

## PROFORMA INCOME STATEMENT

### PRACTICE #AZ-272 from P&L

	Year end 2015	Adjustments	Proforma
Gross Receipts	380,420		380,420
Non-medical Income	274		274
Refunds	(1,800)		(1,800)
<b>Net Receipts</b>	<b>378,894</b>		<b>378,894</b>
<b>Expenses:</b>			
Advertising & Promotion	15,491		15,491
Automobile <sup>1</sup>	5,714	(5,714)	0
Bank Service Charges	1,493		1,493
Dental Supplies	18,347		18,347
Depreciation <sup>2</sup>	7,081	(7,081)	0
Donations <sup>3</sup>	100	(100)	0
Equipment Lease <sup>4</sup>	25	(25)	0
Insurance	11,965		11,965
Interest Expense <sup>5</sup>	28,633	(28,633)	0
Laboratory	33,794		33,794
Licenses & Permits	3,291		3,291
Meals & Entertainment <sup>6</sup>	4,513	(4,513)	0
Office Expense	6,537		6,537
Payroll Processing Fee	80,524		80,524
Postage & Delivery	13		13
Professional Fees	7,745		7,745
Rent	49,348		49,348
Repairs & Maintenance	4,909		4,909
Security	270		270
Telephone	3,854		3,854
Utilities	3,598		3,598
<b>TOTAL EXPENSES</b>	<b>287,245</b>		
<b>TOTAL ADJUSTMENTS</b>		<b>(46,066)</b>	
<b>TOTAL ADJUSTED EXPENSES</b>			<b>241,179</b>
<b>NET PROFIT</b>	<b>91,649</b>		<b>137,715</b>
<b>ADJUSTED NET PROFIT</b>			<b>137,715</b>

#### NOTES

- 1.) Automobile: Considered of personal benefit to the owner.
  - 2.) Depreciation: Considered a non-cash expense.
  - 3.) Doantions: Considered of personal benefit to the owner.
  - 4.) Equipment Lease: Considered a non-recurring expense. Outstanding equipment leases are normally paid off from the proceeds from the sale of the practice.
  - 5.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
  - 6.) Meals and Enterainment: Considered of personal benefit to the owner.
- \*\*Above data has not been audited by Western Practice Sales/John M. Cahill Associates. It is the Buyer's responsibility to verify if information is true and correct.**