

Clear Healthcare
Comparative Income Statement

11/19/10
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	For the Year Ended December 31									
	Projected Year 1	%	Projected Year 2	%	Projected Year 3	%	Projected Year 4	%	Projected Year 5	%
REVENUES										
Insurers	\$400,000	67.9%*	\$604,800	18.6%*	\$8,197,980	58.0%*	\$15,953,280	70.4%*	\$23,983,680	78.1%*
PMOs	270,000	45.8%*	3,780,000	116.3%*	8,484,000	60.0%*	8,484,000	37.4%*	8,484,000	27.6%*
Pharmacies	0	0.0%*	0	0.0%*	0	0.0%*	774,000	3.4%*	774,000	2.5%*
Less Rebates	(81,000)	-13.8%*	(1,134,000)	-34.9%*	(2,545,200)	-18.0%*	(2,545,200)	-11.2%*	(2,545,200)	-8.3%*
Total Revenue	589,000	100.0%	3,250,800	100.0%	14,136,780	100.0%	22,666,080	100.0%	30,696,480	100.0%
COST OF SALES										
Total Cost of Sales	0		0		0		0		0	
GROSS PROFIT ON REVENUE	589,000		3,250,800		14,136,780		22,666,080		30,696,480	
Gross Margin %	100.0%		100.0%		100.0%		100.0%		100.0%	
OPERATING EXPENSES										
Payroll	797,917	135.5%*	932,150	28.7%*	960,115	6.8%*	988,918	4.4%*	1,018,585	3.3%*
Payroll Taxes	54,522	9.3%*	61,582	1.9%*	61,988	0.4%*	61,083	0.3%*	61,513	0.2%*
Benefits	264,645	44.9%*	311,278	9.6%*	322,058	2.3%*	334,485	1.5%*	345,921	1.1%*
Contract Labor - IT	90,000	15.3%*	0	0.0%*	0	0.0%*	-	0.0%*	-	0.0%*
Rent & Utilities	60,000	10.2%*	61,800	1.9%*	63,654	0.5%*	65,564	0.3%*	67,531	0.2%*
Insurance	2,400	0.4%*	2,472	0.1%*	2,546	0.0%*	2,623	0.0%*	2,701	0.0%*
Telephone	0	0.0%*	0	0.0%*	0	0.0%*	-	0.0%*	-	0.0%*
DB Hosting	110,000	18.7%*	141,600	4.4%*	193,848	1.4%*	231,663	1.0%*	318,613	1.0%*
Site Hosting	18,750	3.2%*	19,313	0.6%*	19,892	0.1%*	20,489	0.1%*	21,103	0.1%*
Office Supplies	13,000	2.2%*	13,390	0.4%*	13,792	0.1%*	14,205	0.1%*	14,632	0.0%*
Office Equipment	5,000	0.8%*	5,150	0.2%*	5,305	0.0%*	5,464	0.0%*	5,628	0.0%*
Postage	200	0.0%*	206	0.0%*	212	0.0%*	219	0.0%*	225	0.0%*
Printing	0	0.0%*	0	0.0%*	0	0.0%*	-	0.0%*	-	0.0%*
Dues and Subscriptions	4,700	0.8%*	4,841	0.1%*	4,986	0.0%*	5,136	0.0%*	5,290	0.0%*
Depreciation	6,250	1.1%*	7,000	0.2%*	17,000	0.1%*	17,510	0.1%*	18,035	0.1%*
Maintenance Contracts	0	0.0%*	0	0.0%*	0	0.0%*	-	0.0%*	-	0.0%*
Professional Development	6,000	1.0%*	6,180	0.2%*	6,365	0.0%*	6,556	0.0%*	6,753	0.0%*
Travel - Meals	0	0.0%*	0	0.0%*	0	0.0%*	-	0.0%*	-	0.0%*
Travel - Other	36,000	6.1%*	37,080	1.1%*	38,192	0.3%*	39,338	0.2%*	40,518	0.1%*
Meals & Entertainment	0	0.0%*	0	0.0%*	0	0.0%*	-	0.0%*	-	0.0%*
Taxes & Licenses	2,000	0.3%*	2,060	0.1%*	2,122	0.0%*	2,185	0.0%*	2,251	0.0%*
Automobile	0	0.0%*	0	0.0%*	0	0.0%*	-	0.0%*	-	0.0%*
Miscellaneous	12,000	2.0%*	12,360	0.4%*	12,731	0.1%*	13,113	0.1%*	13,506	0.0%*
Sales Contract Labor	0	0.0%*	0	0.0%*	0	0.0%*	-	0.0%*	-	0.0%*
Advertising & Promotion	21,000	3.6%*	21,630	0.7%*	22,279	0.2%*	22,947	0.1%*	23,636	0.1%*
Miscellaneous Selling	0	0.0%*	0	0.0%*	0	0.0%*	-	0.0%*	-	0.0%*
Total Operating Expenses	1,504,383	255.4%	1,640,092	50.5%	1,747,084	12.4%	1,831,497	8.1%	1,966,442	6.4%
NET PROFIT FROM OPERATIONS	(915,383)		1,610,709		12,389,696		20,834,583		28,730,038	
NPO % of Revenue	-155.4%		49.5%		87.6%		91.9%		93.6%	
OTHER INCOME (EXPENSE)										
Interest Income	0		0		0		0		0	
Interest Expense	0		0		0		0		0	
Finance Charges	0		0		0		0		0	
Professional Fees	(36,000)		(37,080)		(38,192)		(39,338)		(40,518)	
Consulting Fees	0		0		0		0		0	
Bad Debt Expense	0		0		0		0		0	
Other Income	0		0		0		0		0	
Other 2	0		0		0		0		0	
Other 3	0		0		0		0		0	
Total Other Income (Expense)	(36,000)		(37,080)		(38,192)		(39,338)		(40,518)	
PRETAX INCOME (LOSS)	(951,383)		1,573,629		12,351,503		20,795,245		28,689,520	
Pretax Income % of Revenue	-161.5%		48.4%		87.4%		91.7%		93.5%	
INCOME TAXES										
Federal	(302,445)		500,257		3,926,543		6,610,808		9,120,398	
State	(61,840)		102,286		802,848		1,351,691		1,864,819	
Total Income Taxes	(364,285)		602,542		4,729,391		7,962,499		10,985,217	
NET INCOME	(587,099)		971,086		7,622,113		12,832,746		17,704,303	
Net Income % of Revenue	-99.7%		29.9%		53.9%		56.6%		57.7%	

* as a percentage of total revenue

** margin percentage on comparable type revenue