



AMERICAN HEALTHCARE CAPITAL

BUSINESS PRESENTATION

www.americanhealthcarecapital.com



Topics

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About Us

- American Healthcare Capital is the go-to firm and most trusted name in HealthCare Mergers and Acquisitions. Established in 1989, we are the industry-leading, full-service, nationwide Healthcare Mergers & Acquisitions advisory firm. We work out of 50 virtual offices nationwide to better serve you.
- With over \$1 Billion in active Sell-Side and Buy-Side engagements, we cover the entire spectrum of the healthcare industry.
- With an emphasis on healthcare transactions, we understand the need for a unique approach to the healthcare services sector. We pride ourselves on our intimate, real-time knowledge of the marketplace. Our network of buyers is larger than any other middle-market advisory firm, allowing us to achieve the highest price for our clients.
- When you engage our services, we will give you instant connectivity to our database of more than 100,000 subscribed, prequalified buyers and sellers otherwise not readily accessible to you.



Our Executive Team



Jack Eskenazi
Founder & President

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.

Email: jack@ahcteam.com

Cell phone# (310) 625-7889



Jennifer Le
Managing Vice 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. She has represented both buyers and sellers in hundreds of transactions.

Email: jennifer@ahcteam.com

Office phone# (310) 437-4405



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.

Email: becky@ahcteam.com Office phone# (310) 437-4404

Our Services

- ➔ ○ **Seller Services**
- ➔ ○ **Buyer Services**
- ➔ ○ **Financial Services**
- ➔ ○ **Valuations & Expert Witness Services**



Seller Services :



- American HealthCare Capital provides sellers with comprehensive medical business services and representation, guiding them through each step of the sale process. We develop individualized exit strategies and work closely with each seller to ensure a smooth and successful transaction that maximizes your company's value. The fee is only applicable when a transaction is successfully completed. There are no upfront fees, hidden charges, or cancellation fees. Our goal is to provide the best possible outcome with the lowest risk to you. Because we have access to substantially more buyers than our competitors, we are able to sell more listings and achieve the highest prices!
- Our process starts with a free confidential analysis and valuation. We will discuss what you are looking to accomplish through a sale and what the current market entails. We understand that each company is unique, with many facets that must be considered. Once we have established a fair market asking price, we compose a customized "blind" executive summary that is designed to highlight key value drivers while intentionally concealing the identity of the seller. This summary is used to profile the opportunity to qualified prospective buyers before they sign a confidentiality agreement.
- We only execute confidentiality agreements with pre-qualified prospective buyers who are both operationally and financially qualified. Typically, we sell smaller healthcare businesses to larger companies.
- After a confidentiality agreement is executed, we provide a preliminary data package to prospective buyers as a basis for further discussion about the opportunity. In order to protect the confidentiality of the seller, greater detail about the seller is only provided on an as-needed basis as required by prospective buyers who have signed a confidentiality agreement and wish to offer a letter of intent.
- Once an offer is made, we will consult and support you through due diligence and closing.

Buyer Services :



- AHC represents healthcare buyers that are looking to acquire healthcare companies based on specific criteria such as discipline, size, location, and SIC code. When you engage our firm, our team of marketing professionals located nationwide will perform a dedicated search on your behalf to identify specific acquisition candidates. We will systematically contact every medical company provider that fits your buyer criteria from a proven database we have amassed over the past 25 years. We only make introductions on a “Principal to Principal” basis, and we will never offer other broker’s listings. Some of our current and prior engagements have included Fortune 1,000 companies, Regional Operators, and Private Equity Groups. Our success fee is nominal and we do not charge a retainer fee for our services, nor do we “double dip” by taking an additional fee from the seller. Please give us a call to discuss your healthcare buyer needs. You have nothing to lose but a good opportunity!

