



PerioTrust

Better trust, better gums.

EFP Digital
Innovation Award

Presented by **Pei-Hsuan Chiang** and **Po-Chun Tseng**

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Executive Summary

We're introducing **PerioTrust**, an AI-powered platform designed to transform dentist-patient communication. Our team, consisting of **Pei-Hsuan** and **Po-Chun**, brings together expertise in periodontology, digital entrepreneurship, and AI safety. We share a common goal: to improve treatment outcomes and clinical efficiency through AI-driven clarity, benefiting both dentists and the public.

PerioTrust uses validated domain knowledge and large language models (LLMs) to generate educational materials and personalized reports for each appointment. This approach leads to better understanding, trust, and treatment compliance and outcomes. The platform integrates with Electronic Health Record (EHR) systems, uses speech recognition and multilingual translation, and produces personalized output fine-tuned for each clinician.

By targeting European dental practices with existing EHR systems, we capitalize on the growing demand for digital transformation and patient engagement. With a capture rate of 10% of European dental clinics, **PerioTrust's** serviceable obtainable market has a potential revenue of €7.3 million per year.

Our business model is based on a subscription-based SaaS (software-as-a-service) freemium model with tiered plans, designed for growth and scalability. We project annual revenue exceeding €3 million within three years.

PerioTrust empowers patients and dentists with a collaborative approach. As we strive to make a positive impact on oral health and patient care, we look forward to this unique opportunity to share our vision with the dental community. Aligning with the UN's Agenda 2030, our project supports Sustainable Development Goals 3, 4, and 10, promoting well-being for all, quality education, and reduced inequalities.

Have a look on our prototype: https://youtu.be/ZAFsg_Is88k

Let's begin...

Meet The Team

We are a dynamic team of two members, **Pei-Hsuan** and **Po-Chun**, who bring a unique blend of clinical expertise, entrepreneurial spirit, and technical knowledge to the **PerioTrust** project.

Pei-Hsuan Chiang



Pei-Hsuan, a diplomate of the Taiwan Academy of Periodontology, has a strong foundation in periodontology and digital entrepreneurship. She is pursuing a master's degree in Entrepreneurship in Digital Health at Med Uni Graz from EIT Health, sponsored by the EU, and is also working as a teaching associate at the Hürzeler/Zuhr Academy. In addition to her work as a clinician, her career highlights include securing major business deals in Germany during her time as European service representative for aetherAI.

Po-Chun Tseng



Po-Chun, a PhD candidate in oral medicine at LMU University of Munich, has a robust background in innovation and AI. He has completed add-on programs in innovation, entrepreneurship, and AI safety, and has received prestigious international awards, such as the IADR Kulzer award and the Dental innovation award by Stiftung Innovative Zahnmedizin. **Po-Chun** has also led LLM-focused international projects with top universities, including UCLA and the University of Toronto. His research has been published in renowned journals (Dental Materials and JDR).



Based on our clinical expertise and entrepreneurial spirit, we would like to introduce an LLM-powered web-based application to help patients better understand their treatment journey.

The graphic abstract illustrates the core pillars of **PerioTrust**:

PerioTrust

Better trust, better gums.



Before introducing **PerioTrust**, let's start with a normal day with **Dr. Müller**.

Dr. Müller, a dedicated dentist in a bustling German city, starts his Monday with a packed schedule.



Why is my face still swollen?

His first patient, a middle-aged man, arrives for suture removal after last week's implant surgery but immediately complains of discomfort. Dr. Müller patiently explains—again—what to expect, but the man remains unsatisfied. Another ten minutes go by in discussion.



I forget how to clean my teeth when I'm home.

Next, an elderly woman scheduled for a periodontal re-evaluation after non-surgical treatment shows little improvement in oral hygiene.

Before moving forward with surgery, another appointment is necessary and oral hygiene measurement is instructed again—more delays.



What if I'm allergic to titanium?

The third patient is booked for an implant surgery, but just before the procedure, she hesitates. She heard from friends that zirconium implants are better and worries she might be allergic to titanium. Dr. Müller carefully reassures her, but she insists on having more time to decide. The surgery is canceled.



Tooth... fix?

Then, an unexpected case walks in—a young foreign student with fractured anterior teeth, the result of an accident just an hour ago. Dr. Müller tries to gather details, but the language barrier turns the conversation into a frustrating guessing game. After performing emergency treatment, he gives him an education leaflet and finally glances at the clock—almost noon.

