

ABC Family Dentistry

Specialty: General

Doctors: 2

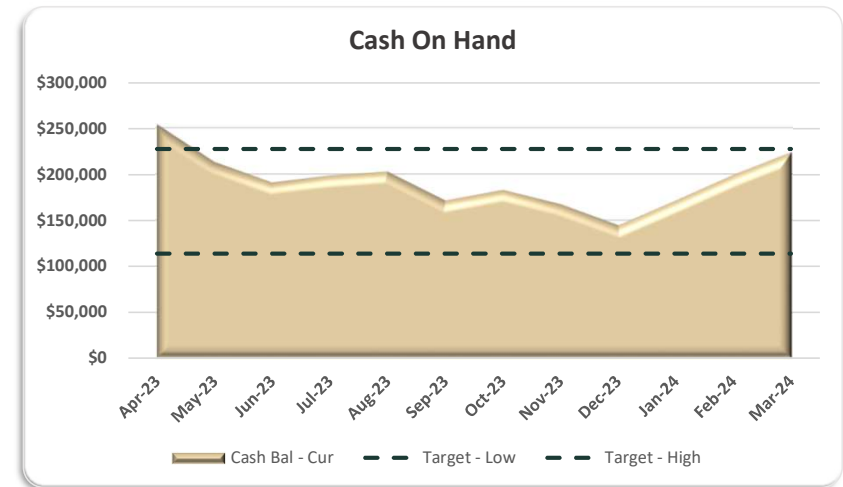
CASH CURRENTLY ON HAND

Cash On Hand	\$223,547	*Checking, Savings, Money Market
Cash Equivalents (< 90 Days)	\$0	*T-Bills, CD's, etc.
Total Book Cash	\$223,547	

Strategic Reserves	\$0	*Short-term Investments
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Average Operating Cash Outflows	\$115,412	*Trailing 12 Months
Average Debt Service (P&I)	\$36,701	*Trailing 12 Months
Average Owner Expense	\$75,848	*Actual Salary Paid
Add'l Owner Reasonable Comp	\$0	*See EBITDA Analysis
Target Operating Reserve	\$227,961	*Based on Trailing 12 Months

Surplus / (Deficit)	(\$4,414)	
Book Cash-to-Expense Ratio	98%	*Goal > 50%



TOTAL CASH AVAILABLE - NEXT 30 DAYS

Amounts Calculated do NOT include Owner Distributions or Personal Tax Payments

Accounts Receivable (< 30 Days)	\$168,915	*Based on Net Prod; from Data Analytics
Bi-Weekly Payroll	(\$65,038)	*Includes Owner Prod Pay
Retirement Liability	(\$5,695)	*From Bal Sheet
Line of Credit	\$0	
Credit Cards	(\$88,314)	
Other Current Liabilities	(\$41)	
Accounts Payable (< 90 Days)	(\$25,000)	*QBO / Bill.com
Invisalign Payable (< 90 Days)	(\$20,000)	*If applicable
Net Receivable / (Payable)	(\$35,173)	

Net Cash Available	\$188,374	* After settling up AR & AP
Surplus / (Deficit)	(\$39,587)	
Net Cash-to-Expense Ratio	83%	*Goal > 50%



