1</sup>      | 44,667           | (44,667)         | 0              |
| Bank Charges                   | 196              |                  | 196            |
| Computer & Internet Expenses   | 13,788           |                  | 13,788         |
| Consulting Fees <sup>2</sup>   | 2,340            | (2,340)          | 0              |
| Continuing Education           | 992              |                  | 992            |
| Dental Supplies                | 116,911          |                  | 116,911        |
| Depreciation <sup>3</sup>      | 75,575           | (75,575)         | 0              |
| Insurance                      | 6,886            |                  | 6,886          |
| Interest Expense <sup>4</sup>  | 42,667           | (42,667)         | 0              |
| Laboratory                     | 29,802           |                  | 29,802         |
| Legal & Professional           | 2,400            |                  | 2,400          |
| Meals <sup>5</sup>             | 785              | (785)            | 0              |
| Merchant Fees                  | 12,951           |                  | 12,951         |
| Office Expense                 | 11,485           |                  | 11,485         |
| Parking & Tolls                | 5                |                  | 5              |
| Payroll Processing Fees        | 1,786            |                  | 1,786          |
| Pension & Profit Sharing       | 6,885            |                  | 6,885          |
| Postage                        | 341              |                  | 341            |
| Rent                           | 81,600           |                  | 81,600         |
| Repairs & Maintenance          | 10,997           |                  | 10,997         |
| Salaries & Wages <sup>6</sup>  | 471,076          | (223,053)        | 248,023        |
| Security                       | 692              |                  | 692            |
| Taxes & Licenses <sup>7</sup>  | 46,501           | (15,259)         | 31,242         |
| Telephone                      | 2,748            |                  | 2,748          |
| Travel <sup>8</sup>            | 1,335            | (1,335)          | 0              |
| Uniforms                       | 299              |                  | 299            |
| Utilities                      | 11,183           |                  | 11,183         |
|                                |                  |                  |                |
| <b>TOTAL EXPENSES</b>          | <b>1,021,011</b> |                  |                |
| <b>TOTAL ADJUSTMENTS</b>       |                  | <b>(405,681)</b> |                |
| <b>TOTAL ADJUSTED EXPENSES</b> |                  |                  | <b>615,330</b> |
| <b>NET PROFIT</b>              | <b>(106,752)</b> |                  | <b>298,929</b> |
| <b>ADJUSTED NET PROFIT</b>     |                  |                  | <b>298,929</b> |

**NOTES**

- 1.) Amortization: Considered a non-cash expense.
- 2.) Consulting Fees: Considered of personal benefit to the owner.
- 3.) Depreciation: Considered a non-cash expense.
- 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.) Meals: Considered of personal benefit to the owner.
- 6.) Salaries & Wages: Adjustment reflects Associate DDS' estimated salary.
- 7.) Taxes & Licenses: Adjustment reflects Associates estimated payroll taxes.
- 8.) 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.**