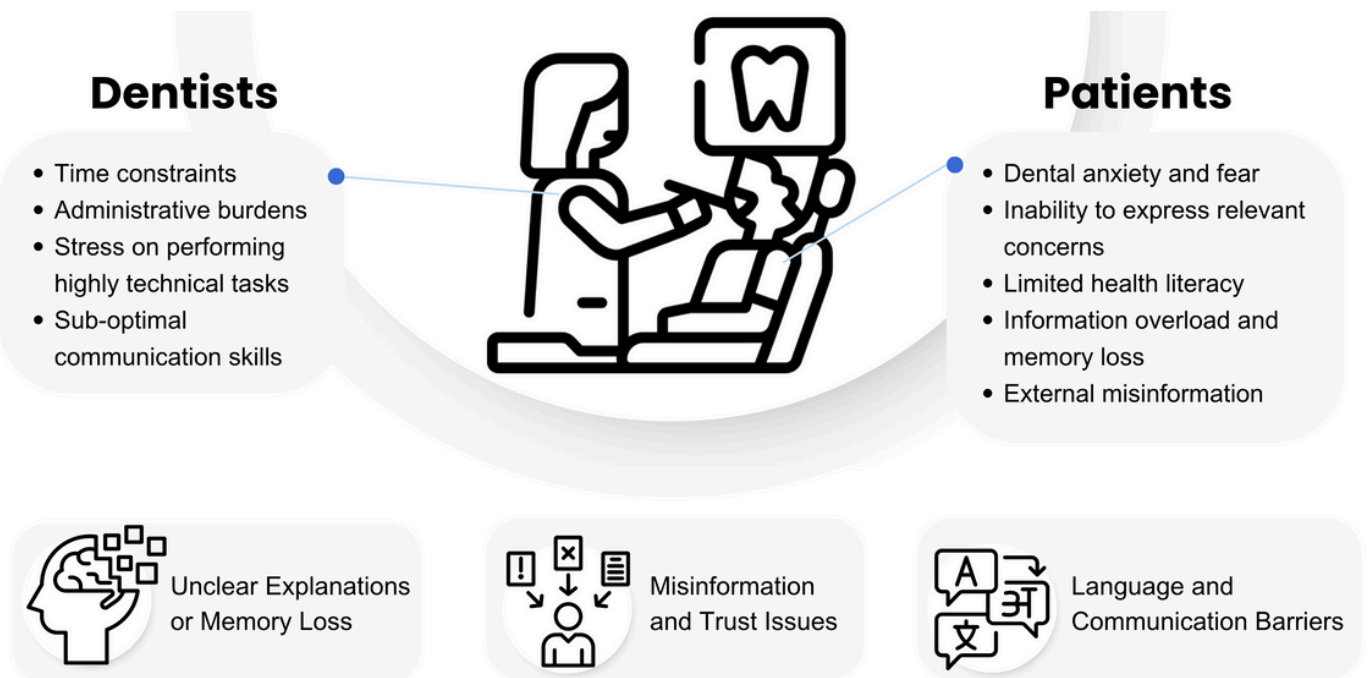


Are you sure this is the best approach?

Just as he hopes for a short break, the next patient arrives—a well-informed man clutching his phone. He has read extensively about his dental condition using ChatGPT and questions every aspect of his treatment plan. Dr. Müller explains why his recommendation is sound, but every answer sparks another question. What should have been a quick consultation drags on.

No breaks, no progress, just an endless cycle of explanations, delays, and unexpected challenges. What a day... **Dr. Müller** sighs.

Unmet Need



If you have similar experiences as **Dr. Müller**, you are not alone.

Good patient compliance is key to successful treatment. A study of 149 European stakeholders found that both dentists and patients agree on the importance of oral hygiene and prevention ([Leggett et al. 2021](#)). However, they have different experiences: dentists think patients don't follow their advice, while patients feel they don't get enough guidance. This leads to poor oral health outcomes and frustration for both parties.

There are a few reasons for this mismatch:

Unclear instructions or forgetting what was said

Dentists often spend over 15 minutes explaining oral hygiene. But patients forget 40-80% of what they're told ([Kessels 2003](#); [Misra et al. 2013](#)). This is because medical information can be complicated within time constraints, making it hard for patients to remember and follow advice.

Misinformation and trust issues

There's a lot of health information online, but its quality varies. This can cause confusion and mistrust between patients and dentists ([Kanmaz and Buduneli 2021](#)). When patients don't understand dental advice, they may feel scared or anxious, making it harder to stick to treatment plans ([Berndsen et al. 1993](#)).

Language and communication barriers

Good communication is crucial for patient satisfaction and loyalty ([Ho et al. 2024](#)). In Europe, language differences can create challenges: Patients and dentists may not speak the same language, leading to misunderstandings. Cultural differences in communication can also cause patients to misinterpret advice or feel hesitant to ask questions. These barriers make it hard to communicate effectively, worsening mistrust and misinformation.

✦ By addressing these barriers, we can help dentists and patients communicate better, leading to better treatment outcomes. This is where **PerioTrust** comes in — a solution to facilitate clear communication and build trust.

With **PerioTrust**, we can overcome the obstacles that hinder patient compliance and create a more collaborative approach to periodontal care.

Market and ✨ Competitor Analysis

To start with, we conducted a thorough investigation to understand the current market for digital solutions that aim to improve patient-dentist communication.

Market overview

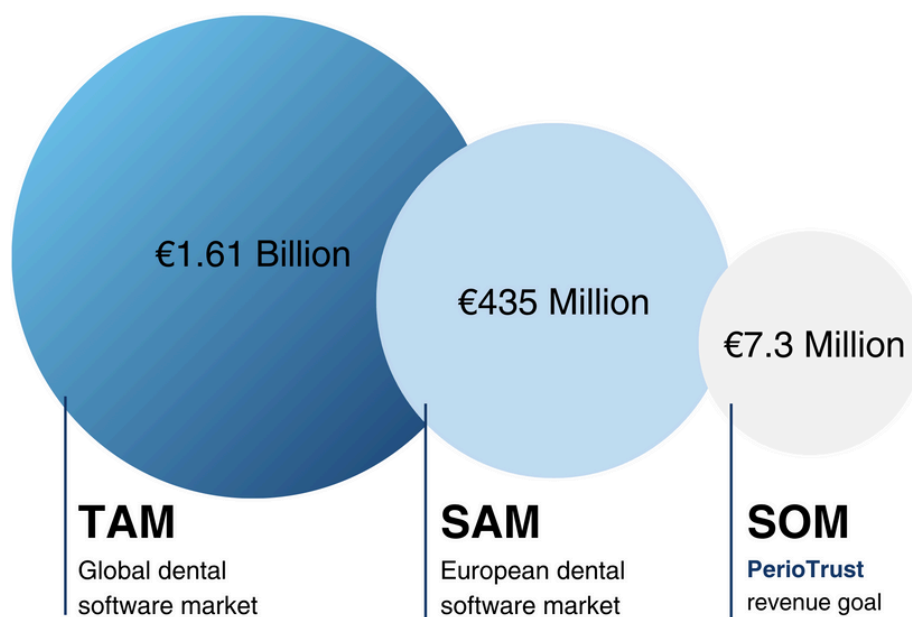
The global dental industry is experiencing rapid digital transformation, with a growing emphasis on patient engagement, telehealth, and AI-powered solutions. However, communication gaps remain a persistent issue, impacting patient satisfaction, treatment adherence, and clinical efficiency.

