

FINANCIAL CONSIDERATIONS AND PUTTING THE PLAN TOGETHER

Hanya Oversby
Director



www.hanyaoversby.com.au

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FINANCIAL CONSIDERATIONS AND PUTTING THE PLAN TOGETHER

Budget

Profit & Loss



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HANYA OVERSBY

INCOME

		Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Total year	
Days in the month		30	31	30	31	31	30	31	30	31	31	28	31	365	
Clinic working days per week	5	20	21	21	23	21	22	21	21	22	19	20	23	254	
School Holidays		13/4 - 24/4			6/7 - 17/7		28/9 - 9/10			21-Dec	- 28/1				
Total revenue		66,090	77,917	74,492	84,766	77,917	77,917	72,764	74,492	65,802	55,673	71,068	82,851	881,750	809,750.2901
Summary Total Service Fees		60,090	71,917	68,492	78,766	71,917	71,917	66,764	68,492	59,802	49,673	65,068	76,851	809,750	
Summary Total Payment to Service Providers		42,063	50,342	47,945	55,136	50,342	50,342	46,735	47,945	41,862	34,771	45,547	53,796	566,825	
Net Summary Total Service Fees		18,027	21,575	20,548	23,630	21,575	21,575	20,029	20,548	17,941	14,902	19,520	23,055	242,925	
Margin		30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%		
Practice Revenue Contribution															%Contribution
Dr Wise		4,246	5,245	4,996	5,745	5,245	5,245	4,996	4,996	4,246	3,497	4,746	5,171	58,375	24%
Doctor x		3,672	4,536	4,320	4,968	4,536	4,536	4,104	4,320	3,888	3,240	4,104	4,968	51,192	21%
Doctor y		5,443	6,350	6,048	6,955	6,350	6,350	5,746	6,048	5,141	4,536	5,746	6,955	71,669	30%
Doctor z		4,666	5,443	5,184	5,962	5,443	5,443	5,184	5,184	4,666	3,629	4,925	5,962	61,690	25%
Other Income		6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	72,000	
Gross profit		24,027	27,575	26,548	29,630	27,575	27,575	26,029	26,548	23,941	20,902	25,520	29,055	314,925	

EXPENDITURE

															% of Service Fees
Cash expenses															
	Salaries, wages & Benefits	12,035	12,657	12,407	12,657	12,612	12,244	12,820	12,407	12,820	12,657	11,254	12,240	148,809	18.4%
	Admin & Financials	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	Marketing	550	550	550	550	550	550	550	550	550	550	550	550	6,600	0.8%
	Computer expenses	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000	2.2%
	Medical supplies	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	Professional fees	4,167	3,708	3,670	3,667	3,667	3,667	3,667	3,667	3,667	3,667	3,667	3,667	44,545	5.5%
	Bank charges	100	100	100	100	100	100	100	100	100	100	100	100	1,200	0.1%
	Insurance	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	1,333	16,000	2.0%
	Electricity and gas	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	Repairs and maintenance	400	400	400	400	400	400	400	400	400	400	400	400	4,800	0.6%
	Travel	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	Cleaning	707	707	707	707	707	707	707	707	707	707	707	707	8,480	1.0%
	Miscellaneous	550	550	550	550	550	550	550	550	550	550	550	550	6,600	0.8%
	Postage, printing and stationery	300	300	300	300	300	300	300	300	300	300	300	300	3,600	0.4%
	Telephone	333	333	333	333	333	333	333	333	333	333	333	333	4,000	0.5%
	Leasing Costs	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	2,358	28,293	3.5%
	Rent and outgoings	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
	Depreciation on Capital	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0%
Total cash expenses		24,333	24,496	24,208	24,455	24,409	24,041	24,618	24,205	24,618	24,455	23,052	24,037	290,928	35.9%
EBITA		(306)	3,079	2,339	5,175	3,166	3,534	1,411	2,343	(677)	(3,553)	2,469	5,018	23,997	3.0%
Monthly % of Service Revenue		-0.51%	4.28%	3.42%	6.57%	4.40%	4.91%	2.11%	3.42%	-1.13%	-7.15%	3.79%	6.53%	2.96%	

KEY BUSINESS AREAS

- Doctor Revenue & Cost
- Salary & Wages
- Expenses
- Other Income
- Capital Expenditure
- Data Required
- Rooms
- Doctor Mix
- Patient Services
- Calculations
- Doctor's data



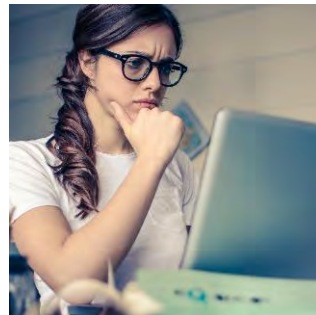
THE PAIN?

Doctors Lose Millions By Inefficiently Running Healthcare Businesses.
This Impacts The Business, The Community & The Person



They Are Not A CEO

Doctors who start healthcare businesses generally remain as doctors in their business to ensure cash flow



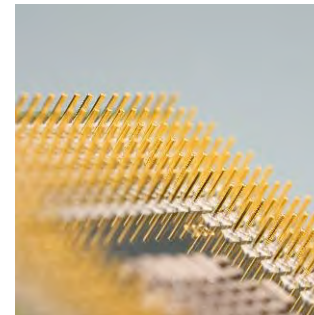
They Are Not A CFO

When the majority of their time is being a clinician, they don't focus on financial strategies



They Are Not A CTO

They see technology as an expense and not a tool to drive growth, increase opportunities or reduce costs



They Are Not A Lawyer

Generally speaking, they make solo legal decisions with poor outcomes such as contract management



They Don't Do HR

Managing staff, different personalities & creating culture requires skill & time which they do not have

THE SOLUTION

We provide:

- A data platform to read your business, clinical & patient data
- Reports, dashboards, tools, alerts based on our proprietary algorithms
- Machine learning & big data to benchmark the health of your business against others
- Connecting you to an online A-Team of healthcare partners & C-Level executives for support & consulting services
- AI & machine learning to study the data & provide clinical, as well as business recommendations



An online platform delivering decision support tools, backed by data & connecting you to a 'best in class' online partner network


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Huddle By Byte IQ





Huddle & HBN

Online Business Growth Platform
To Support Over 15,000
Healthcare Businesses

✓ **Unique**

Providing analytics, resources and partner network

✓ **First to market**

Data by itself is useless. We give it meaning and an action plan

✓ **Verified**

Approved and supported by doctors, healthcare entrepreneurs and consultants

✓ **Ready**

The product is ready to launch, distribution channels are secured


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LET'S GET THE BALL ROLLING!

Special conference offer –

A complimentary online chat, which will give you clarity around the areas which can be developed in your business

We'd love to work with you to take your business to the next level

Contact us and start your business reset

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The logo for Hanya Oversby features a stylized, teal-colored cursive signature 'h' above the name 'HANYA OVERSBY' in a clean, teal, sans-serif, all-caps font.

HANYA OVERSBY

THANK YOU

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