



**Over \$7 Billion Worth of Closed Transactions Since
1989, with More Than 10,000 Satisfied Sellers &
Buyers and Growing!**

www.americanhealthcarecapital.com

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Welcome to

American HealthCare Capital

The most trusted name in healthcare

We appreciate your consideration of our advisory services.

To understand more about our firm and how we achieve outstanding results for our clients, please take a moment to review this short American HealthCare Capital overview.

We look forward to working alongside you in this process.

Sincerely,

Jack Eskenazi
CEO & Founder

Jennifer Le
President

Chris Baer
Managing Director



AMERICAN HEALTHCARE CAPITAL



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About Us



AMERICAN HEALTHCARE CAPITAL

ABOUT US



Introduction to

American HealthCare Capital

American HealthCare Capital is the go-to firm and most trusted name in Healthcare Mergers and Acquisitions. Established in 1989, we are a full service, nationwide Healthcare Mergers & Acquisitions advisory firm. With over \$1 Billion in active Sell-Side and Buy-Side engagements, we cover the entire spectrum of the healthcare industry including but not limited to Home Health, Hospice, Private Duty, Behavioral Health, I/DD, DME, Medical Staffing, Long Term Care, Dentistry, and all types of Pharmacy.

Our full scope of services includes:



Seller Services



Buyer Services



Loan Programs



**Valuation & Expert
Services**



**Insurance
Services**



**Tax Advisory
Services**



Meet Our Executive Team



Jack Eskenazi

CEO & Founder

Jack Eskenazi founded American HealthCare Capital in 1989 and HealthCare Receivable Lenders in 2014 after ending a prosperous real estate career that spanned over twenty five years. He is a graduate of Riverside Military Academy, Ohio State University, and UCLA's School of Business. He was a pro-bono Adjunct Professor at Cal State Northridge University, teaching from his book "Valuations of Real Estate and Business Opportunities." Subsequently, the University bestowed an honorary degree for his civic contribution as a Civil Rights Commissioner for the State of California. Today, Jack is active in all aspects of AHC, with a vision to expand its services to other financial services and products.

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Jennifer Le

President

Jennifer Le joined American HealthCare Capital in 2009. She has a B.S. degree from the University of California, Irvine. As Managing Vice President, Jennifer oversees all staff and operations. She is also involved in sales and marketing of all listings. During her tenure at AHC, she has gained an expertise in valuation of all types of healthcare businesses, large and small. Jennifer has represented both buyers and sellers in hundreds of transactions. Additionally, she has written formal valuation reports and provided expert testimony for numerous engagements.

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Becky Hawkins

General Manager

Becky joined AHC in early 2022. She has a strong background in customer service, executive assistance, marketing, management, A/R, A/P, collections, and HR. Becky obtained an accounting position right out of high school at a government food service company in an A/R role, and from there, she continued to climb the corporate ladder for 20+ years. She also enjoyed the opportunity to work as a marketing assistant in Hawaii at a local shopping center, Pearlridge, learning more about the "aloha" culture and the entertainment environment. She has continued to excel in all matters she handles with detail, great communication, care, and concern.

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 becky@ahcteam.com



Your M&A Advisor



Chris Baer

Managing Director
Behavioral Health and Staffing

Chris Baer specializes in business development, deal origination, and transaction advisory services for healthcare M&A. Chris brings with him his “Book of Business” of over 2,000 followers who have extensive experience in healthcare recruitment, contract negotiation, and business acquisitions. Before joining AHC, Chris founded Allied Psych Advisors, a healthcare recruitment firm where he built strong industry relationships and executed high-value contracts with healthcare organizations nationwide. His expertise in market expansion and deal structuring enables him to identify opportunities that maximize value for buyers and sellers. With a proven track record in business development and transaction execution, Chris plays a key role in connecting clients with the right opportunities and guiding them through the M&A process.

