

### SCITON ROI

INITIATIVE	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Purchase of Sciton Laser	2023	2024	2025	2026	2027	2028	
<b>PROJECT REVENUE</b>							
TRL (Laser Resurfacing)	\$ 72,000	\$ 72,000	\$ 72,000	\$ 72,000	\$ 72,000	\$ 72,000	\$ 360,000
HALO	\$ 229,500	\$ 229,500	\$ 229,500	\$ 229,500	\$ 229,500	\$ 229,500	\$ 1,147,500
BBL	\$ 54,000	\$ 54,000	\$ 54,000	\$ 54,000	\$ 54,000	\$ 54,000	\$ 270,000
LHR	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000	\$ 9,000	\$ 45,000
<b>SUBTOTAL REVENUE</b>	<b>\$ -</b>	<b>\$ 364,500</b>	<b>\$ 1,822,500</b>				

PRICING PER TX	
TRL (Laser Resurfacing)	\$8,000
HALO	\$1,500
BBL	\$400
LHR	\$125

DIRECT COSTS							
Consumables	\$ 31,500	\$ 31,500	\$ 31,500	\$ 31,500	\$ 31,500	\$ 31,500	\$ 157,500
OR Costs	\$ 58,560	\$ 58,560	\$ 58,560	\$ 58,560	\$ 58,560	\$ 58,560	\$ 292,800
Operator - Aesthetician	\$ 43,875	\$ 43,875	\$ 43,875	\$ 43,875	\$ 43,875	\$ 43,875	\$ 219,375
Customer Acquisition Costs	\$ 61,500	\$ 61,500	\$ 61,500	\$ 61,500	\$ 61,500	\$ 61,500	\$ 307,500
<b>SUBTOTAL DIRECT COSTS</b>	<b>\$ -</b>	<b>\$ 195,435</b>	<b>\$ 977,175</b>				

FIXED COSTS							
Capital Expenditure	\$ 250,171	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 250,171
Repairs & Maintenance	\$ -	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 25,000
<b>SUBTOTAL FIXED COSTS</b>	<b>\$ 250,171</b>	<b>\$ 5,000</b>	<b>\$ 275,171</b>				

SUBTOTAL EXPENDITURES	\$ 250,171	\$ 200,435	\$ 200,435	\$ 200,435	\$ 200,435	\$ 200,435	\$ 1,252,346
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CASHFLOW	\$ (250,171)	\$ 164,065	\$ 164,065	\$ 164,065	\$ 164,065	\$ 164,065	\$ 570,154
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CUMULATIVE CASHFLOW	\$ (250,171)	\$ (86,106)	\$ 77,959	\$ 242,024	\$ 406,089	\$ 570,154
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SUMMARY - FIVE YEARS	
Total Laser Revenue	\$ 1,822,500
Total Laser Expenditures	\$ 1,252,346
Net Laser Income	\$ 570,154
ROI (after 5 years)	46%
Payback Period	2.52
Payback (Breakeven) Year	2025

### ROI ASSUMPTIONS

1. First year of laser acquisition = three months of operation (Q2/Q3 = training, summer months)
2. No laser treatments are done during the summer - annual volume estimate based on nine months of operations
3. Estimated consumable 1 tip per treatment (conservative - usually one tip lasts 90 mins, can be used for 1.5-2 treatments if medical aesthetician skilled)
4. Operator wage costs @ 15% of treatment revenue (Christine's commission)
5. Repairs estimate @ \$5K/year (\$3-4K annual laser R&M based on historical spend of other lasers) - no warranty purchased with machine
6. ROI done based on laser life of five years (typically lasts 5-10 years)

# Months: 9

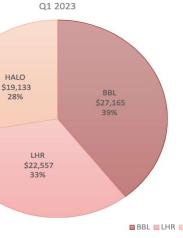
### ROI WORKINGS

#### REVENUE

##### TRL (Laser Resurfacing)

# Treatments/month	1
Price/treatment	\$8,000
Monthly Revenue	\$8,000
<b>Annual Revenue - TRL</b>	<b>\$72,000</b>

20%  
63%



##### HALO

# Treatments/month	17
Price/treatment	\$1,500
Monthly Revenue	\$25,500
<b>Annual Revenue - HALO</b>	<b>\$229,500</b>

63%

##### BBL

# Treatments/month	15
Price/treatment	\$400
Monthly Revenue	\$6,000
<b>Annual Revenue - BBL</b>	<b>\$54,000</b>

15%

##### LHR

# Treatments/month	8
Price/treatment	\$125
Monthly Revenue	\$1,000
<b>Annual Revenue - LHR</b>	<b>\$9,000</b>

2%

#### TOTAL # TREATMENTS

<b>TOTAL # TREATMENTS</b>	<b>41</b>
<b>TOTAL REVENUE (NINE MONTHS)</b>	<b>\$364,500</b>

#### COST OF SALES

##### Consumables - HALO Laser Resurfacing Tips

# Consumables/treatment	1
Cost/consumable	\$100
Cost/treatment	\$100
Monthly Costs	\$1,700

**Annual Consumables Costs - HALO Tips**

**\$15,300**

##### Wage Costs

###### Commission %

###### Revenue from treatments performed

###### Annual Wage Costs - Treatment #1

15% aesthetician commission %

\$ 292,500 \$ 292,500 \$ 292,500 \$ 292,500 \$ 292,500

\$ 0 \$ 43,875 \$ 43,875 \$ 43,875 \$ 43,875