Profit & Loss by Quarter

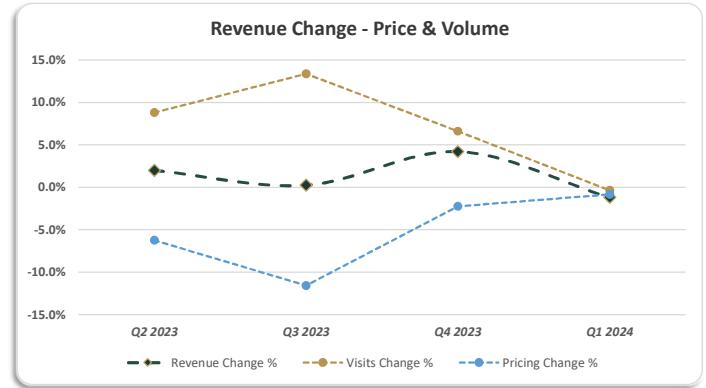
Mar-24

ABC Family Dentistry

 Specialty: General
 # Doctors: 2

REVENUE

	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Rolling 12
Net Revenue					
Current Period	\$591,028	\$624,321	\$646,072	\$672,300	\$2,533,721
Previous Period	\$579,514	\$622,850	\$620,056	\$680,524	\$2,502,944
Change - \$'s	\$11,513	\$1,472	\$26,015	(\$8,223)	\$30,777
Change - %	2.0%	0.2%	4.2%	-1.2%	1.2%
Patient Visits (Volume)					
Current Period	3,773	3,530	3,600	3,765	14,668
Previous Period	3,468	3,114	3,377	3,779	13,738
Visits Change %	8.8%	13.4%	6.6%	-0.4%	6.8%
Revenue per Visit (Pricing)					
Current Period	\$157	\$177	\$179	\$179	\$173
Previous Period	\$167	\$200	\$184	\$180	\$182
Pricing Change %	-6.3%	-11.6%	-2.3%	-0.8%	-5.2%


OVERHEAD

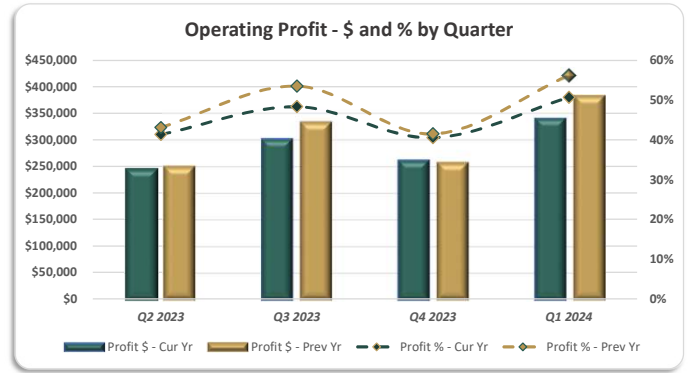
	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Rolling 12
Staff Expense					
Current Period	\$192,450	\$179,843	\$216,453	\$192,073	\$780,820
Previous Period	\$185,340	\$162,999	\$196,001	\$167,916	\$712,256
Change - \$'s	\$7,109	\$16,844	\$20,452	\$24,157	\$68,564
Change - %	3.8%	10.3%	10.4%	14.4%	9.6%
FIXED Expense (Occupancy, Prof Fees, Office Expense, Facility)					
Current Period	\$63,292	\$63,476	\$79,004	\$61,385	\$267,157
Previous Period	\$57,691	\$53,920	\$67,705	\$46,802	\$226,118
Change - \$'s	\$5,601	\$9,556	\$11,299	\$14,583	\$41,039
Change - %	9.7%	17.7%	16.7%	31.2%	18.1%
VARIABLE Expense (Clinical Expense, Office Supplies, Merchant Fees)					
Current Period	\$85,868	\$76,739	\$86,459	\$76,140	\$325,205
Previous Period	\$81,712	\$66,991	\$82,244	\$79,422	\$310,369
Change - \$'s	\$4,156	\$9,748	\$4,214	(\$3,283)	\$14,836
Change - %	5.1%	14.6%	5.1%	-4.1%	4.8%