Financial Services :

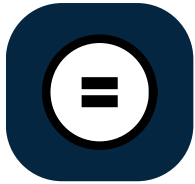


- American HealthCare Capital is pleased to offer a variety of loan options for your financing needs through our subsidiary company, AHC Banking. <http://ahcbanking.com/>

Financing Options Available:

- TERM LOANS
- ACQUISITION FINANCING (SBA)
- ACCOUNTS RECEIVABLE FINANCING
- LINES OF CREDIT
- EQUIPMENT FINANCING & LEASING
- MEZZANINE FINANCING
- REAL ESTATE FINANCING
- CONSOLIDATION PROGRAMS
- MERCHANT CASH ADVANCE

Valuations & Expert Witness Services :



Valuations -

- Having closed literally thousands of healthcare service transactions, American HealthCare Capital is uniquely qualified to know how much companies are selling for in each distinct segment of the market. We offer a confidential Free Healthcare Valuation over the telephone to any healthcare business that is considering a divestiture. We will tell you what data is required to assess the value of the company and share our analysis regarding current Enterprise Value, including the impact that transaction structure will have on what the seller ultimately takes home.
- If you are selling your company or curious about your company's worth, we can do a complimentary verbal healthcare valuation. If a formal valuation is required for estate planning, partnership dissolution, legal proceedings, or any other purpose, we can provide a written report that indicates the current Fair Market Value. Our typical fee for a written report is \$5,000.

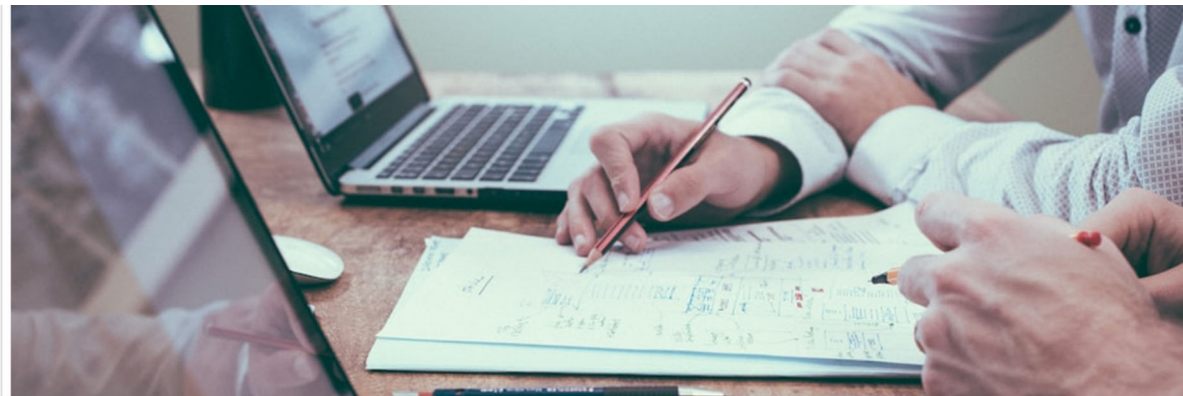
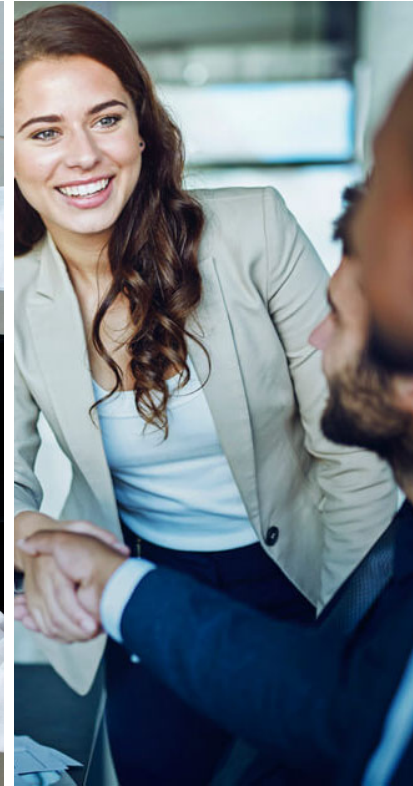
Expert Witness Services -

