

## PROFORMA INCOME STATEMENT

PRACTICE # EN-1197 12month P&L

	Jan - Dec 2019	Adjustments	Proforma
Gross Receipts	593,854		593,854
Ortho Income <sup>1</sup>	50,251	(50,251)	0
<b>Net Receipts</b>	<b>644,105</b>		<b>593,854</b>
<b>Expenses:</b>			
Accounting	1,922		1,922
Automobile <sup>2</sup>	2,151	(2,151)	0
Bank Charges	15,878		15,878
Contributions <sup>3</sup>	33	(33)	0
Dental Supplies <sup>4</sup>	46,802	(23,047)	23,755
Ortho <sup>5</sup>	2,693	(2,693)	0
Dues & Subscriptions	1,952		1,952
Equipment Rental <sup>6</sup>	26	(26)	0
Gifts <sup>7</sup>	122	(122)	0
<b>Insurance:</b>			
Liability	1,761		1,761
Life <sup>8</sup>	43	(43)	0
Malpractice	454		454
Medical <sup>9</sup>	12,660	(12,660)	0
Medical-Shareholder	0		0
Workers Comp	1,380		1,380
Interest Expense <sup>10</sup>	659	(659)	0
Laboratory <sup>11</sup>	29,695	(4,420)	25,275
Licenses & Permits	634		634
Marketing	8,243		8,243
Office Supplies	2,954		2,954
Patient Refund <sup>12</sup>	18,736	(231)	18,505
Payroll Processing Fee	1,322		1,322
Legal Fees	5		5
Postage & Delivery	720		720
Printing & Reproduction	687		687
Professional Development	50		50
Rent	105,298		105,298
CAM Charges	4,138		4,138
Repairs	7,067		7,067
Salary & Wages			0
Employee <sup>13</sup>	175,095	(77,335)	97,760
Hygiene	69,335		69,335
Ortho <sup>13</sup>	23,500	(23,500)	0
Salary-Officers <sup>14</sup>	105,000	(105,000)	0
Small Equipment	2,398		2,398
<b>Taxes</b>			
Payroll <sup>15</sup>	28,740	(12,120)	16,620
Property	1,386		1,386
State	1,099		1,099
Telephone	2,801		2,801
Travel, Meals & Entertainment <sup>16</sup>	4,760	(4,760)	0
Uniforms	453		453
Utilities	6,891		6,891
<b>TOTAL EXPENSES</b>	<b>689,542</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(268,800)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>420,742</b>
<b>NET PROFIT</b>	<b>(45,437)</b>		<b>173,112</b>
<b>ADJUSTED NET PROFIT</b>			<b>173,112</b>

### NOTES

- 1.) Ortho Income: Ortho income not to be considered as part of revenue.
- 2.) Automobile: Considered of personal benefit to the owner.
- 3.) Contributions: Considered of personal benefit to the owner.
- 4.) Dental Supplies: Considered of personal benefit to the owner.
- 5.) Dental Supplies-Ortho: Ortho supplies eliminated for consideration
- 6.) Equipment Rental: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
- 7.) Gifts: Considered of personal benefit to the owner.
- 8.) Insurance-Life: Insurance for ortho personnel not to be considered as practice expenses.
- 9.) Insurance-Medical: Considered of personal benefit to the owner.
- 10.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 11.) Laboratory-Ortho: Ortho lab expenses not to be considered as part of Practice expenses.
- 12.) Patient Refund: Adjustment of Ortho refund, not to be considered as practice expenses.
- 13.) Salary-Ortho & Admin: Salaries for ortho personnel & corporate administration not to be considered as part of Practice expenses.
- 14.) Salary-Officer: Considered of personal benefit to owner.
- 15.) Taxes-Payroll: Adjustment reflects estimated payroll taxes of Ortho personnel and corporate administration personnel.
- 16.) Travel, Meals & Entertainment: 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.**