*Goal should be equal to or lower than Visits Change %

*Want lower than Inflation: 3.25% *US Average Inflation

PROFITABILITY

	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Rolling 12
Total Overhead (No Doctor Expense)					
Current Period	\$346,613	\$322,590	\$384,229	\$331,511	\$1,384,943
Previous Period	\$329,671	\$289,475	\$362,877	\$297,810	\$1,279,833
Change - \$'s	\$16,943	\$33,115	\$21,352	\$33,700	\$105,110
Change - %	5.1%	11.4%	5.9%	11.3%	8.2%
Operating Profit (before doctor expense)					
Current Period	\$244,414	\$301,731	\$261,843	\$340,790	\$1,148,778
Previous Period	\$249,843	\$333,375	\$257,179	\$382,714	\$1,223,111
Change - \$'s	(\$5,429)	(\$31,643)	\$4,664	(\$41,924)	(\$74,333)
Change - %	-2.2%	-9.5%	1.8%	-11.0%	-6.1%
Operating Profit %					
Current Period	41.4%	48.3%	40.5%	50.7%	45.3%
Previous Period	43.1%	53.5%	41.5%	56.2%	48.9%
Change to PY	-1.8%	-5.2%	-0.9%	-5.5%	-3.5%



Capacity Opportunity Analysis

ABC Family Dentistry

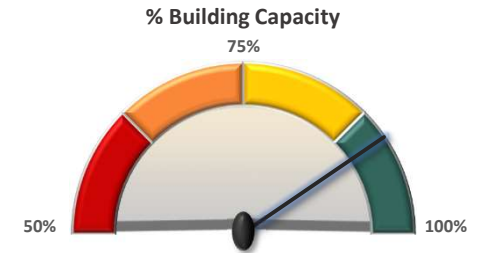
Mar-24

Specialty: General

Doctors: 2

	Q2 2023	Q3 2023	Q4 2023	Q1 2024
# Chairs	7	7	7	7
Capacity per Chair	\$100,000	\$100,000	\$100,000	\$100,000
Total Capacity	\$700,000	\$700,000	\$700,000	\$700,000
Actual Revenue	\$591,028	\$624,321	\$646,072	\$672,300
% Total Capacity	84.4%	89.2%	92.3%	96.0%

Rolling 12
7
\$400,000
\$2,800,000
\$2,533,721
90.5%



Additional Revenue	\$108,972	\$75,679	\$53,928	\$27,700
30% Hygiene	\$32,692	\$22,704	\$16,179	\$8,310
70% Doctor	\$76,281	\$52,975	\$37,750	\$19,390

\$266,279
\$79,884
\$186,395

Additional Overhead	\$29,460	\$20,460	\$14,579	\$7,489
Variable Expense	\$13,987	\$9,713	\$6,922	\$3,555
Clinical Staff Expense	\$15,474	\$10,746	\$7,658	\$3,933
Add'l Cost - Staff				
Add'l Cost - Other				

\$71,988
\$34,177 *Clinical Supplies & Lab, CC Merchant Fees, Office Supplies
\$37,811 *Assistants & Hygiene
\$0 *Fixed Expense, such as Front Desk Staff
\$0 *Fixed Expenses, such as Marketing Investment

Add'l Operating Profit	\$79,512	\$55,219	\$39,349	\$20,211
% Add'l Revenue	73.0%	73.0%	73.0%	73.0%