- Whether you need a healthcare expert witness who can speak to the fair market value of your healthcare company or a second opinion to collaborate or dispute a third-party appraisal, American Healthcare Capital should be your first choice! Our valuations are based on our authority and firsthand information from the thousands of closed transactions we have sold over the past thirty years. Professional Business Appraisers and Expert Witnesses do not sell healthcare companies. We do! Business Appraisers and other expert witnesses often rely on outdated, unverified, published, public information for their comparable sales, which can take away from the true intrinsic value of a company. We will testify in straightforward, comprehensible terms based on current market conditions and actual comparable sales we have sold. With our direct expertise, AHC will provide you with the best expert testimony possible.
- Our healthcare expert witness services have been utilized in the dissolution of partnerships, divorce, probate, and other types of disputes requiring the services of an expert witness. We are a national company that has testified in federal and state courts, as well as in arbitration and mediation venues. Initial consultations are at no cost. Once engaged, our rates are the greater of \$2,000.00 per day or \$350.00 an hour plus travel, lodging, and dining when applicable.

Broker vs Finder

AHC has acted as a Finder and M&A advisor since 1989 selling smaller companies to larger companies. We are not a broker, nor are we required to be.

- We work nationally with a specific focus on healthcare and are not restricted geographically by state boundaries and a license.
- We can only deal with qualified, experienced buyers who are in the business and do not need the protection of a broker.
- We sell companies “as-is.” We do not provide blue-sky projections.
- We do not write offers, our buyers do. We advise the seller and assist with negotiations after an offer comes in.
- We do not accept offers on behalf of our clients, nor do we have the ability to bind them to an offer. The client always has the final say.
- We do not sell securities.



Deal Process/Marketing Plan



Phase 1 – Valuation, Analysis,
and Book Composition

Phase 2 – Going to Market



Phase 3 – Due Diligence
and Closing

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

Gathering Company Data

Valuation

Analysis

Develop Blind Summary

Book Composition

Executing a process to meet **Seller's Objectives:**

1. Getting a premium price for company
2. All cash at closing, lowest possible holdback
3. Keeping working capital
4. High inventory or FF&E valuation (when applicable)
5. No risk post-closing
6. Drive multiple offers...options can be very powerful

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.

Inhibiting a **Buyer's Advantage:**

1. Lowest possible valuation
2. Earn-outs, contingent payments, seller notes
3. Ability to claw back proceeds post-closing
4. Cautious on projections
5. Worried about what they don't know

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.

