

Biophotonic Scanner Revenue Estimates for Health Care Practices



DISCLAIMER: This spreadsheet is for illustration purposes only. This is not a guarantee of income, but an estimate and your income will vary.

NOTE: You may change Yellow Cells only

Scans per Day	5	Annual Retention Rate	50%	Start-up Investment	\$ 3,700.00
% new Subscription sign-up	20%	1 New Subscription Scan Bonus	\$ 8.00	Scan Fees	\$ -
Average Subscription amount	\$ 100.00	Recurrent Subscription Scan Bonus	\$ 8.00	Staff Bonus for Scan, Sub	\$ -

Version 03-18-2022

SCANNING	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Month 24	Month 36
New Scans/Month (20 days per month)	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Remaining Free Scans	250	200	150	100	0	0	0	0	0	0	0	0	0	0
Recurrent Rescans	0	0	18	37	54	71	87	103	117	132	145	158	278	350
Total Average Scans/day	5	5	6	7	8	9	9	10	11	12	12	13	19	23

200 Patient Conversion Plan

New Subscriptions / Month	20	20	20	20	20	20	20	20	20	20	20	20	20	20
Recurrent Subscriptions	0	20	39	58	75	92	108	124	139	153	166	179	300	372
5 Total Monthly Subscriptions	20	40	59	78	95	112	128	144	159	173	186	199	320	392
Gross Subscription Volume	\$ 2,000	\$ 4,000	\$ 5,917	\$ 7,753	\$ 9,514	\$ 11,201	\$ 12,817	\$ 14,367	\$ 15,851	\$ 17,274	\$ 18,638	\$ 19,945	\$ 31,965	\$ 39,178

SCAN & COMMISSION INCOME

Total Commission %	5.0%	5.0%	27.7%	31.0%	33.9%	35.5%	36.6%	37.5%	38.0%	38.8%	39.2%	39.5%	41.6%	42.3%
Commissions from Subscriptions	\$100	\$200	\$1,639	\$2,404	\$3,225	\$3,976	\$4,691	\$5,387	\$6,023	\$6,702	\$7,306	\$7,878	\$13,297	\$16,572
Bonus Scan Revenue 1	\$160	\$160	\$307	\$453	\$594	\$729	\$858	\$981	\$1,100	\$1,214	\$1,322	\$1,427	\$2,387	\$2,963
Cash Income from Initial Scans	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Income	\$ 260	\$ 360	\$ 1,946	\$ 2,857	\$ 3,819	\$ 4,705	\$ 5,549	\$ 6,369	\$ 7,123	\$ 7,916	\$ 8,628	\$ 9,305	\$ 15,684	\$ 19,535

Less: EXPENSES

3 Start-up Investment	(\$3,700)													
Additional Scan Credit Purchases	\$0	\$0	\$0	\$0	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)	(\$100)
2 Insurance and Scan Credits	(\$137)	(\$137)	(\$137)	(\$137)	(\$1,317)	(\$137)	(\$137)	(\$137)	(\$137)	(\$137)	(\$137)	(\$137)	(\$137)	(\$137)
Total Monthly Income	(\$3,577)	\$223	\$1,809	\$2,720	\$2,402	\$4,468	\$5,312	\$6,132	\$6,886	\$7,679	\$ 8,391	\$ 9,068	\$ 15,447	\$ 19,298

Notes

- Subscription Bonus payment by Pharmanex is \$8 for every new SCS product Subscription and \$8 for each recurring participant scan.
- \$137 monthly Scanner payment is for \$100.00 for 50 Digital Scan Credits, plus \$37 of damage waiver insurance.
- The healthcare practitioner launch order includes the Healthcare Package, #01010489, a literature fee and a training fee. Total \$3,700

Estimated Annual Practice Income

\$ 51,513 **\$ 153,796** **\$ 212,478**
 Year 1 Total (Months 1-12) Year 2 Total (Months 13-24) Year 3 Total (Months 25-36)