

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



Version 03-18-2022

Scans per Day	10	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	1 Recurrent Subscription Scan Bonus	\$ 8.00	Staff Bonus for Scan, Sub	\$ -

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)	200	200	200	200	200	200	200	200	200	200	200	200	200	200
Remaining Free Scans	150	0	0	0	0	0	0	0	0	0	0	0		
Recurrent Rescans	0	0	37	73	108	142	174	205	235	263	291	317	557	701
Total Average Scans/day	10	10	12	14	15	17	19	20	22	23	25	26	38	45

200 Patient Conversion Plan

New Subscriptions / Month	40	40	40	40	40	40	40	40	40	40	40	40	40	40
Recurrent Subscriptions	0	40	78	115	150	184	216	247	277	305	333	359	599	744
5 Total Monthly Subscriptions	40	80	118	155	190	224	256	287	317	345	373	399	639	784
Gross Subscription Volume	\$ 4,000	\$ 8,000	\$ 11,833	\$ 15,507	\$ 19,027	\$ 22,401	\$ 25,635	\$ 28,733	\$ 31,703	\$ 34,548	\$ 37,276	\$ 39,889	\$ 63,929	\$ 78,355

SCAN & COMMISSION INCOME

Total Commission %	5.0%	31.9%	35.9%	38.0%	39.5%	40.2%	40.8%	41.3%	41.6%	41.9%	42.2%	42.3%	43.3%	43.7%
Commissions from Subscriptions	\$200	\$2,552	\$4,248	\$5,893	\$7,516	\$9,005	\$10,459	\$11,867	\$13,188	\$14,476	\$15,730	\$16,873	\$27,703	\$34,205
Bonus Scan Revenue ¹	\$320	\$320	\$613	\$907	\$1,188	\$1,457	\$1,715	\$1,963	\$2,200	\$2,427	\$2,645	\$2,854	\$4,773	\$5,925
Cash Income from Initial Scans	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Income	\$ 520	\$ 2,872	\$ 4,862	\$ 6,799	\$ 8,704	\$ 10,463	\$ 12,174	\$ 13,830	\$ 15,388	\$ 16,903	\$ 18,375	\$ 19,727	\$ 32,476	\$ 40,130

Less: EXPENSES

3 Start-up Investment	(\$3,700)													
Additional Scan Credit Purchases	\$0	(\$300)	(\$300)	(\$300)	(\$300)	(\$300)	(\$300)	(\$300)	(\$300)	(\$300)	(\$300)	(\$300)	(\$300)	(\$300)
2 Insurance and Scan Credits	(\$137)	(\$137)	(\$137)	(\$137)	(\$1,317)	(\$137)	(\$137)	(\$137)	(\$137)	(\$137)	(\$137)	(\$137)	(\$137)	(\$137)
Total Monthly Income	(\$3,317)	\$2,435	\$4,425	\$6,362	\$7,087	\$10,026	\$11,737	\$13,393	\$14,951	\$16,466	\$17,938	\$19,290	\$32,039	\$39,693

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

Year 1 Total (Months 1-12) Year 2 Total (Months 13-24) Year 3 Total (Months 25-36)

\$ 120,792 **\$ 321,002** **\$ 438,184**