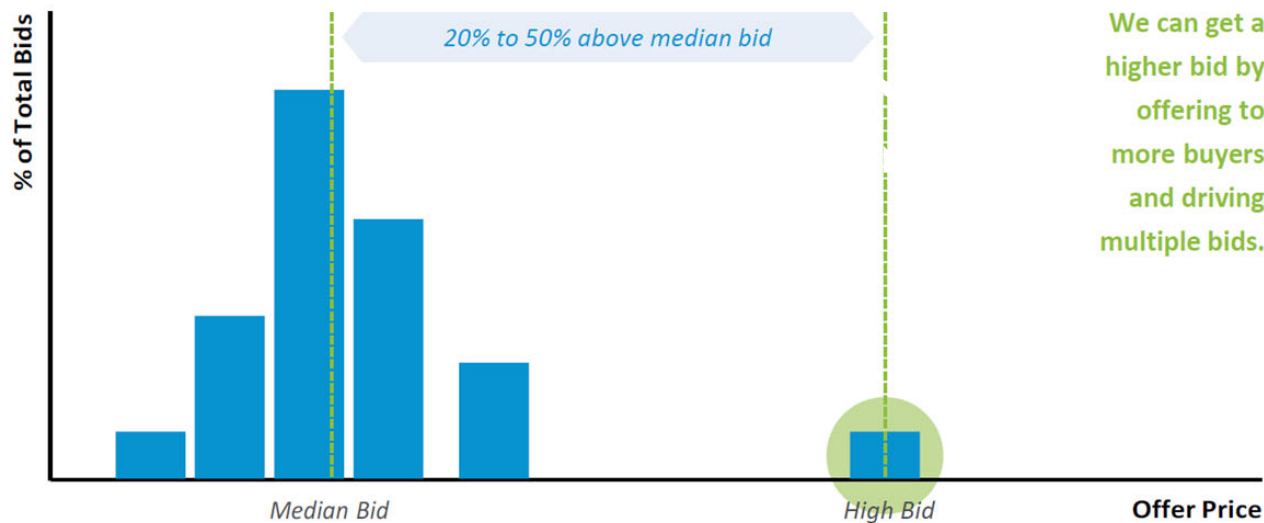
Identify Buyer Targets

Going to Market

Vetting Buyers

Driving Multiple Offers

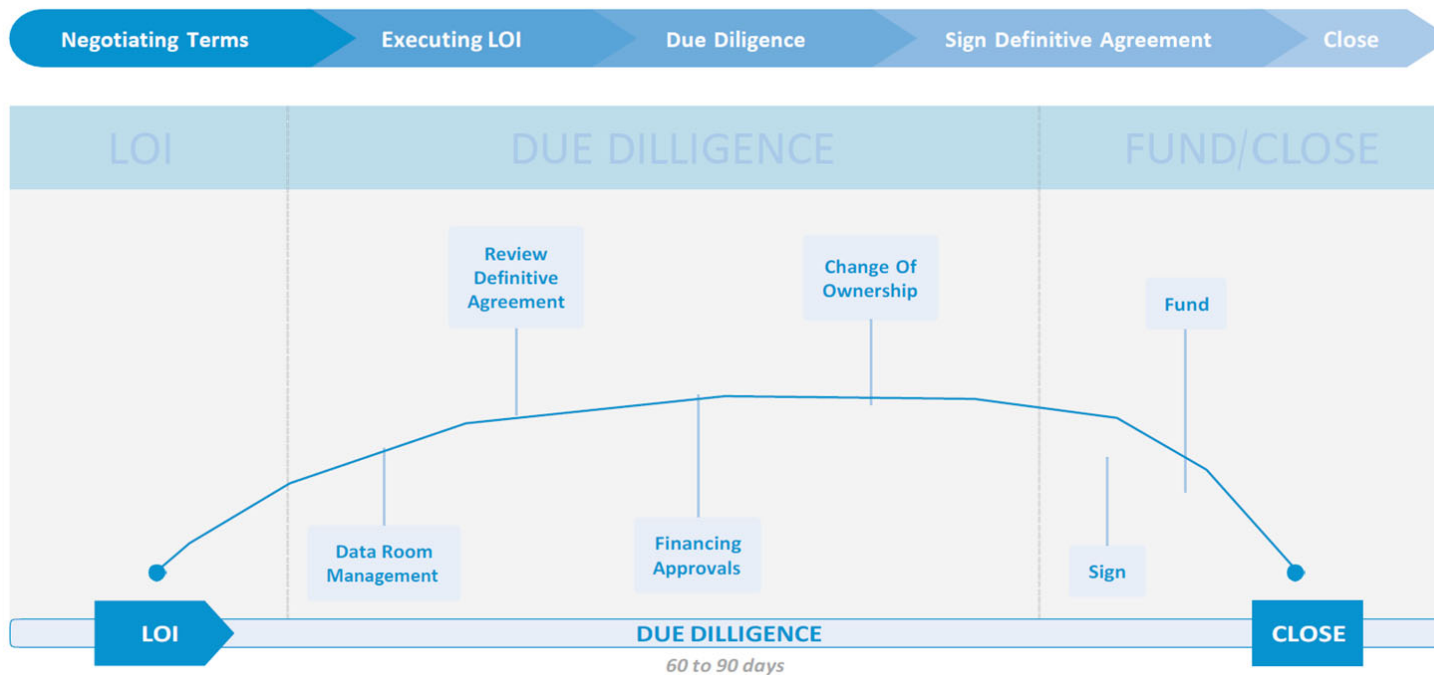
Assessing Bids



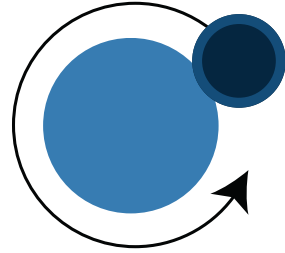
Phase 3 – Due Diligence and Closing

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 the 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.



