

Profitability

The adoption of in-clinic testing utilizing the FastPack® System demonstrates the ability to generate immediate new revenue and increase practice profitability. The following table illustrates how a typical urology practice can benefit dramatically through the addition of a new laboratory profit center or even enhancing an existing one.

PSA

| Tests/Month | Cost | Revenue/Month | Monthly Gross Profit | ANNUAL PROFIT |
|-------------|---------|---------------|----------------------|------------------|
| 150 | \$1,800 | \$4,500 | \$2,700 | \$32,400 |
| 250 | \$3,000 | \$7,500 | \$4,500 | \$54,000 |
| 500 | \$6,000 | \$15,000 | \$9,000 | \$108,000 |
| 750 | \$9,000 | \$22,500 | \$13,500 | \$162,000 |

Testosterone

| Tests/Month | Cost | Revenue/Month | Monthly Gross Profit | ANNUAL PROFIT |
|-------------|---------|---------------|----------------------|------------------|
| 50 | \$ 750 | \$2,250 | \$1,500 | \$18,000 |
| 100 | \$1,500 | \$4,500 | \$3,000 | \$36,000 |
| 200 | \$3,000 | \$9,000 | \$6,000 | \$72,000 |
| 350 | \$5,250 | \$15,750 | \$10,500 | \$126,000 |