Market size assessment

We're targeting **European private dental practices** with existing EHR systems, where the need for solutions to improve patient-dentist trust, reduce administrative burden, and improve treatment quality is increasing.

This market has been chosen due to:

- The expressed interest in this product by dentists at trade shows for the past few years
- The high prevalence of oral diseases coupled with a growing need for innovative oral care and oral health products

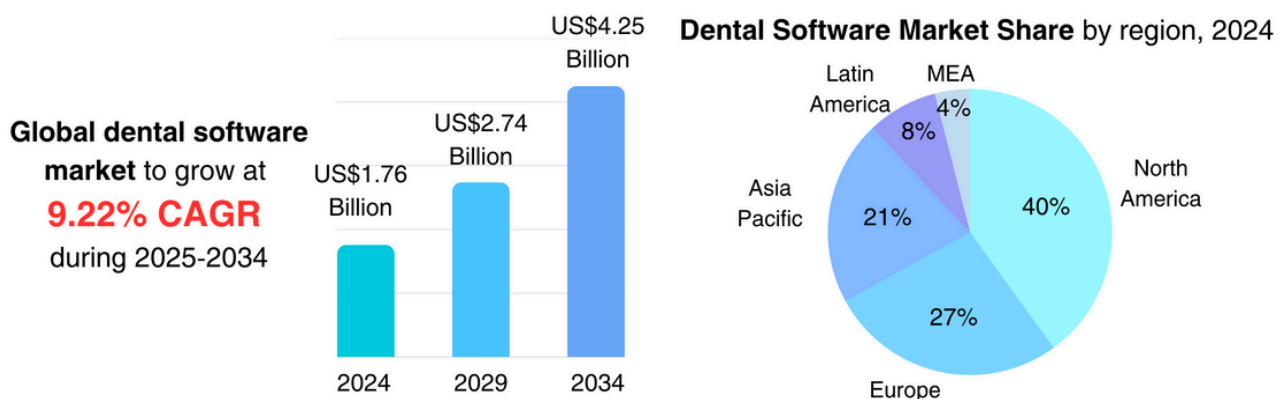


Market Analysis[★]

The assessment of the market size can be detailed as follows:

TAM (Total Addressable Market): The maximum potential demand of the global dental software market.

The [global dental software market size](#) was estimated at USD 1.76 billion (around **€1.61 billion**) in 2024 and is anticipated to reach around USD 4.25 billion by 2034, expanding at a compound annual growth rate (CAGR) of 9.22% from 2025 to 2034.



SAM (Serviceable Addressable Market): The size of the TAM can be reasonably targeted after filtering through the customer profile (i.e. geography).

Focusing on the European market, which accounts for approximately 27% of the TAM, we estimate the SAM to be around $\text{€1.61 billion} \times 27\% = \text{€435 million}$.

There are 61,014 dental clinics in Europe (as of [January 23, 2025](#)). An estimated average annual spend on dental software solutions (including practice management, patient communication, and other digital tools) pro clinic can be calculated as:

$\text{€435 million (total dental software cost)} / 61014 \text{ (clinics in Europe)} = \text{€7130 annually}$

The price of our product would be set to around 15% of the average software budget per clinic $\approx \text{€1200/year}$ (€100 per month)

SOM (Serviceable Obtainable Market): The actual customer base expected to reach out, namely the revenue goal.








With a competitive price set at €1,200 per year, we estimate that 10% of European dental clinics will be interested in our solution, resulting in a potential revenue:

$61014 \text{ (dental clinics)} \times 10\% \times \text{€1200 (annual fee)} = \text{€ 7.3 Million}$.

Competitor Analysis[★]

With a clear understanding of the market, it's time to examine the competitive landscape. We'll assess the existing competitors to illustrate how **PerioTrust** can differentiate itself and fill the gaps in the current practice.





Direct competitors: LLM-based patient communication platforms

Company	Communication	Education	Tailored Oversight	Automation
ORX Health 	+++	+	+	+++
Automated inquiries through AI chatbots and voicebots.				
Puppeteer  Puppeteer	+++	+	+	+++
Fully automated patient conversations (voice and text). EHR integration.				
ActiumHealth  ActiumHealth™	+++	+	++	+++
AI agents for patient calls and analytics. Risk detection algorithms.				
Sully  SULLY AI	++	+	++	+++
AI medical employees, possible to tailor to clinicians' preferences.				
Decoda Health  Decoda Health	+++	+	++	+++
AI front desk for patient engagement and note-taking.				
Artera Harmony  artera harmony	+++	+	++	++
An AI co-pilot to create workflows for patients' personalized experiences.				
Hippocratic AI  Hippocratic AI — Do No Harm —	+++	+	+	++
Safety-focused GenAI foundation models for healthcare.				

Most of the **direct competitors** are US-based startups. Therefore, when clinicians use their services, they **consent to having their data processed in the US**, raising a major concern about the compliance with the European regulations.

We have identified three levels of clinician oversight in these competitor solutions. Most of the available solutions provide either no supervision by clinicians at all (+) or only limited supervision possible (++). There is a lack of an integrated solution that can generate personalized output tailored to the clinician's philosophy along with a review and editing function (+++).

Indirect competitors: Dental education packages

Company	Communication	Education	Tailored Oversight	Automation
Consult-PRO 	+	+++	+	+
Web-based dental software for patient education.				
DentalMaster 	+	++	++	+
3D tools for dental treatment planning and in-clinic communication.				
Adit 	++	+	+++	++
A comprehensive management system for dental clinics.				
Patterson Dental 	+++	+	++	+
Dental office patient management and communication software.				