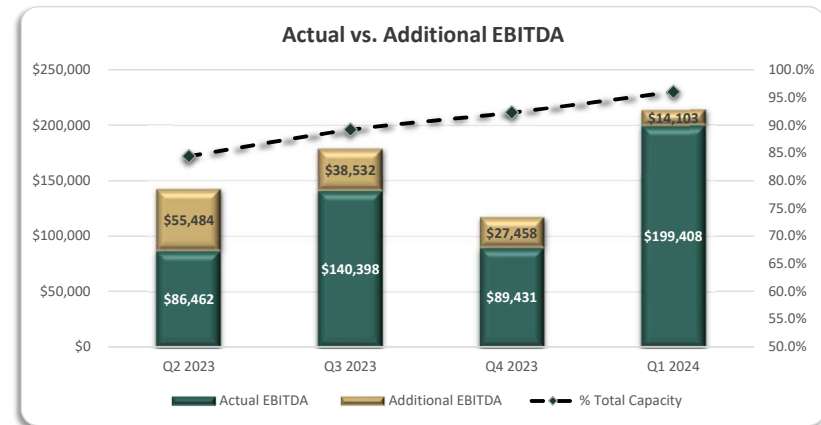
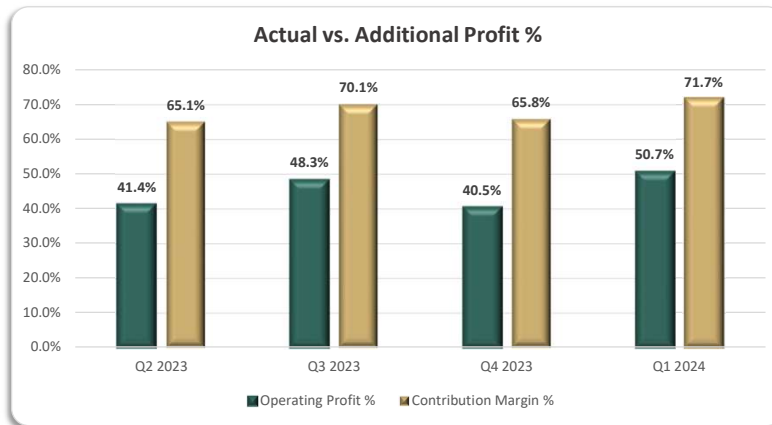
\$194,291	<i>*Owner's Profit if Owner performs production</i>
73.0%	

30% Add'l Doctor Comp	\$24,028	\$16,687	\$11,891	\$6,108
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\$58,715	<i>*Associate or Owner Clinical Compensation</i>
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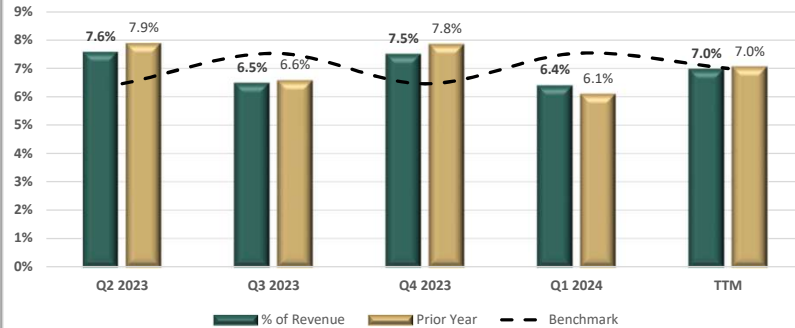
Add'l EBITDA	\$55,484	\$38,532	\$27,458	\$14,103
% Add'l Revenue	50.9%	50.9%	50.9%	50.9%

\$135,577	<i>*If Associate(s) perform increased production</i>
50.9%	

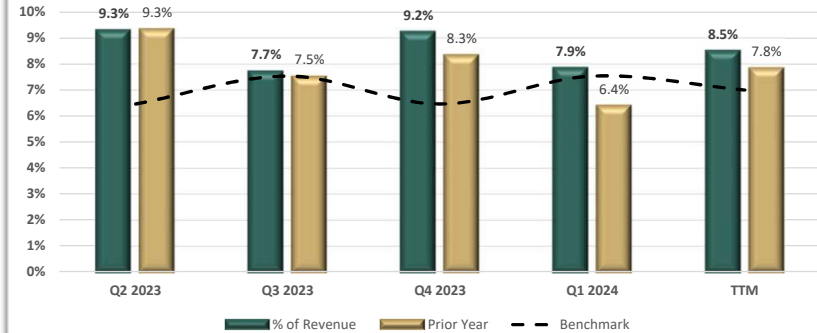


Staff Expense & Growth Opportunity
Mar-24
ABC Family Dentistry
Specialty: General
Doctors: 2

