

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		200		225		250		300	
Refractive Lens Exchange	100		275		345		425		500	
Multifocal Implants	50		150		250		300		400	
Accomodative Implants	25		50		125		200		200	
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	100		150		200		225		250	
Total Procedure Volume	350		825		1,145		1,400		1,650	
OPERATING REVENUE										
Phakic Implants	\$262,500	30.6%	\$700,000	31.0%	\$731,250	23.0%	\$750,000	19.8%	\$840,000	18.8%
Refractive Lens Exchange	\$250,000	29.2%	\$687,500	30.5%	\$862,500	27.1%	\$956,250	25.2%	\$1,125,000	25.2%
Multifocal Implants	\$200,000	23.3%	\$600,000	26.6%	\$1,000,000	31.5%	\$1,200,000	31.6%	\$1,600,000	35.9%
Accomodative Implants	\$100,000	11.7%	\$200,000	8.9%	\$500,000	15.7%	\$800,000	21.1%	\$800,000	17.9%
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	\$45,000	5.2%	\$67,500	3.0%	\$85,000	2.7%	\$90,000	2.4%	\$93,750	2.1%
TOTAL OPERATING REVENUE	\$857,500	100.0%	\$2,255,000	100.0%	\$3,178,750	100.0%	\$3,796,250	100.0%	\$4,458,750	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	\$51,250	6.0%	\$138,375	6.1%	\$193,725	6.1%	\$240,875	6.3%	\$287,000	6.4%
Implant Cost	146,500	17.1%	384,750	17.1%	569,500	17.9%	712,125	18.8%	851,250	19.1%
TOTAL VARIABLE COSTS	\$197,750	23.1%	\$523,125	23.2%	\$763,225	24.0%	\$953,000	25.1%	\$1,138,250	25.5%
GROSS MARGIN	\$659,750	76.9%	\$1,731,875	76.8%	\$2,415,525	76.0%	\$2,843,250	74.9%	\$3,320,500	74.5%
FIXED EXPENSES										
Depreciation	\$13,206	1.5%	\$13,206	0.6%	\$13,206	0.4%	\$13,206	0.3%	\$13,206	0.3%
Accreditation - AAAHC	12,000	1.4%	12,000	0.5%	12,000	0.4%	12,000	0.3%	12,000	0.3%
Insurance	6,000	0.7%	6,000	0.3%	6,000	0.2%	6,000	0.2%	6,000	0.1%
Interest	1,655	0.2%	1,655	0.1%	1,655	0.1%	1,655	0.0%	1,655	0.0%
Labor Cost	35,360	4.1%	35,360	1.6%	35,360	1.1%	35,360	0.9%	35,360	0.8%
Maintenance Fee - EyeOR	12,500	1.5%	1,500	0.1%	1,500	0.0%	1,500	0.0%	1,500	0.0%
Other Expenses	4,500	0.5%	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	0.3%	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	\$87,721	10.2%	\$72,221	3.2%	\$72,221	2.3%	\$72,221	1.9%	\$72,221	1.6%
NET OPERATING INCOME (NOI)	\$572,029	66.7%	\$1,659,654	73.6%	\$2,343,304	73.7%	\$2,771,029	73.0%	\$3,248,279	72.9%
Plus Depreciation	\$13,206	1.5%	\$13,206	0.6%	\$13,206	0.4%	\$13,206	0.3%	\$13,206	0.3%
Plus Interest on leases	\$1,655	0.2%	\$1,655	0.1%	\$1,655	0.1%	\$1,655	0.0%	\$1,655	0.0%
Less Lease Payments	(18,318)	-2.1%	(18,318)	-0.8%	(18,318)	-0.6%	(18,318)	-0.5%	(18,318)	-0.4%
CASH FLOW	\$568,572	66.3%	\$1,656,197	73.4%	\$2,339,847	73.6%	\$2,767,572	72.9%	\$3,244,822	72.8%
Annual Cash Return on Cash Investment	Annual	ROI	Annual	ROI	Annual	ROI	Annual	ROI	Annual	ROI
	\$483,272	566.6%	\$1,656,197	1941.6%	\$2,339,847	2743.1%	\$2,767,572	3244.5%	\$3,244,822	3804.0%
Cost per Procedure: (full facility cost)	\$816		\$722		\$730		\$732		\$734	
Cost per Procedure: (full facility cost less implants &	\$296		\$212		\$201		\$198		\$196	