Feature	PerioTrust	ORX Health	Artera Harmony	Consult-PRO	Dental Master
AI-powered summaries for informed decision	✓✓✓	△	△	✗	✗
Validated OHI and educational resources	✓✓✓	✗	✗	✓	✓
Clinician-in-the-loop oversight	✓✓✓	✗	✓	✓	✓
Output fine-tuned to clinicians' preferences	✓✓✓	✗	✗	✗	✗
Seamless EHR integration	✓✓✓	✓	✓	✗	✗
Multilingual support	✓✓✓	✗	✓	✓	✓

△ : unspecified but potentially feasible

We've identified **direct competitors** for **PerioTrust** in AI-powered patient communication platforms, particularly those using large language models (LLMs). However, these solutions have significant limitations. They only offer basic response functionalities and **lack the ability to adapt** to individual clinicians' treatment philosophies. As a result, their outputs are often fragmented and incoherent, requiring frequent modifications to align with clinical practice. Another limitation of these LLM-based platforms is their **lack of educational emphasis**.

On the other hand, the identified **indirect competitors** only **provide generic educational materials** without communication elements. This lack of flexibility and customization hinders effective information transfer and patient engagement for patient education.



Our **competitor analysis** reveals a significant gap in current LLM tools and educational solutions and highlights the need for a solution like **PerioTrust**, which can provide personalized and contextualized support while addressing the unique needs of European dental practices and ensuring GDPR compliance.

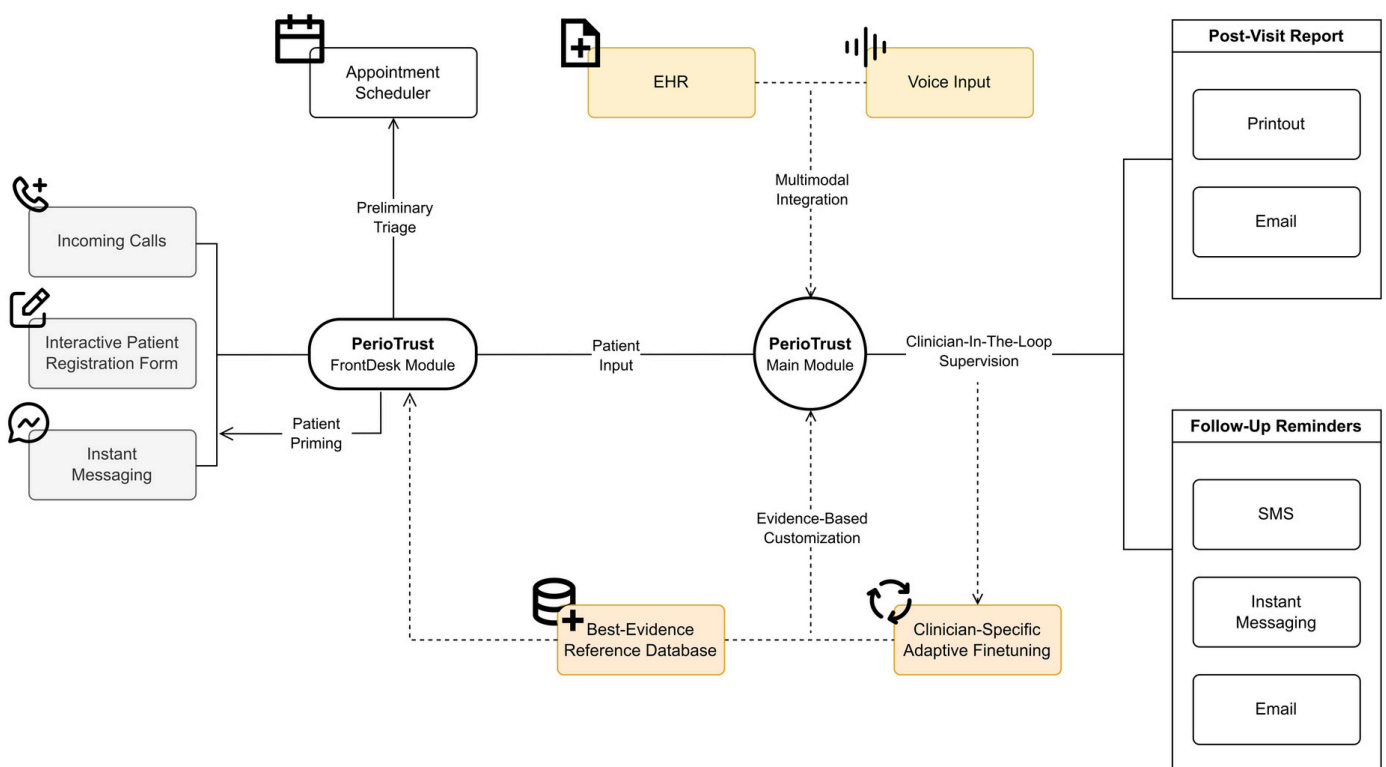
Presentation of the Idea

PerioTrust: A Digital Innovation to Enhance Dentist-Patient Communication

Bridging the Communication Gap with AI in Periodontal Care

Effective communication is key to quality dental care. However, many patients have trouble understanding their diagnoses, treatment options, and post-care instructions. The rise of online health information, including AI-generated content, is both a chance and a challenge for dental professionals ([Eggmann, 2023](#))

We created **PerioTrust**, an AI-powered platform that helps dentists and patients communicate better. It provides accurate, easy-to-understand, and personalized information for each patient.



Here is our proposed workflow.

STEP 1 Before entering the clinic: Preliminary triage and patient priming

Traditionally, patient education begins only when they sit on the chair, often leading to missed opportunities for informed discussions. With the patient care model shifted to participatory decision-making, we want to prime patients to be more prepared for each visit in the information-driven era ([Gholamzadeh 2021](#)).