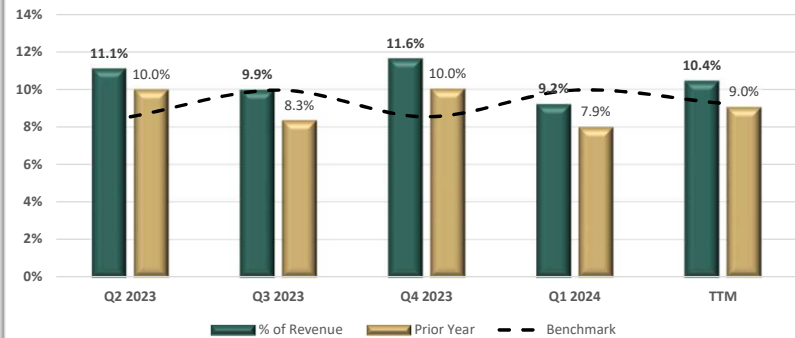
Payroll Cycles	Q2 2023	Q3 2023	Q4 2023	Q1 2024	TTM
Cur Yr	6	7	6	7	26
Prev Yr	6	7	6	7	26

Clerical / Admin


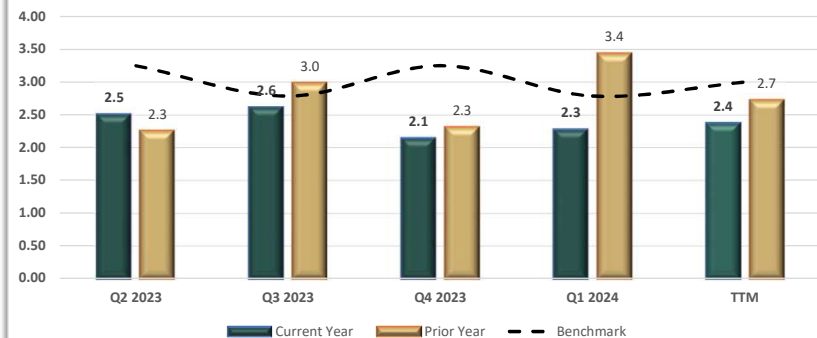
Capacity	\$692,041	\$535,501	\$748,653	\$568,520	\$2,518,816
Opportunity	\$101,013	\$0	\$102,581	\$0	\$0
\$ to BM	(\$6,527)	\$6,696	(\$6,628)	\$7,823	\$1,043
\$ to PY	\$1,754	\$531	\$2,176	(\$2,023)	\$2,190

Assistants


Capacity	\$851,793	\$639,780	\$924,396	\$701,596	\$3,084,117
Opportunity	\$260,765	\$15,458	\$278,325	\$29,296	\$550,396
\$ to BM	(\$16,849)	(\$1,165)	(\$17,984)	(\$2,208)	(\$38,528)
\$ to PY	\$200	(\$1,245)	(\$5,586)	(\$9,931)	(\$16,884)

Hygiene


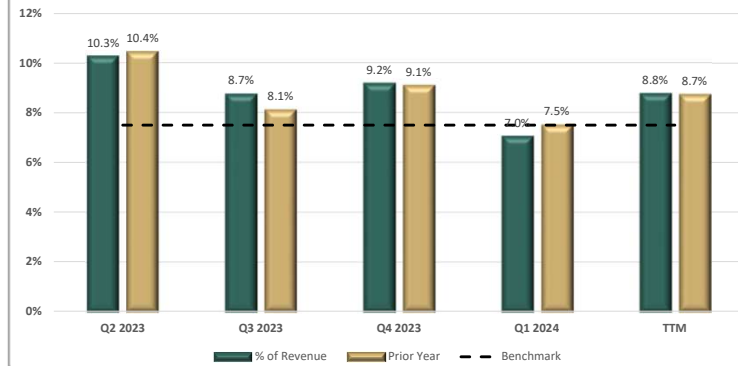
Capacity	\$765,536	\$622,095	\$877,654	\$617,841	\$2,852,107
Opportunity	\$174,509	\$0	\$231,582	\$0	\$318,386
\$ to BM	(\$14,900)	\$222	(\$19,774)	\$5,425	(\$29,451)
\$ to PY	(\$6,429)	(\$10,156)	(\$9,963)	(\$8,340)	(\$35,367)