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Healthcare Sectors We Serve

- Adult Day Care
- Alcohol and Substance Abuse & Recovery
- Assisted Living & Memory Care
- Behavioral Health, Mental Health, & ABA Therapy
- Billing, Collections & Revenue Cycle Management
- Clinical Trials & Research
- Clinics, Urgent Care & Emergency Rooms
- Consultants, Care Management & Fiduciary
- Dental Practices
- Dental Labs
- Dialysis Centers
- DME & HME
- Funeral Homes, Cemeteries & Crematoriums
- Health & Wellness
- Hearing & Audiology
- Home Care & Home Health
- Home Infusion
- Hospice
- Hospitals & Surgery Centers
- I/DD and Group Homes
- Medical Devices & Manufacturers
- Medical & Dental Supply Distributors
- Medical Labs
- Medical Marijuana
- MRI & Imaging
- Optometry & Ophthalmology
- Orthotics & Prosthetics
- Pediatrics
- Pharmaceuticals & Supplements
- Pharmacy
- PT, OT, ST, Rehab & Chiropractors
- Primary Care, Pain Management & Specialty Group Medical Practices
- Real Estate
- Sleep Labs
- Skilled Nursing Facilities
- Software & Technology
- Staffing
- Telemedicine
- Transportation
- Veterinary
- Women's Health
- Wound Care

CASE STUDY



Home Healthcare

AHC represented a leading provider of home healthcare services in the Greater Boston area.

Their professional staff provided home health, nursing, and caretaker services to seniors in the area, including its diverse ethnic communities. With four locations, they were one of the largest providers in the fragmented home healthcare marketplace in Massachusetts.

CLIENT

- 20 year old Home Healthcare Company
- Three Business lines: Home Care, Home Health, and Private Pay
- Gross Revenues exceeding \$30 Million with an EBITDA over \$4 MM

OBJECTIVE

- Seller did not want a mass marketing effort. They only wanted targeted buyers.
- Seller had specific considerations that needed to be met, including a high valuation expectation.

RESULT

- AHC analysts researched our buyer network and derived a handful of sophisticated and capable strategic and financial buyers.
- After a long process lasting well over 6 months, the company was sold to a financial firm that owned a home health platform for a premium price.
- All Cash Offer



CASE STUDY

CASE STUDY



Pharmacy

AHC represented a closed door specialty pharmacy in Texas serving I/DD and Medically Complex patients.

This pharmacy was family-owned and operated. They had a strong team of employees and developed a strong brand throughout the state of Texas

CLIENT

- 16 year old Closed Door Specialty Pharmacy
- Sole payer was Medicaid
- Gross Annual Revenues of \$12 Million with a \$450,000 adjusted EBITDA

OBJECTIVE

- Identify an independent strategic buyers who could do a “file buy” for these unique patients.
- Seller wanted no involvement or financial risk post closing
- Buyer must be experienced in servicing the various drug therapies to ensure a successful transition post closing.

RESULT

- AHC analysts researched our buyer network and derived a handful of sophisticated and capable strategic and financial buyers.
- After a long process lasting well over 6 months, the company was sold to a financial firm that owned a home health platform for a premium price.
- All Cash Offer



CASE STUDY



Behavioral Health

AHC represented a company that was a leading agency for Foster Care, Respite Care, and Adoptions services for children and adults with Intellectual Developmental Disabilities in the state of Arizona.

The company had various forms of Medicaid and Tribal Community payers. They built a strong foundation and developed long standing relationships within the community they serviced.

CLIENT

- 18 year old I/DD Services Agency
- Multiple Locations in Arizona
- Gross Annual Revenues of \$8 Million with an adjusted EBITDA of \$950,000

OBJECTIVE

- Identify a strategic buyer who understood the payers and business model.
- Allow the seller to retire shortly after the deal closed

RESULT

- Sold company to a national private provider of similar services
- After much negotiating, the desired purchase price was achieved
- Cash offer with a minimal holdback for reps and warranties



CASE STUDY



DME

AHC represented a Complex Rehab company based in Texas.

The bulk of their business was providing custom power and manual wheelchairs, but they also provided products such as diabetic shoes, mobility items, and oxygen. The company had a longstanding reputation for quality, personal service. They were located in a Competitive Bid Area and won bids in multiple categories.