When a patient contact the clinic for an appointment, **PerioTrust**'s FrontDesk module collects their chief complaints and:

- ✓ Conducts preliminary triage and connects with the scheduler
- ✓ Explains possible etiologies and treatment modalities using validated, evidence-based content
- ✓ Sends the materials to the patient via email to start patient education at the earliest possible

STEP 2 During the appointment: AI-assisted data collection and documentation

Good documentation is critical for patient safety, continuity of care, and legal compliance. However, traditional methods are time-consuming, contributing to burnout among healthcare professionals. ([Wu 2024](#))

PerioTrust integrates seamlessly with Electronic Health Record (EHR) systems, supporting:

- ✓ Speech recognition for hands-free documentation
- ✓ Multilingual AI translation, improving accessibility for international patients
- ✓ Automated structuring of clinical findings, treatments, and follow-up plans

STEP 3 Post-appointment: LLM-powered personalized report generation

[Young \(2017\)](#) conducted a review and showed that patients prefer tailored information sheets to their conditions over 'one-size-fits-all' versions of a leaflet.

PerioTrust automates the generation of structured, personalized reports extracted from the EHR, including:

- ✓ Appointment summary
- ✓ Oral hygiene instructions, including custom recommendations tailored to each patient's periodontal condition
- ✓ Educational resources from science-backed information (e.g. EFP guidelines)
- ✓ Future treatment plan, recommended follow-ups, and long-term care strategies
- ✓ Easy-to-understand infographics to bridge the health literacy gap for the less privileged and elderly populations ([Houts et al. 1998](#); [Momin and Mahmood 2020](#))

STEP 4 Dentist review and customization

AI should enhance clinical expertise, not replace it.

Before the report is finalized, dentists can review the generated content, ensuring that:

- ✓ All clinical information is accurate and relevant
- ✓ Treatment plans align with the clinician's philosophy

STEP 5 Report delivery to patient

Once approved, the report is securely sent to the patient via email or physical mail, depending on their preference. Patients can then:

- ✓ Review their treatment details at their own pace
- ✓ Take better care of their teeth and gum
- ✓ Make informed decisions about their care

STEP 6 Patient engagement and follow-up

PerioTrust also provides automated follow-up reminders and patient feedback collection, ensuring continuity of care.

STEP 7 Database optimization

Over time, **PerioTrust's** AI-driven answer database evolves. It uses approved answers from dentists and new scientific evidence. This allows the platform to continuously refine its output, adapting to the individual dentist's philosophy and the latest advancements in dental care.

Prototype and Feasibility[★]

We followed the **Lean Startup approach** to create a **minimum viable product (MVP)** as our first proof-of-concept.

This **MVP** helped us test and validate our idea. Our web-based app can already take in EHR and create easy-to-understand reports and infographics. Since many people struggle with health literacy, especially those who are less privileged, we successfully developed a dedicated infographics generator. This tool helps make medical information more accessible to vulnerable populations.

We believe **PerioTrust** will set a new standard for clinician-patient communication, building trust, supporting informed decisions, and promoting good patient care.

Our app does not provide clinical diagnoses, predictions, or treatments - it only supports communication. Because of this, we do not need a [medical device license under EU regulations](#).

Right now, we use synthetic EHRs for demo purposes. We plan to offer a cloud-based solution, so our clients won't need to buy and maintain hardware on their own. The final product will have a secure API (Application Programming Interface) for encrypted data transfer, meeting GDPR requirements.

Have a look on our prototype:

https://youtu.be/ZAFsg_Is88k

Business Plan^{✦✦}

The business plan for **PerioTrust** revolves around a **B2B SaaS** (business-to-business and software-as-a-service) platform, where dental professionals can access our tools online and choose from various subscription plans. This approach allows us to offer a flexible and scalable solution to our customers. We operate on a **subscription-based freemium model**, which enables us to maintain a steady revenue stream and provide reliable customer support ([Ojala 2014](#); [Lee 2019](#)).

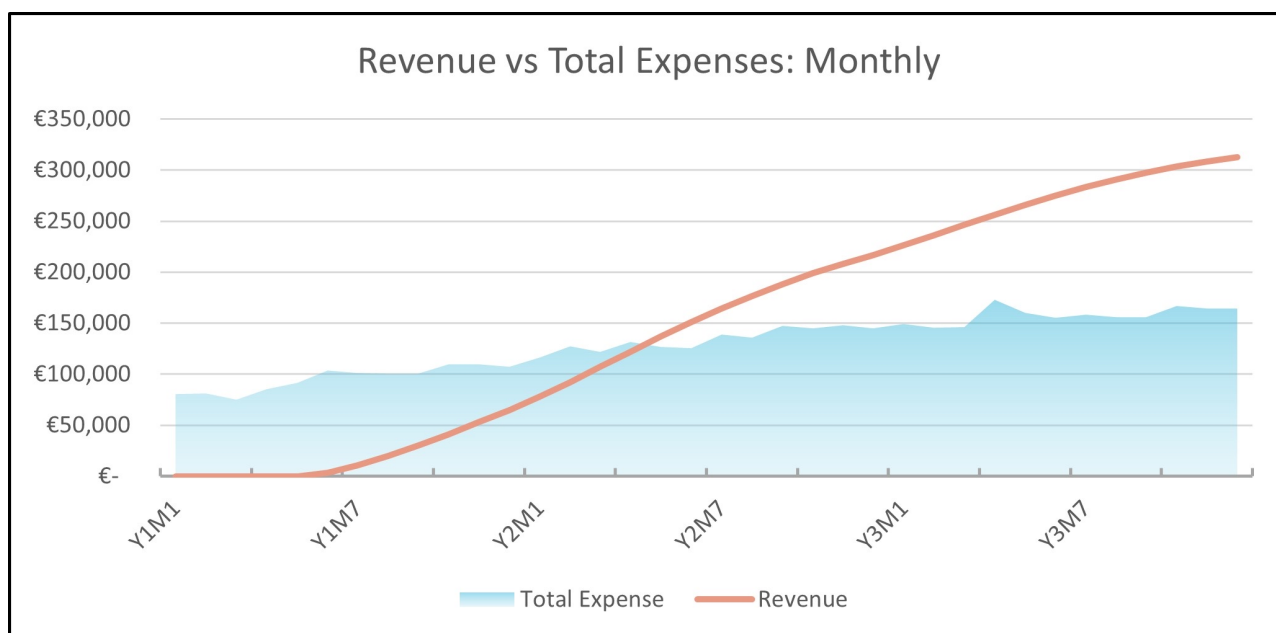
Our target customers are **dental clinics and practitioners**, who can subscribe to our platform on a monthly or annual basis.