Hygiene - Net Prod-to-Expense


Capacity	\$212,436	\$172,631	\$243,549	\$171,451	\$800,068
Opportunity	\$48,357	\$10,175	\$82,725	\$31,037	\$172,294
Appts / Hr	\$9,996	\$29,498	\$19,734	\$7,881	\$67,109
Price / Proc	\$38,361	(\$19,323)	\$62,991	\$23,156	\$105,185

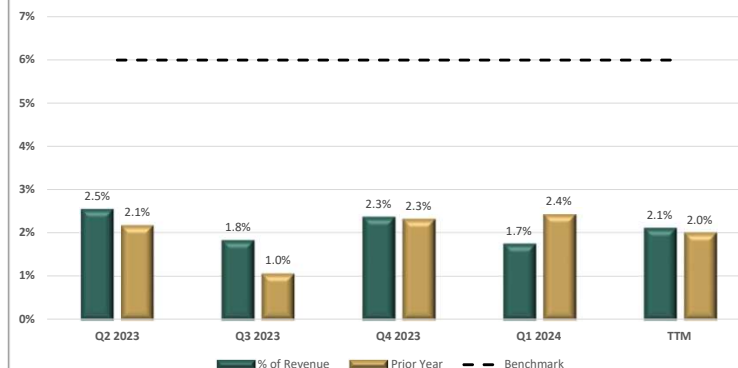


Clinical Supplies



\$ to BM	(\$16,349)	(\$7,710)	(\$10,751)	\$3,082	(\$31,728)
\$ to PY	\$1,014	(\$3,979)	(\$532)	\$3,080	(\$839)

Lab Fees



\$ to BM	\$20,571	\$26,194	\$23,679	\$28,762	\$99,206
\$ to PY	(\$2,190)	(\$4,762)	(\$298)	\$4,615	(\$2,776)

Supplier Name	Cur TTM		Prev TTM		YoY Change	
	Total \$	% Total	Total \$	% Total	\$ Chg	% Chg
Darby Dental Supply	\$54,353	25%	\$60,253	28%	(\$5,900)	-10%
Patterson Dental Supply, Inc.	\$33,059	15%	\$48,202	22%	(\$15,142)	-31%
dentsply implants	\$30,419	14%	\$21,402	10%	\$9,017	42%
Brasseler	\$12,860	6%	\$21,845	10%	(\$8,985)	-41%
Straumann USA	\$9,833	4%	\$12,054	6%	(\$2,221)	-18%
Henry Schein	\$8,606	4%	\$11,585	5%	(\$2,979)	-26%
Top Quality Manufacturing	\$7,250	3%	\$9,361	4%	(\$2,112)	-23%
Ultradent Products	\$5,895	3%	\$5,123	2%	\$771	15%
Minneapolis Oxygen Company	\$1,755	1%	\$5,834	3%	(\$4,079)	-70%
Salvin Dental	\$3,418	2%	\$4,108	2%	(\$690)	-17%
Top 10 Suppliers	\$167,448	76%	\$199,767	92%	(\$32,319)	-16%
All Others	\$54,309	24%	\$18,458	8%	\$35,851	194%
Total Spend	\$221,757	100%	\$218,224	100%	\$3,532	2%

Supplier Name	Cur TTM		Prev TTM		YoY Change	
	Total \$	% Total	Total \$	% Total	\$ Chg	% Chg
Granite City Dental Laboratory	\$14,601	28%	\$15,765	32%	(\$1,164)	-7%
Udell Dental Laboratory, Inc	\$14,547	28%	\$9,965	20%	\$4,583	46%
Hancock Dental Arts, Inc	\$4,070	8%	\$16,620	34%	(\$12,550)	-76%
Thoele Dental Lab	\$12,455	24%	\$2,199	4%	\$10,256	466%
Confident Dental Lab	\$7,990	15%	\$0	0%	\$7,990	#DIV/0!
NSequence Center	\$0	0%	\$4,631	9%	(\$4,631)	-100%
Hopkins Dental Laboratory, Inc.	\$260	0%	\$2,587	5%	(\$2,327)	-90%
Harrison Dental Studio, Inc.	\$2,843	5%	\$0	0%	\$2,843	#DIV/0!
Blue Sky Bio	\$0	0%	\$1,078	2%	(\$1,078)	-100%
Shatkin F.I.R.S.T.	\$50	0%	\$0	0%	\$50	#DIV/0!
Top 10 Suppliers	\$56,816	108%	\$52,845	107%	\$3,971	8%
All Others	(\$3,998)	-8%	(\$3,445)	-7%	(\$553)	16%
Total Spend	\$52,817	100%	\$49,399	100%	\$3,418	7%