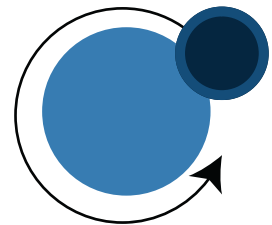
Listing Categories



- Adult Day Care
- Assisted Living Facilities
- Skilled Nursing Facilities
- Behavioral Health, Mental Health, & ABA Therapy
- I/DD and Group Homes
- Alcohol and Substance Abuse & Recovery
- Billing, Collections, & Revenue Cycle Management
- Clinical Trials & Research
- Clinics, Urgent Care, & Emergency Rooms
- Consultants, Care Management, & Fiduciary

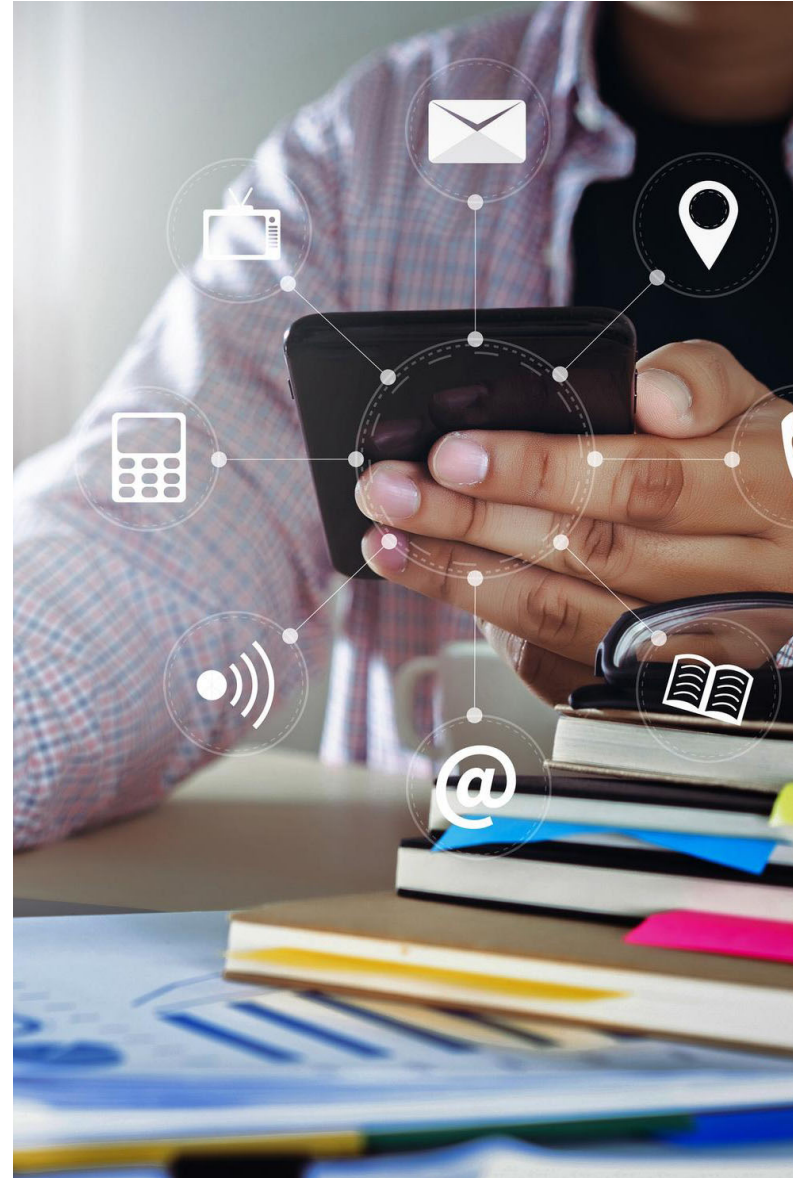
- Dental Practice
- Dental Labs
- Dialysis Centers
- DME & HME
- Funeral Homes, Cemeteries, & Crematoriums
- Health & Wellness
- Hearing & Audiology
- Home Care & Home Health
- Home Infusion
- Hospice
- Hospitals & Surgery Centers
- Medical Devices & Manufacturers
- Medical & Dental Supply Distributors
- Medical Labs
- Medical Marijuana
- Medical Office Buildings & Other Real Estate
- MRI & Imaging