Our pricing strategy will be based on tiered plans, taking into account the size and usage of each clinic. All subscribed users have access to LLM-generated personalized patient reports and EHR integration. Our plans include:

Plan	Features	Price (per month)
Free-tier	Limited to 30 reports per month, supported by built-in industrial ads	Sustained by ADs
Basic	200/month quota of reports, standard output, reference database, email reminders	€99
Professional	Branding support, evidence-based customization, API for comprehensive integration	€199
Enterprise	Multi-branch support, analytics dashboard, premium customer support	Customized pricing

For **larger dental networks, hospital chains, or EHR providers**, we offer a licensing model with a white-label solution. This includes a fixed annual licensing fee, ranging from €10,000 to €50,000, and additional customization and integration costs, ranging from €5,000 to €20,000.

To drive growth and expansion, we will develop **strategic partnerships** with relevant companies, such as electronic health record providers, dental associations, and suppliers. By building these relationships, we can increase our reach and provide a more comprehensive solution to our customers. Our goal is to establish **PerioTrust** as a leading platform for improving dentist-patient communication and enhancing periodontal care outcomes.



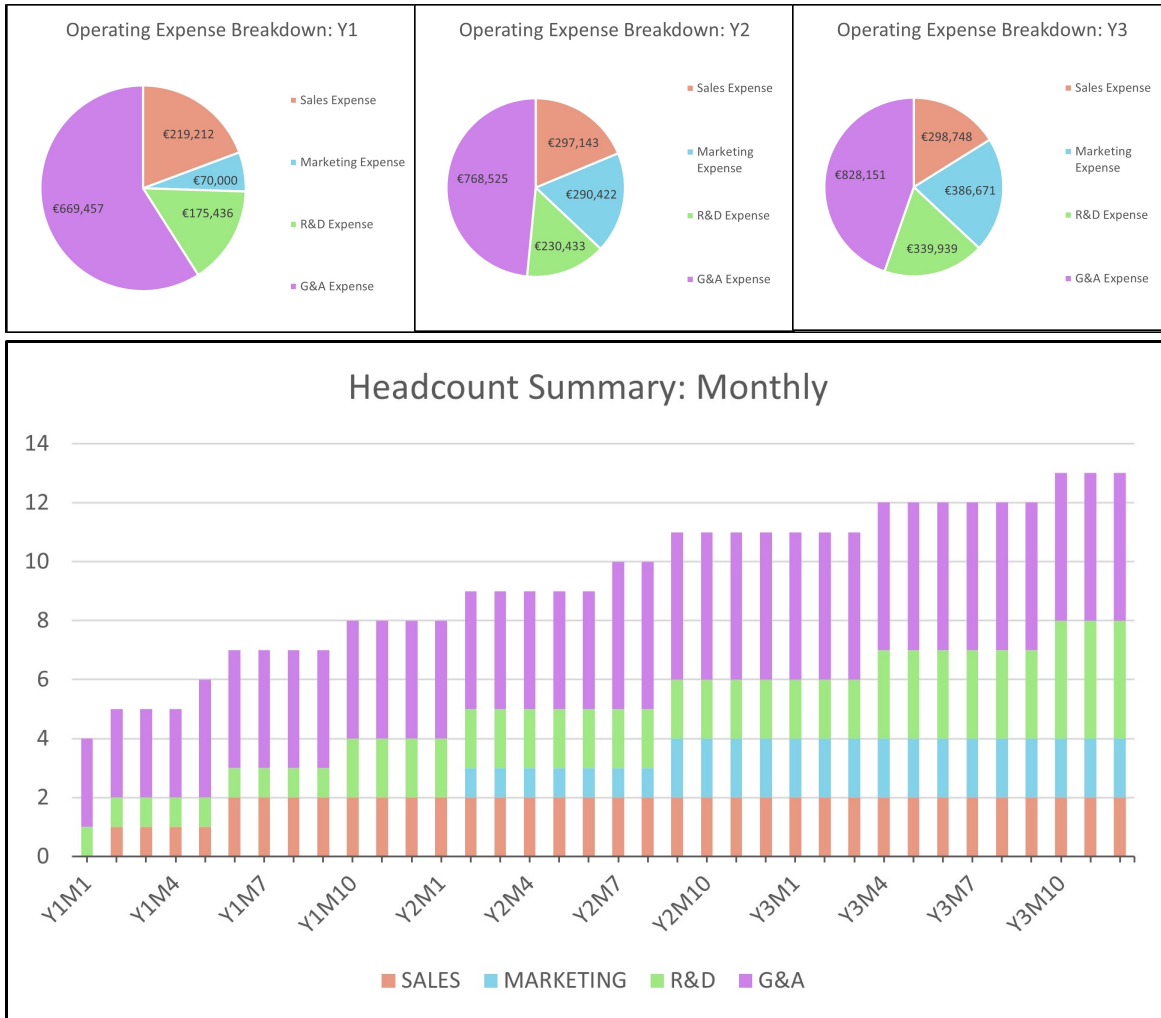
A detailed financial modeling has been conducted based on the **bottom up approach** ([Moro-Visconti 2024](#)). Our revenue is expected to grow steadily over time, showing consistent business growth and financial progress. At first, expenses are higher than revenue. The revenue and expenses will **break even by the second year**, and the business will become profitable.

As time goes on, the surplus will get larger, leading to higher profit margins.

This positive trend in revenue can support funding or investment proposals, as it clearly shows a path to profitability. We expect significant growth over three years, with revenue reaching over **€3 million** by the end of Year 3. Our operating expenses will rise from around €1.1 million in Year 1 to approximately €1.8 million in Year 3. But our revenue will grow faster than our expenses, leading to higher profitability—by the end of Year 3, we project that our revenue will be €1,200,000 more than the total expenses.