Cash Flow Waterfall

ABC Family Dentistry

Mar-24

Specialty: General

Doctors: 2

	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Rolling 12
Operating Profit (before doctor expense)					
Current Period	\$244,414	\$301,731	\$261,843	\$340,790	\$1,148,778
Previous Period	\$249,843	\$333,375	\$257,179	\$382,714	\$1,223,111
Change - \$'s	(\$5,429)	(\$31,643)	\$4,664	(\$41,924)	(\$74,333)

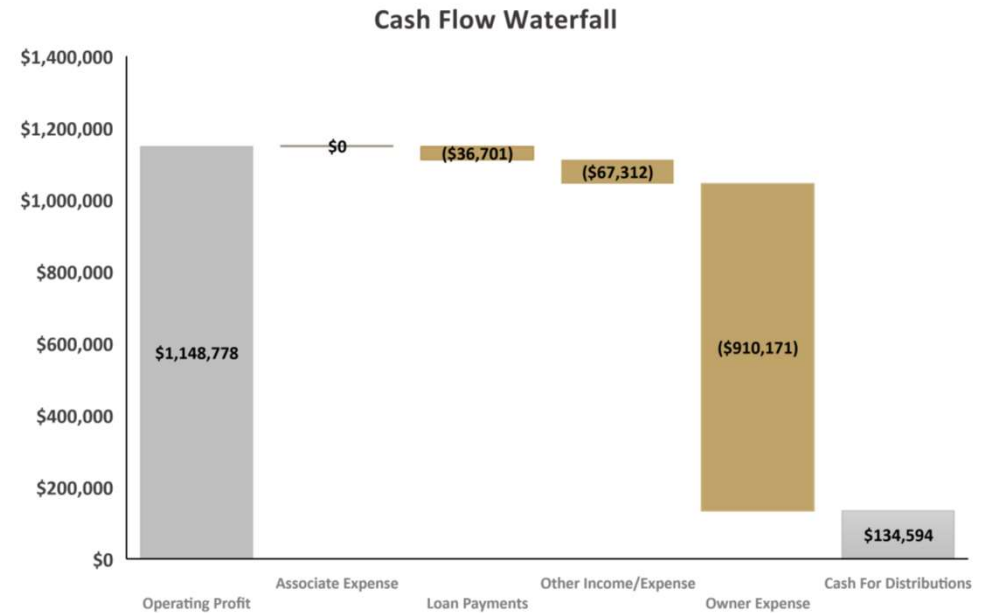
Associate Expense					
Current Period	\$0	\$0	\$0	\$0	\$0
Previous Period	\$0	\$0	\$0	\$0	\$0
Change - \$'s	\$0	\$0	\$0	\$0	\$0

Loan Payments (P & I)					
Current Period	\$9,164	\$9,208	\$9,164	\$9,164	\$36,701
Previous Period	\$9,164	\$9,164	\$9,164	\$9,164	\$36,658
Change - \$'s	\$0	\$44	\$0	\$0	\$44

Other Income / (Expense) not including Interest or Depreciation					
Current Period	(\$19,771)	(\$18,836)	(\$26,315)	(\$2,390)	(\$67,312)
Previous Period	(\$14,022)	\$0	(\$29,914)	(\$8,722)	(\$52,658)
Change - \$'s	(\$5,749)	(\$18,836)	\$3,599	\$6,332	(\$14,654)

