

Lease Equipment Analysis
EyeOR IN-OFFICE SURGERY CENTER PROFORMA WITH CASH FLOW

Confidential

Date: Section A:

OPERATING STATEMENT	YEAR 1	% of Total Rev	YEAR 2	% of Total Rev	YEAR 3	% of Total Rev	YEAR 4	% of Total Rev	YEAR 5	% of Total Rev
PROCEDURE VOLUME										
Phakic Implants	85		225		275		350		400	
Refractive Lens Exchange	200		175		150		150		125	
Multifocal Implants	125		325		375		425		475	
Accomodative Implants	200		175		150		200		250	
Bio-Optics Planned Procedures	0		0		0		0		0	
CK	0		0		0		0		0	
YAG Laser	0		0		0		0		0	
Plastic/Reconstructive	0		0		0		0		0	
Other	175		250		325		425		450	
Total Procedure Volume	785		1,150		1,275		1,550		1,700	
OPERATING REVENUE										
Phakic Implants	\$297,500	13.6%	\$787,500	23.5%	\$893,750	25.3%	\$1,050,000	25.6%	\$1,200,000	26.1%
Refractive Lens Exchange	\$500,000	22.9%	\$437,500	13.1%	\$375,000	10.6%	\$337,500	8.2%	\$281,250	6.1%
Multifocal Implants	\$500,000	22.9%	\$1,300,000	38.8%	\$1,500,000	42.5%	\$1,700,000	41.5%	\$1,900,000	41.3%
Accomodative Implants	\$800,000	36.6%	\$700,000	20.9%	\$600,000	17.0%	\$800,000	19.5%	\$1,000,000	21.7%
Bio-Optics Planned Procedures	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
CK	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
YAG Laser	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
Plastic/Reconstructive	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
Other	\$86,625	4.0%	\$123,750	3.7%	\$160,875	4.6%	\$210,375	5.1%	\$222,750	4.8%
TOTAL OPERATING REVENUE	\$2,184,125	100.0%	\$3,348,750	100.0%	\$3,529,625	100.0%	\$4,097,875	100.0%	\$4,604,000	100.0%
OPERATING EXPENSES:										
VARIABLE COSTS:										
Surgical Services	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
Surgical Supplies	\$125,050	5.7%	\$184,500	5.5%	\$194,750	5.5%	\$230,625	5.6%	\$256,250	5.6%
Implant Cost	391,375	17.9%	645,000	19.3%	703,625	19.9%	851,375	20.8%	970,500	21.1%
TOTAL VARIABLE COSTS	\$516,425	23.6%	\$829,500	24.8%	\$898,375	25.5%	\$1,082,000	26.4%	\$1,226,750	26.6%
GROSS MARGIN	\$1,667,700	76.4%	\$2,519,250	75.2%	\$2,631,250	74.5%	\$3,015,875	73.6%	\$3,377,250	73.4%
FIXED EXPENSES										
Depreciation	\$20,398	0.9%	\$20,398	0.6%	\$20,398	0.6%	\$20,398	0.5%	\$20,398	0.4%
Accreditation - AAAHC	12,000	0.5%	12,000	0.4%	12,000	0.3%	12,000	0.3%	12,000	0.3%
Insurance	6,000	0.3%	6,000	0.2%	6,000	0.2%	6,000	0.1%	6,000	0.1%
Interest	3,182	0.1%	3,182	0.1%	3,182	0.1%	3,182	0.1%	3,182	0.1%
Labor Cost	35,360	1.6%	35,360	1.1%	35,360	1.0%	35,360	0.9%	35,360	0.8%
Maintenance Fee - EyeOR	12,500	0.6%	1,500	0.0%	1,500	0.0%	1,500	0.0%	1,500	0.0%
Other Expenses	4,500	0.2%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Rent	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Repairs and Maintenance	2,500	0.1%	2,500	0.1%	2,500	0.1%	2,500	0.1%	2,500	0.1%
Sales and Marketing	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Utilities	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
TOTAL FIXED EXPENSES	\$96,440	4.4%	\$80,940	2.4%	\$80,940	2.3%	\$80,940	2.0%	\$80,940	1.8%
NET OPERATING INCOME (NOI)	\$1,571,260	71.9%	\$2,438,310	72.8%	\$2,550,310	72.3%	\$2,934,935	71.6%	\$3,296,310	71.6%
Plus Depreciation	\$20,398	0.9%	\$20,398	0.6%	\$20,398	0.6%	\$20,398	0.5%	\$20,398	0.4%
Plus Interest on leases	\$3,182	0.1%	\$3,182	0.1%	\$3,182	0.1%	\$3,182	0.1%	\$3,182	0.1%
Less Lease Payments	(35,228)	-1.6%	(35,228)	-1.1%	(35,228)	-1.0%	(35,228)	-0.9%	(35,228)	-0.8%
CASH FLOW	\$1,559,612	71.4%	\$2,426,662	72.5%	\$2,538,662	71.9%	\$2,923,287	71.3%	\$3,284,662	71.3%
Annual Cash Return on Cash Investment	Annual	ROI	Annual	ROI	Annual	ROI	Annual	ROI	Annual	ROI
	\$1,380,612	771.3%	\$2,426,662	1355.7%	\$2,538,662	1418.2%	\$2,923,287	1633.1%	\$3,284,662	1835.0%
Cost per Procedure: (full facility cost)	\$781		\$792		\$768		\$750		\$769	
Cost per Procedure: (full facility cost less implants &	\$237		\$200		\$188		\$178		\$178	