Our team will also grow from 4 employees to over 13 in Year 3, with most new hires in R&D and marketing. This growth will allow us to reach more people, improve our products, and increase revenue. As a strong team is crucial for driving innovation and growth, we are committed to investing in our people to achieve our goals.

Detailed projections of future revenues and expenditures are provided on the next page.



Financial Model		Quarterly Summaries												Yearly Summaries	
		Y1Q1	Y1Q2	Y1Q3	Y1Q4	Y2Q1	Y2Q2	Y2Q3	Y2Q4	Y3Q1	Y3Q2	Y3Q3	Y3Q4	Y1	Y2
INCOME STATEMENT															
Revenue	€	-	€ 3,570	€ 99,873	€ 158,916	€ 277,239	€ 409,890	€ 529,267	€ 623,835	€ 708,457	€ 797,384	€ 872,126	€ 925,225	€ 222,358	€ 1,840,231
Cost of Revenue	€	2,522	€ 2,920	€ 3,380	€ 3,912	€ 4,529	€ 5,243	€ 6,009	€ 7,026	€ 8,134	€ 9,416	€ 10,900	€ 12,618	€ 12,734	€ 22,868
Gross Profit	€	(2,522)	€ 650	€ 56,493	€ 155,003	€ 272,710	€ 404,647	€ 523,197	€ 616,809	€ 700,323	€ 787,968	€ 861,226	€ 912,607	€ 209,625	€ 1,817,363
Operating Expenses:															
Sales Expense	€	24,112	€ 48,539	€ 73,281	€ 73,281	€ 73,650	€ 74,119	€ 74,687	€ 74,687	€ 74,687	€ 74,687	€ 74,687	€ 74,687	€ 219,212	€ 297,143
Marketing Expense	€	13,500	€ 14,000	€ 20,000	€ 22,250	€ 55,706	€ 61,434	€ 78,163	€ 95,119	€ 96,295	€ 96,508	€ 96,721	€ 97,147	€ 70,000	€ 290,422
R&D Expense	€	43,592	€ 36,592	€ 36,592	€ 58,660	€ 60,470	€ 56,470	€ 56,470	€ 57,024	€ 61,024	€ 86,195	€ 83,195	€ 109,525	€ 175,438	€ 230,433
G&A Expense	€	153,638	€ 178,614	€ 168,603	€ 168,603	€ 171,160	€ 186,387	€ 206,989	€ 203,989	€ 200,989	€ 220,989	€ 204,586	€ 201,586	€ 669,457	€ 768,525
Total Operating Expenses	€	234,841	€ 277,745	€ 296,475	€ 323,843	€ 346,986	€ 378,410	€ 416,309	€ 430,819	€ 432,995	€ 478,279	€ 459,189	€ 482,945	€ 1,134,105	€ 1,586,523
EBITDA	€	(237,363)	€ (277,095)	€ (241,982)	€ (168,040)	€ (88,276)	€ 26,237	€ 106,889	€ 185,990	€ 267,328	€ 309,588	€ 402,037	€ 429,661	€ (924,480)	€ 230,840
% margin	n/a		(77.61.8%)	(404.27%)	(105.77%)	(31.8%)	6.4%	20.2%	29.8%	37.7%	38.8%	46.1%	46.4%	(413.8%)	12.5%
Interest (Expense) / Income	€	-	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -
Pre-Tax Income	€	(237,363)	€ (277,095)	€ (241,982)	€ (168,040)	€ (88,276)	€ 26,237	€ 106,889	€ 185,990	€ 267,328	€ 309,588	€ 402,037	€ 429,661	€ (924,480)	€ 230,840
Pro-Tax Income	€	(237,363)	€ (277,095)	€ (241,982)	€ (168,040)	€ (88,276)	€ 26,237	€ 106,889	€ 185,990	€ 267,328	€ 309,588	€ 402,037	€ 429,661	€ (924,480)	€ 230,840
Tax Expense (-)	€	-	€ -	€ -	€ -	€ -	€ (5,558)	€ (516,033)	€ (527,898)	€ (840,099)	€ (546,438)	€ (560,305)	€ (564,449)	€ -	€ (549,290)
Net Income	€	(237,363)	€ (277,095)	€ (241,982)	€ (168,040)	€ (88,276)	€ 20,879	€ 90,855	€ 158,091	€ 227,229	€ 263,150	€ 341,731	€ 365,212	€ (924,480)	€ 181,550
% margin	n/a		(77.61.8%)	(404.27%)	(105.77%)	(31.8%)	3.1%	17.2%	21.3%	32.1%	33.0%	39.2%	39.5%	(413.8%)	9.9%
BALANCE SHEET															
Cash	€ 1,000,000	762,941	482,531	214,737	12,787	3,882,892	3,860,981	3,915,443	4,045,892	4,244,597	4,480,033	4,800,170	5,151,291	12,787	4,045,892
AR	€ -	€ -	€ 3,521	€ 29,572	€ 63,757	€ 105,696	€ 148,856	€ 185,676	€ 213,813	€ 242,910	€ 271,288	€ 293,649	€ 308,630	€ 63,757	€ 213,813
Fixed Assets	€ -	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000	€ 1,000
Other Assets	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -
Total Assets	€ 1,000,000	€ 763,941	€ 487,053	€ 245,309	€ 77,544	€ 3,989,588	€ 4,010,836	€ 4,102,119	€ 4,260,706	€ 4,488,507	€ 4,752,321	€ 5,094,820	€ 5,460,921	€ 77,544	€ 4,260,706
Equity	€ 1,000,000	762,637	485,542	243,560	75,520	3,987,244	4,008,124	4,098,979	4,257,070	€ 4,484,299	€ 4,747,449	€ 5,089,180	€ 5,454,392	75,520	4,257,070
Total Liabilities & Equity	€ 1,000,000	€ 763,941	€ 487,053	€ 245,309	€ 77,544	€ 3,989,588	€ 4,010,836	€ 4,102,119	€ 4,260,706	€ 4,488,507	€ 4,752,321	€ 5,094,820	€ 5,460,921	€ 77,544	€ 4,260,706
CASH FLOW															
Net Income	€ (237,363)	€ (277,095)	€ (241,982)	€ (168,040)	€ (88,276)	€ 20,879	€ 90,855	€ 158,091	€ 227,229	€ 263,150	€ 341,731	€ 365,212	€ (924,480)	€ 181,550	
D&A	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -
Changes in Net Working Capital:	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -
AR	€ -	€ (3,521)	€ (26,051)	€ (34,186)	€ (41,938)	€ (43,160)	€ (36,820)	€ (28,137)	€ (529,097)	€ (528,377)	€ (522,362)	€ (514,980)	€ (63,757)		
Other Assets	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -
AP	€ 1,305	€ 206	€ 238	€ 276	€ 319	€ 369	€ 428	€ 495	€ 573	€ 563	€ 578	€ 589	€ 2,024		
Deferred Revenue	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -
Other Liabilities	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -
Cash Flow From Operations	€ (236,059)	€ (280,410)	€ (267,795)	€ (201,950)	€ (129,895)	€ (21,911)	€ 54,463	€ 130,449	€ 198,705	€ 235,436	€ 320,137	€ 351,121	€ (986,213)	€ 33,105	
Capital Expenditures	€ 1,000	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ 1,000	€ -	€ -
Cash Flow From Investing Activities	€ (235,059)	€ (280,410)	€ (267,795)	€ (201,950)	€ (129,895)	€ (21,911)	€ 54,463	€ 130,449	€ 198,705	€ 235,436	€ 320,137	€ 351,121	€ (985,213)	€ 33,105	
Equity Investment	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -	€ -
Cash Flow From Financing Activities	€ (235,059)	€ (280,410)	€ (267,795)	€ (201,950)	€ (129,895)	€ (21,911)	€ 54,463	€ 130,449	€ 198,705	€ 235,436	€ 320,137	€ 351,121	€ (985,213)	€ 4,033,105	
Beginning Cash Balance	€ 1,000,000	€ 762,941	€ 482,531	€ 214,737	€ 12,787	€ 3,882,892	€ 3,860,981	€ 3,915,443	€ 4,045,892	€ 4,244,597	€ 4,480,033	€ 4,800,170	€ 1,000,000	€ 12,787	
Change in Cash	€ (237,059)	€ (280,410)	€ (267,795)	€ (201,950)	€ (129,895)	€ (21,911)	€ 54,463	€ 130,449	€ 198,705	€ 235,436	€ 320,137	€ 351,121	€ (987,213)	€ 4,033,105	
Ending Cash Balance / Cumulative Cash Needs	€ 762,941	€ 482,531	€ 214,737	€ 12,787	€ 3,882,892	€ 3,860,981	€ 3,915,443	€ 4,045,892	€ 4,244,597	€ 4,480,033	€ 4,800,170	€ 5,151,291	€ 12,787	€ 4,045,892	
METRICS															
Total Headcount	5	7	7	8	9	9	11	11	11	12	12	13	8	11	
Revenue / Head	-	73	1,222	2,483	3,543	5,060	4,656	5,156	5,855	5,537	6,056	5,475	3,616		
Operational Expense / Head	10,193	9,332	8,528	8,076	8,341	8,409	8,062	7,833	3,578	3,322	3,189	2,858	36,128		
Total Expense	€ 237,363	€ 280,685	€ 301,855	€ 326,956	€ 365,515	€ 383,653	€ 422,578	€ 437,845	€ 441,129	€ 487,795	€ 470,809	€ 495,563	€ 1,146,838		
Total Salaries & Benefits	€ 124,541	€ 147,745	€ 170,475	€ 188,943	€ 206,886	€ 214,685	€ 242,359	€ 257,119	€ 257,545	€ 283,329	€ 284,139	€ 307,295	€ 631,705		
Salaries & Benefits as % of OpEx	52.0%	52.2%	52.2%	52.2%	52.2%	52.2%	52.2%	52.2%	52.2%	52.2%	52.2%	52.2%	52.2%		

