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|------------------------------|--|-------------------|-------------------|-------------------|-------------------|
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| | | | | | |
| | 5,000 Total CPT Codes per Year (4000 Tissues + 1200 Stains) | | | | |
| | <u>2017</u> | <u>2018</u> | <u>2019</u> | <u>2020</u> | <u>2021</u> |
| Revenues: | | | | | |
| MC (20%) \$75 | \$ 78,000 | \$ 78,000 | \$ 78,000 | \$ 78,000 | \$ 78,000 |
| Non-MC (80%) \$100 | \$ 416,000 | \$ 416,000 | \$ 416,000 | \$ 416,000 | \$ 416,000 |
| | | | | | |
| | \$ 494,000 | \$ 494,000 | \$ 494,000 | \$ 494,000 | \$ 494,000 |
| \$ / CPT Code | \$ 124 | \$ 124 | \$ 124 | \$ 124 | \$ 124 |
| | | | | | |
| Expenses: | | | | | |
| Buildout of Space | \$ 4,500 | \$ 4,500 | \$ 4,500 | \$ 4,500 | \$ 4,500 |
| Histotech (part time) | \$ 37,500 | \$ 37,500 | \$ 37,500 | \$ 37,500 | \$ 37,500 |
| Supplies/Cosumables | \$ 19,000 | \$ 19,000 | \$ 19,000 | \$ 19,000 | \$ 19,000 |
| Pathology (\$40 / CPT code) | \$ 160,000 | \$ 160,000 | \$ 160,000 | \$ 160,000 | \$ 160,000 |
| Billing Exp (6% collections) | \$ 30,000 | \$ 30,000 | \$ 30,000 | \$ 30,000 | \$ 30,000 |
| IOP Services (\$8K / month) | \$ 96,000 | \$ 96,000 | \$ 96,000 | \$ 96,000 | \$ 96,000 |
| | | | | | |
| Sub-Total | \$ 347,000 | \$ 347,000 | \$ 347,000 | \$ 347,000 | \$ 347,000 |
| \$ / CPT Code | \$ 87 | \$ 87 | \$ 87 | \$ 87 | \$ 87 |
| | | | | | |
| Profit: | <u>\$ 147,000</u> | <u>\$ 147,000</u> | <u>\$ 147,000</u> | <u>\$ 147,000</u> | <u>\$ 147,000</u> |
| \$ / CPT Code | \$ 37 | \$ 37 | \$ 37 | \$ 37 | \$ 37 |

| | | <u>Year 1</u> | <u>Year 2</u> | <u>Year 3</u> | <u>Year 4</u> | <u>Year 5</u> | <u>Year 6</u> |
|---|----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Revenues: | | | | | | | |
| Monthly fee (\$8K / month) | | \$ 96,000 | \$ 96,000 | \$ 96,000 | \$ 96,000 | \$ 96,000 | \$ 96,000 |
| Billing Commission (1% of collections) | | \$ 3,700 | \$ 3,700 | \$ 3,700 | \$ 3,700 | \$ 3,700 | \$ 3,700 |
| Supplies/Consumables Commissions (3%) | | \$ 900 | \$ 900 | \$ 900 | | | |
| Equipment Commissions (8%) | | \$ 14,700 | | | | | |
| | | | | | | | |
| | Total Revenues | \$ 115,300 | \$ 100,600 | \$ 100,600 | \$ 99,700 | \$ 99,700 | \$ 99,700 |
| Investment: | | | | | | | |
| Automated Multi-Stainer | \$ 46,000 | | | | | | |
| Manual Microtome | \$ 16,000 | | | | | | |
| Waterbath | \$ 4,000 | | | | | | |
| Embedding Center w/hot and cold modules | \$ 16,000 | | | | | | |
| Microscope for Histotech | \$ 2,000 | | | | | | |
| Microscope for Pathologist | \$ 9,000 | | | | | | |
| Automated Tissue Processor | \$ 66,000 | | | | | | |
| Pathologist grossing station | \$ 25,000 | | | | | | |
| | | | | | | | |
| | Total Investment | \$ 184,000 | \$ 38,300 | \$ 38,300 | \$ 38,300 | \$ 38,300 | |
| | plus: Lab software package | | \$ 3,000 | \$ 3,000 | \$ 3,000 | \$ 3,000 | \$ 3,000 |
| | | | | | | | |
| | Total Expenses | | \$ 41,300 | \$ 41,300 | \$ 41,300 | \$ 41,300 | \$ 3,000 |
| | | | | | | | |
| | Net Profit | | \$ 74,000 | \$ 59,300 | \$ 59,300 | \$ 58,400 | \$ 96,700 |
| | | | | | | | |
| | Cumulative Profit | | \$ 74,000 | \$ 133,300 | \$ 192,600 | \$ 251,000 | \$ 406,100 |