CLIENT

- 17 year old DME/HME provider
- Multiple locations
- Gross Annual Revenues of \$6 Million with a \$600,000 adjusted EBITDA

OBJECTIVE

- Find a well-capitalized buyer who could take the company to the next level
- Seller wanted to continue working in the business for an extended period
- Seller needed to reach a certain price to achieve his retirement goals

RESULT

- Despite the depressed market for DME, the company sold for 4 times EBITDA, which was within 90% of the asking price.
- Buyer was a large, national strategic buyer who was looking to expand geographically.
- Seller became an employee of the company post closing and was able to achieve his goals for retirement.



Our Deal Process

American HealthCare Capital is with you from the signing of our fee agreement to the final receipt of payment for the purchase of your business. We do not earn a fee until the deal closes. Our collective goal is to generate a favorable outcome for you, and we work with you closely to get there. It is a high mutual commitment. The scope of this document is to provide an overview of our services during the deal process.



AMERICAN HEALTHCARE CAPITAL



Phase 1

VALUATION, ANALYSIS, BOOK COMPOSITION

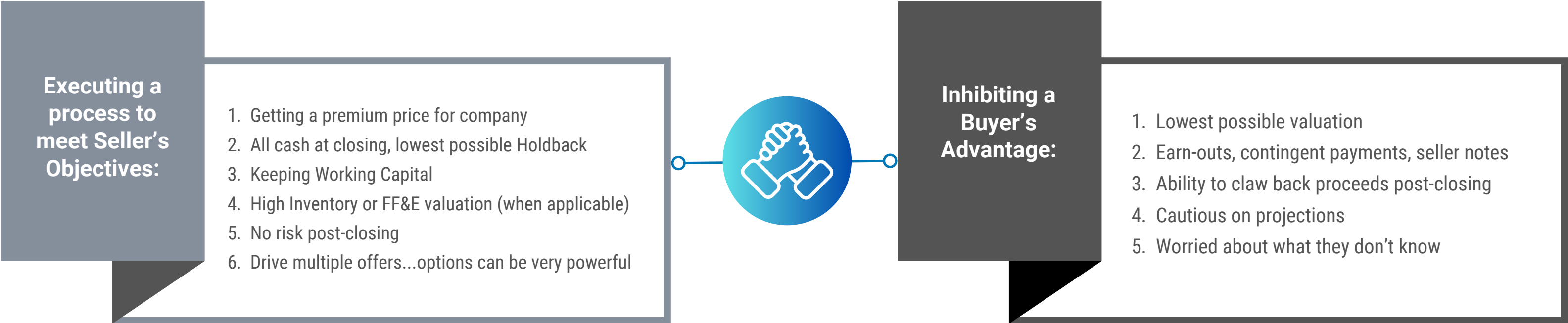
We assess the value of your business based on our knowledge of the market and begin developing a story to best capture the interest of buyers.

Before communicating with buyers we will provide a detailed custom overview of your company. This usually comes in the form of an offering book, laying out all aspects of your business in detail. We will prepare you for the initial point of contact, typically a conference call, prior to first speaking with buyers.



We work closely with Sellers to meet these Objectives through the entire deal process. Our vast network of Buyers and innovative marketing allows us to maintain Seller Leverage.

Through the creation of clear and comprehensive marketing materials, we engender Buyer trust. Buyer re-trading on price and terms is hampered by our constant interfacing with all counter-parties, moving the process in a positive direction.