Dr. Müller, a dedicated dentist in a bustling German city, starts his Monday with a packed schedule—but today feels different.



I have a new tooth now!

A middle-aged man arrives for suture removal after last week's implant surgery. His face is still slightly swollen, but thanks to the **post-appointment education materials** from **PerioTrust**, he understands this is part of the natural healing process. Confident and reassured, he shakes Dr. Müller's hand with a smile, grateful for the smooth recovery.



My gums have improved a lot! What's next?

Next, an elderly woman returns for a periodontal re-evaluation. This time, her oral hygiene has significantly improved. The **personalized care instructions** she received after her last visit helped her adopt better cleaning habits. Trusting Dr. Müller's expertise, she is ready to move forward with the recommended periodontal surgery.



I believe implants are the best choice for me.

A patient scheduled for implant surgery walks in—this time, with complete confidence. After their last discussion, she received a **detailed AI-generated report**, summarizing the implant options along with scientific evidence from trusted sources. With all her concerns addressed, she is eager to proceed with the treatment.



Ja, danke!

A young foreign student enters with fractured anterior teeth from an accident just an hour ago. Unlike before, **PerioTrust's real-time translation system** helps Dr. Müller understand his situation quickly and provide the right treatment. After the procedure, the student receives a **post-treatment care guide** in his native language, ensuring he knows exactly what to do next.



I'd like to go ahead with the treatment, Dr. Müller!

A new patient arrives, already well-informed. Before his appointment, **PerioTrust** provided him with **treatment information based on EFP guidelines**, eliminating doubts and misinformation. Confident in Dr. Müller's expertise, he is ready to proceed without hesitation.

Dr. Müller finally takes a deep breath and sips his tea.

No repeated explanations, no delays, no frustration—just smooth, efficient care.

Everything is easier with **PerioTrust**. 



Together, we can build better trust in dental care

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