Owner Expenses (includes Owner W2 Pay)					
Current Period	\$211,717	\$194,072	\$321,567	\$182,815	\$910,171
Previous Period	\$181,990	\$173,570	\$257,578	\$182,894	\$796,033
Change - \$'s	\$29,727	\$20,502	\$63,989	(\$79)	\$114,139

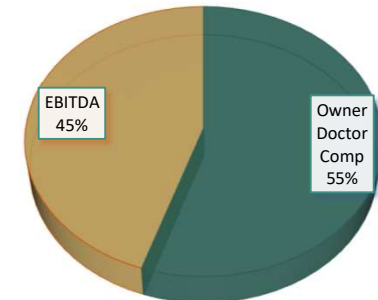
Cash Flow for Distributions					
Current Period	\$3,762	\$79,615	(\$95,203)	\$146,420	\$134,594
Previous Period	\$44,667	\$150,640	(\$39,477)	\$181,933	\$337,763
Change - \$'s	(\$40,905)	(\$71,025)	(\$55,726)	(\$35,513)	(\$203,169)



Owner Reasonable Dr. Comp

	Q2 2023	Q3 2023	Q4 2023	Q1 2024	ROLLING 12	PREV ROLLING 12
Net Production						
Dr. Smith	\$155,191	\$161,178	\$179,021	\$137,195	\$632,585	\$689,097
Dr. Jones	\$314,499	\$319,247	\$336,572	\$279,889	\$1,250,208	\$1,327,194
Doc #3	\$0	\$0	\$0	\$0	\$0	\$0
Base Compensation						
Dr. Smith	\$46,557	\$48,353	\$53,706	\$41,159	\$189,776	\$206,729
Dr. Jones	\$94,350	\$95,774	\$100,972	\$83,967	\$375,062	\$398,158
Doc #3	\$0	\$0	\$0	\$0	\$0	\$0
Payroll Tax & Benefits	\$17,045	\$17,206	\$17,734	\$16,256	\$68,242	\$70,244
Total Owner Dr Comp	\$157,952	\$161,334	\$172,412	\$141,382	\$633,080	\$276,973

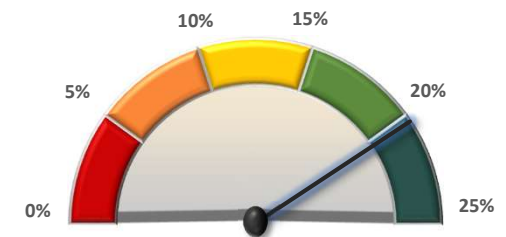
OWNER'S PROFIT
ROLLING 12 MONTHS



EBITDA

	Q2 2023	Q3 2023	Q4 2023	Q1 2024	ROLLING 12	PREV ROLLING 12
Net Revenue	\$591,028	\$624,321	\$646,072	\$672,300	\$2,533,721	\$2,502,944
Overhead	\$346,613	\$322,590	\$384,229	\$331,511	\$1,384,943	\$1,279,833
Operating Profit*	\$244,414	\$301,731	\$261,843	\$340,790	\$1,148,778	\$1,223,111
<i>% of Revenue</i>	41.4%	48.3%	40.5%	50.7%	45.3%	48.9%
Associate Expense	\$0	\$0	\$0	\$0	\$0	\$0
Owner Doctor Comp	\$157,952	\$161,334	\$172,412	\$141,382	\$633,080	\$675,132
EBITDA	\$86,462	\$140,398	\$89,431	\$199,408	\$515,698	\$547,979
<i>% of Revenue</i>	14.6%	22.5%	13.8%	29.7%	20.4%	21.9%

EBITDA %
ROLLING 12 MONTHS



EBITDA Multiple	Potential Practice Value
4.0	\$2,062,793
4.5	\$2,320,643
5.0	\$2,578,492
5.5	\$2,836,341
6.0	\$3,094,190

