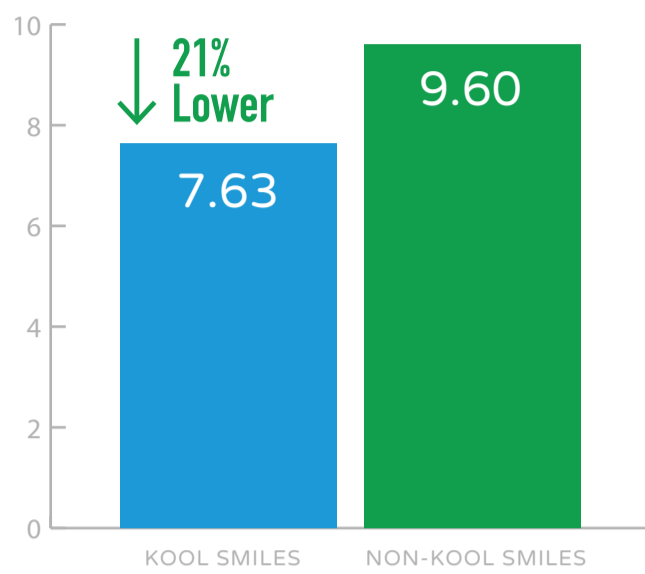




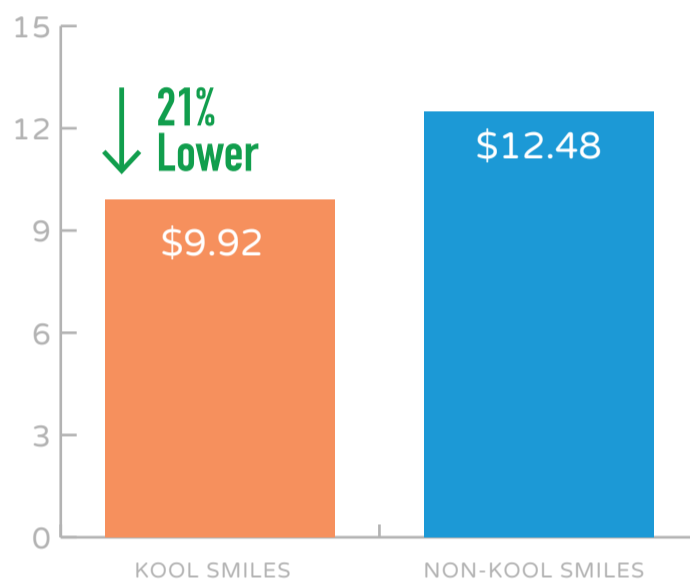
# VIRGINIA COULD SAVE \$59 MILLION OR SERVE 200,000 MORE CHILDREN ANNUALLY USING KOOL SMILES STANDARD OF CARE

## KOOL SMILES DOES 21% FEWER PROCEDURES THAN OTHERS PER YEAR PER PATIENT



Components of Average Medicaid Monthly Expenditures Per Patient:  
Kool Smiles and Non-Kool Smiles Providers in Virginia

## KOOL SMILES EXPENDITURES ARE 21% LOWER THAN OTHER DENTISTS PER MONTH PER PATIENT FOR SELECTED SERVICES OF RESTORATIVE, EXTRACTION, AND DIAGNOSTIC PROCEDURES.

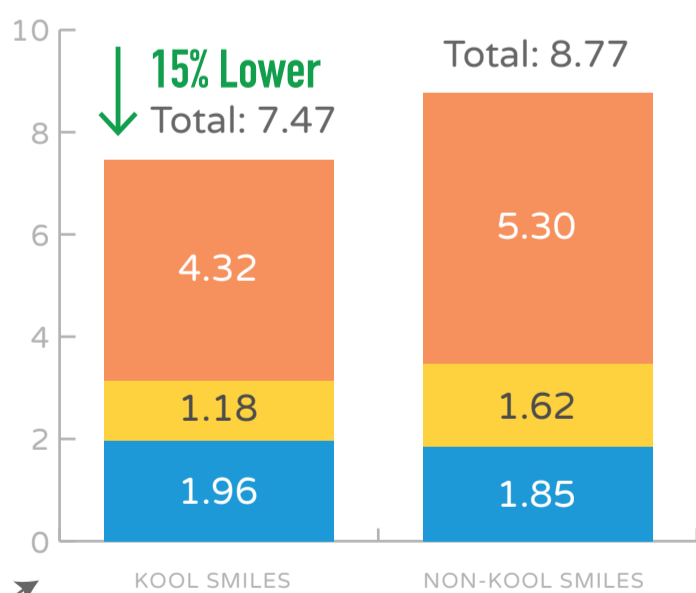


**All Dental Services: Kool Smiles: \$23.35 Non-Kool Smiles: \$39.70 (↓ 41% Lower)**

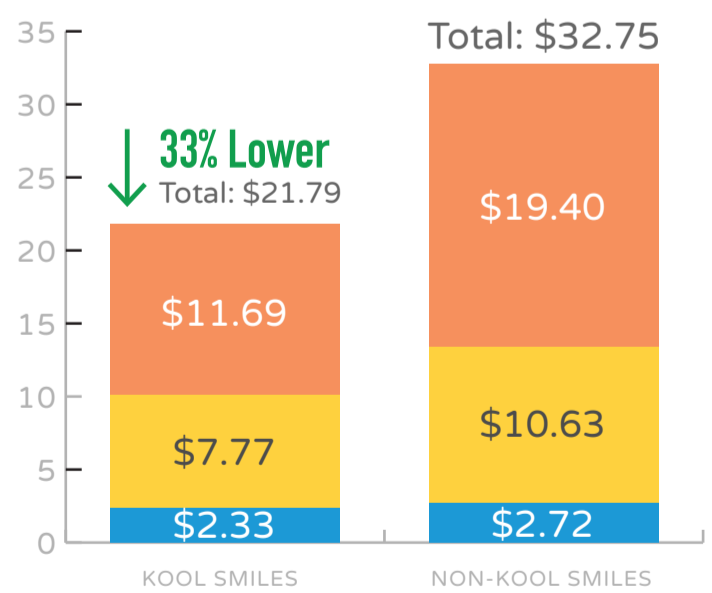
## The Results Were Similar Across All States Analyzed. Overall Kool Smiles Does 15% Fewer Procedures And Has 33% Lower Costs Than All Other Dentists.

Overall annual utilization rates and monthly Medicaid expenditures per patient across all states and all years for providers contained in the geographic area: Kool Smiles vs. Non-Kool Smiles providers

Number of Dental Services Per Unique Patient



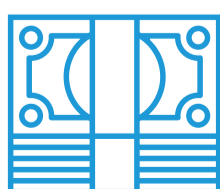
Monthly Medicaid Expenditures Per Patient for All Dental Services



■ Select Diagnostic Services ■ Select Restorative & Extraction Services ■ All Other Dental Services

As dental access improves within a patient community, oral health also improves and the need for restorative dental services decreases.

## To Help Solve The Medicaid Funding Crisis, Kool Smiles Could Help States:



Save over \$550 million annually

or



Serve an additional 1.9 million patients annually