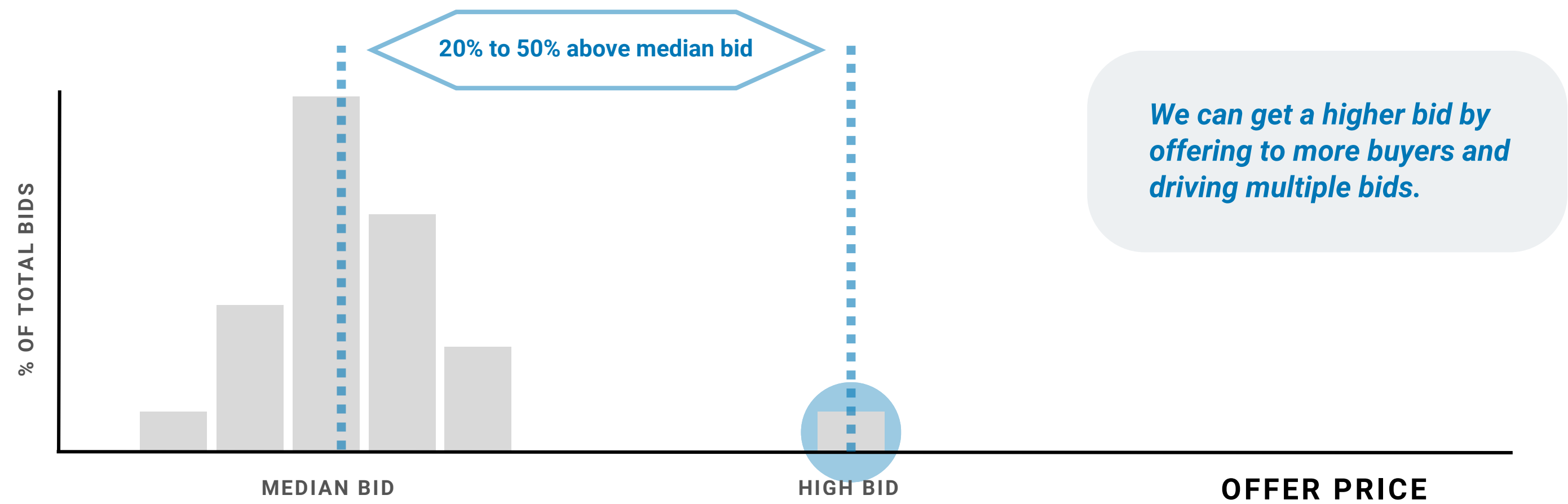


Phase 2

GOING TO MARKET

The search for the right buyer is both broad, yet targeted. We compile a current list of accredited buyers and review our vast network of those looking to acquire. We only execute NDAs with pre-qualified buyers who are both operationally and financially capable of closing the transaction and successfully operating the business.

Your listing will first be presented in the form of a blind summary. This “teaser” will allow us to generate interest in the market without disclosing your identity to your personnel or direct competitors. In addition to the blind summary, we will create a detailed custom overview of your company in the form of an offering book, laying out all aspects of your business in detail.



