

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	75		100		125		175		200	
Refractive Lens Exchange	10		25		35		45		50	
Multifocal Implants	0		10		20		30		50	
Accomodative Implants	0		0		0		0		0	
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	10		10		10		10		10	
Total Procedure Volume	95		145		190		260		310	
OPERATING REVENUE										
Phakic Implants	\$262,500	90.2%	\$350,000	76.8%	\$406,250	70.4%	\$525,000	70.0%	\$560,000	63.9%
Refractive Lens Exchange	\$25,000	8.6%	\$62,500	13.7%	\$87,500	15.2%	\$101,250	13.5%	\$112,500	12.8%
Multifocal Implants	\$0	0.0%	\$40,000	8.8%	\$80,000	13.9%	\$120,000	16.0%	\$200,000	22.8%
Accomodative Implants	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
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	\$3,500	1.2%	\$3,500	0.8%	\$3,500	0.6%	\$3,500	0.5%	\$3,500	0.4%
TOTAL OPERATING REVENUE	\$291,000	100.0%	\$456,000	100.0%	\$577,250	100.0%	\$749,750	100.0%	\$876,000	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	\$17,425	6.0%	\$27,675	6.1%	\$36,900	6.4%	\$51,250	6.8%	\$61,500	7.0%
Implant Cost	58,900	20.2%	89,150	19.6%	118,400	20.5%	166,400	22.2%	203,150	23.2%
TOTAL VARIABLE COSTS	\$76,325	26.2%	\$116,825	25.6%	\$155,300	26.9%	\$217,650	29.0%	\$264,650	30.2%
GROSS MARGIN	\$214,675	73.8%	\$339,175	74.4%	\$421,950	73.1%	\$532,100	71.0%	\$611,350	69.8%
FIXED EXPENSES										
Depreciation	\$13,206	4.5%	\$13,206	2.9%	\$13,206	2.3%	\$13,206	1.8%	\$13,206	1.5%
Accreditation - AAAHC	12,000	4.1%	12,000	2.6%	12,000	2.1%	12,000	1.6%	12,000	1.4%
Insurance	6,000	2.1%	6,000	1.3%	6,000	1.0%	6,000	0.8%	6,000	0.7%
Interest	1,655	0.6%	1,655	0.4%	1,655	0.3%	1,655	0.2%	1,655	0.2%
Labor Cost	35,360	12.2%	35,360	7.8%	35,360	6.1%	35,360	4.7%	35,360	4.0%
Maintenance Fee - EyeOR	12,500	4.3%	1,500	0.3%	1,500	0.3%	1,500	0.2%	1,500	0.2%
Other Expenses	4,500	1.5%	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	0.9%	2,500	0.5%	2,500	0.4%	2,500	0.3%	2,500	0.3%
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	\$87,721	30.1%	\$72,221	15.8%	\$72,221	12.5%	\$72,221	9.6%	\$72,221	8.2%
NET OPERATING INCOME (NOI)	\$126,954	43.6%	\$266,954	58.5%	\$349,729	60.6%	\$459,879	61.3%	\$539,129	61.5%
Plus Depreciation	\$13,206	4.5%	\$13,206	2.9%	\$13,206	2.3%	\$13,206	1.8%	\$13,206	1.5%
Plus Interest on leases	\$1,655	0.6%	\$1,655	0.4%	\$1,655	0.3%	\$1,655	0.2%	\$1,655	0.2%
Less Lease Payments	(18,318)	-6.3%	(18,318)	-4.0%	(18,318)	-3.2%	(18,318)	-2.4%	(18,318)	-2.1%
CASH FLOW	\$123,497	42.4%	\$263,497	57.8%	\$346,272	60.0%	\$456,422	60.9%	\$535,672	61.1%
Annual Cash Return on Cash Investment	Annual	ROI	Annual	ROI	Annual	ROI	Annual	ROI	Annual	ROI
	\$21,997	21.7%	\$263,497	259.6%	\$346,272	341.2%	\$456,422	449.7%	\$535,672	527.8%
Cost per Procedure: (full facility cost)	\$1,727		\$1,304		\$1,197		\$1,115		\$1,087	
Cost per Procedure: (full facility cost less implants &	\$735		\$445		\$388		\$339		\$317	