

**PROFORMA INCOME STATEMENT**  
PRACTICE #HG-1390 12-month P&L

|  | Jan - Dec 2021 | Adjustments      | Proforma       |
|--|----------------|------------------|----------------|
| Gross Receipts                           | 569,163        |                  | 569,163        |
| Interest                                 | 34             |                  | 34             |
| Other Income <sup>1</sup>                | 177,575        | (177,575)        | 0              |
| Redeposit                                | 2,844          |                  | 2,844          |
| Refund                                   | 1,000          |                  | 1,000          |
| <b>Net Receipts</b>                      | <b>750,615</b> |                  | <b>573,041</b> |
| <b>Expenses:</b>                         |                |                  |                |
| Accounting                               | 9,000          |                  | 9,000          |
| Advertising                              | 4,811          |                  | 4,811          |
| Asset Transfer Distribution <sup>2</sup> | 60,000         | (60,000)         | 0              |
| Automobile <sup>3</sup>                  | 9,945          | (9,945)          | 0              |
| Bank Charges                             | 41             |                  | 41             |
| Credit Card Fees                         | 10,536         |                  | 10,536         |
| Dental Supplies                          | 46,209         |                  | 46,209         |
| Dues & Subscriptions <sup>4</sup>        | 4,935          | (2,000)          | 2,935          |
| Employee Advances <sup>5</sup>           | 399            | (399)            | 0              |
| Employee Contribution                    | 2,177          |                  | 2,177          |
| Employee Gifts <sup>6</sup>              | 200            | (200)            | 0              |
| Entertainment & Promotion                | 1,767          |                  | 1,767          |
| Equipment <sup>7</sup>                   | 29,609         | (29,609)         | 0              |
| Fees                                     | 370            |                  | 370            |
| Insurance                                |                |                  |                |
| Automobile <sup>8</sup>                  | 4,092          | (4,092)          | 0              |
| Business Liability                       | 1,220          |                  | 1,220          |
| Homeowners <sup>9</sup>                  | 4,281          | (4,281)          | 0              |
| Malpractice                              | 1,220          |                  | 1,220          |
| MediCare <sup>9</sup>                    | 5,200          | (5,200)          | 0              |
| Officer's Spouse <sup>3</sup>            | 302            | (302)            | 0              |
| Other                                    | 1,784          |                  | 1,784          |
| Property <sup>3</sup>                    | 1,038          | (1,038)          | 0              |
| Property                                 | 3,579          |                  | 3,579          |
| Workers Comp                             | 3,211          |                  | 3,211          |
| Internet                                 | 1,589          |                  | 1,589          |
| Laboratory                               | 35,679         |                  | 35,679         |
| Licenses                                 | 918            |                  | 918            |
| Maintenance                              | 10,626         |                  | 10,626         |
| Meals <sup>9</sup>                       | 352            | (352)            | 0              |
| Miscellaneous                            | 70             |                  | 70             |
| NSF <sup>10</sup>                        | 260            | (260)            | 0              |
| Outside Services                         | 344            |                  | 344            |
| Patient Refund                           | 1,868          |                  | 1,868          |
| Payroll Expense                          | 631            |                  | 631            |
| PayPal Transfer <sup>11</sup>            | (17)           | 17               | 0              |
| Petty Cash                               | 100            |                  | 100            |
| Postage                                  | 2,041          |                  | 2,041          |
| Practice Sale <sup>12</sup>              | 2,250          | (2,250)          | 0              |
| Reconciliation Discrepancies             | 1,181          |                  | 1,181          |
| Reimbursement                            | 10             |                  | 10             |
| Rent <sup>13</sup>                       |                | 28,000           | 28,000         |
| Repair                                   | 2,461          |                  | 2,461          |
| Returned Item                            | 55             |                  | 55             |
| Salaries & Wages <sup>14</sup>           | 272,768        | (38,000)         | 234,768        |
| Salary-Officer: Draw <sup>15</sup>       | 134,840        | (134,840)        | 0              |
| Service Charge                           | 10             |                  | 10             |
| Stop Pay Charge                          | 30             |                  | 30             |
| Taxes                                    |                |                  |                |
| DE88                                     | 94             |                  | 94             |
| Home <sup>16</sup>                       | 3,903          | (3,903)          | 0              |
| Other                                    | 1,218          |                  | 1,218          |
| Property                                 | 3,933          |                  | 3,933          |
| Use                                      | 307            |                  | 307            |
| Trailer                                  | 10             |                  | 10             |
| Transfer <sup>17</sup>                   | (500)          | 500              | 0              |
| Uniform                                  | 2,453          |                  | 2,453          |
| Utilities                                | 14,605         |                  | 14,605         |
| Telephone                                | 3,859          |                  | 3,859          |
| <b>TOTAL EXPENSES</b>                    | <b>703,872</b> |                  |                |
| <b>TOTAL ADJUSTMENTS</b>                 |                | <b>(268,153)</b> |                |
| <b>TOTAL ADJUSTED EXPENSES</b>           |                |                  | <b>435,718</b> |
| <b>NET PROFIT</b>                        | <b>46,743</b>  |                  | <b>137,322</b> |
| <b>ADJUSTED NET PROFIT</b>               |                |                  | <b>137,322</b> |

| NOTES  |  |
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| 1.)  | Other Income: Covid Relief funds are not relevant to the Buyer.  |
| 2.)  | Asset Transfer Distribution: Considered of personal benefit to the owner.  |
| 3.)  | Automobile: Considered of personal benefit to the owner.   |
| 4.)  | Dues & Subscription: Adjustment considered of personal benefit to the owner.   |
| 5.)  | Employee Advances: Considered of personal benefit to the owner.  |
| 6.)  | Employee Gifts: Considered of personal benefit to the owner.   |
| 7.)  | Equipment: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice. |
| 8.)  | Insurance: Considered of personal benefit to the owner.  |
| 9.)  | Meals: Considered of personal benefit to the owner.  |
| 10.)   | NSF: Considered of personal benefit to the owner.  |
| 11.)   | PayPal Transfer: Considered of personal benefit to the owner.  |
| 12.)   | Practice Sale: Considered of personal benefit to the owner.  |
| 13.)   | Rent: Seller owns building. Adjusted to estimated estimated annualized mortgage cost.  |
| 14.)   | Salaries & Wages: Adjusted to reflect estimated salary for owner's Spouse.   |
| 15.)   | Salary-Officer: Considered of personal benefit to the owner.   |
| 16.)   | Taxes-Home: Considered of personal benefit to the owner.   |
| 17.)   | Transfer: Considered of personal benefit to the owner.   |
| <b>**Above data has not been audited by Western Practice Sales.<br/>It is the Buyer's responsibility to verify if information is true and correct.</b> |  |