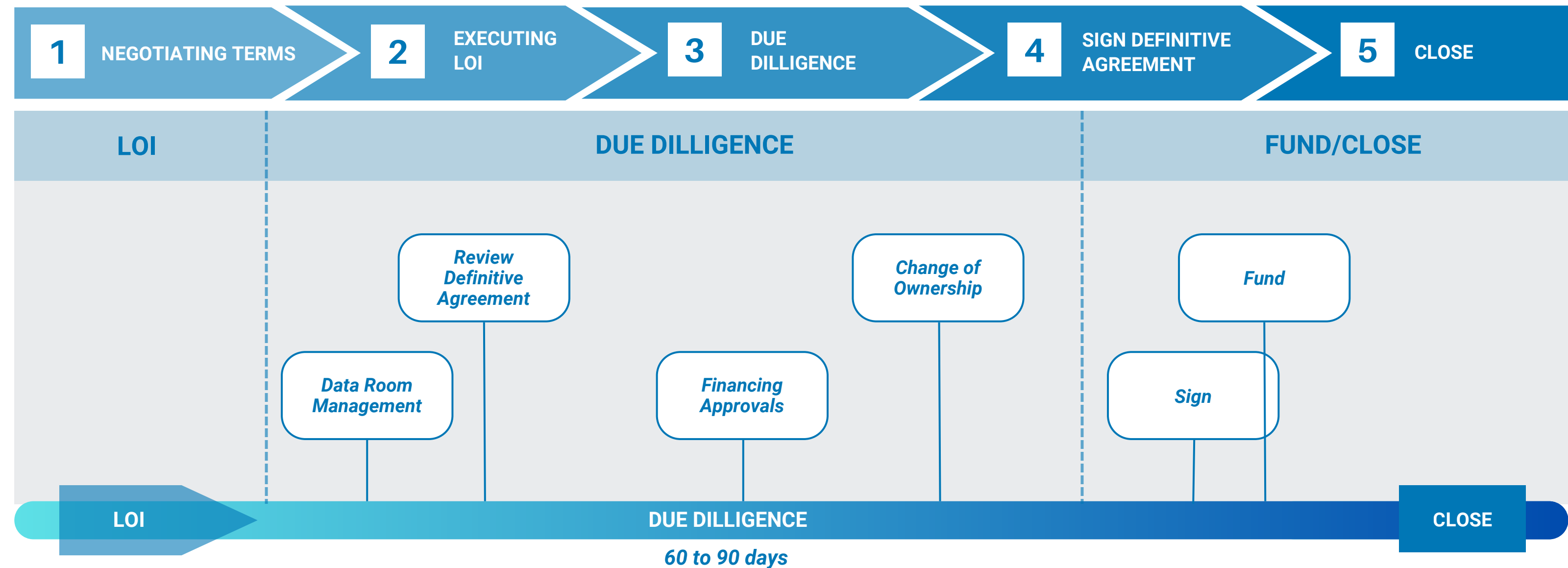


Phase 3

DUE DILLIGENCE, CLOSE

Our objective is to have multiple LOIs for you to choose from. Due Diligence typically runs 60-90 days. We work tirelessly to maintain buyer and seller rapport and trust.

Encouraging pace and momentum of all parties is our responsibility. We will never push you into a deal that you don't believe is fair. If you decide to terminate the transaction, we can go back to our other LOIs or start the process over. The last phase is reviewing the definitive purchase agreement ("DPA"). We help to ensure the deal points of the LOI are outlined properly in the DPA. We will rely on your attorney for the remaining legal documentation.



Sample of Prior Engagements



\$1.6 Billion Group of Freestanding Emergency Departments

- Location: Southern US
- Revenue: \$200 million
- EBITDA: \$100 million
- Acquired by a Special Purpose Acquisition Company (SPAC)

Nationwide Digital Pharmacy Company

- Location: Midwest
- Revenue: \$234 million
- EBITDA: \$10 million
- Sold as a Private Placement

\$120 Million, Highly Profitable Nationwide Healthcare Staffing Agency

- Location: Southwest US
- Revenue: \$60 million
- EBITDA: \$15 million

\$50 Million Cloud-Based Workflow & Financial Management Software Platform (SaaS) Company

- Location: New York
- Pre-Revenue
- Seeking an equity partner to provide capital to scale the business

\$15 Million, Multi-Location, Non-Skilled Home Care Agency

- Location: Mid-Atlantic Area
- Revenue: \$15 million
- EBITDA: \$2.2 million

\$12 Million Community Based Behavioral Health Services Company Serving Pediatric Clients

- Location: Arizona
- Revenue: \$6 million
- EBITDA: \$1.2 million
- \$6 million of Real Estate included

\$4 Million CHAP Accredited Hospice

- Location: Texas
- Revenue: \$4 million
- EBITDA: \$800,000

\$1.4 Million Outpatient Physical Therapy Practice with Multiple Locations

- Location: Arkansas
- Revenue: \$1.4 million
- EBITDA: \$360,000

\$350,000 Opportunity to Establish a Medicare Certified Home Health Agency

- Location: Ohio
- Revenue: N/A
- EBITDA: N/A

Why Choose AHC?

35+ Years

of experience of medical business
services and representation

130K+

network of prequalified
buyers and sellers

\$1 Billion

in active Sell-Side and Buy-Side
engagements

As your adviser, we are constantly available to you, working tirelessly to exceed your expectations. We are with you from valuation until the deal closes.

Close over 50 lower middle market healthcare transactions a year

Best pulse on the market than any other Healthcare M&A Advisor

Healthcare specific experts

Since 1989 our firm has closed over seven billion dollars' worth of transactions with more than ten thousand satisfied sellers & buyers and growing!

Strict confidentiality through the entire process

30 day Listing Agreement

No retainers, no upfront fees, we only benefit when the deal closes

The Company We Keep

American HealthCare Capital has developed an extensive network of buyers and sellers throughout our many years in business. Below is a list of some of the companies we have worked with on deals.





Thank you

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