- Optometry & Ophthalmology
- Orthotics & Prosthetics
- Other
- Pediatrics
- Pharmaceuticals & Supplements
- Pharmacy
- PT, OT, ST, Rehab, & Chiropractors
- Primary Care, Pain Management, & Specialty Group Medical Practices
- Sleep Labs
- Software & Technology
- Staffing
- Telemedicine
- Transportation
- Veterinary
- Women's Health
- Wound Care



Why Choose Us?

- #1 Leading Brand Name in Healthcare M&A Since 1989
- The highest success rate in the industry with more than 50 lower middle market healthcare transactions closed per year
- Healthcare-specific experts with the best pulse on the market than any other Healthcare M&A Advisor
- 50 Nationwide virtual offices to better serve you
- As your advisor, we are constantly available to you, working tirelessly to exceed your expectations. We are with you from the valuation until the deal closes.
- Largest Subscription Base of Pre-Vetted Buyers and Sellers, with well over 100K buyers in our network, including all strategic and financial buyers
- Strict confidentiality throughout the entire process
- 30-day Listing Period
- No retainers, no upfront fees, we only benefit when the deal closes
- Bonded and Insured



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

- **\$50M 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

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.

We know people judge us by the company we keep:



Acadia is a provider of inpatient behavioral healthcare services. Acadia operates a network of 568 behavioral healthcare facilities with approximately 16,900 beds in 39 states, the United Kingdom and Puerto Rico.



APRIA HEALTHCARE®

Apria Healthcare is America's leading provider of integrated home healthcare services and equipment. They employ nearly 8,000 healthcare professionals in more than 375 branch offices across the nation.



Brookdale is an operator of senior living facilities in the United States with over 1,100 communities in 46 states.



The nation's 3rd-largest nonprofit health system, Englewood, Colorado-based CHI operates in 18 states and comprises 104 hospitals, including 4 academic health centers and major teaching hospitals as well as 30 critical-access facilities; community health services organizations; accredited nursing colleges; home health agencies; living communities; and other facilities and services that span the inpatient and outpatient continuum of care.



CVS pharmacy, the retail division of CVS Health, is America's leading retail pharmacy with over 7,800 CVS pharmacy and Longs Drugs stores.



Encompass Home Health & Hospice is a Medicare certified agency with 240+ locations in 24 states across the United States.



With more than 700 Hanger Clinic locations and relationships with 4,400+ skilled nursing facilities nationwide, Hanger's 1,200+ clinicians and therapists help empower those with limb loss, paralysis, and other debilitating orthopedic anomalies become productive members of society after injury or illness.



Heartland Dental is the leading dental support organization in the United States with over 775 supported dental offices located across 34 states.



Kelly Services has provided workforce solutions to customers in a variety of industries throughout its history. Kelly's range of workforce solutions and geographic coverage has grown steadily over 70 years.



Kindred Healthcare is the largest diversified provider of post-acute care services in the US.



MedExpress, an Optum company, is a national leader in delivering high-quality, convenient, affordable health care in a patient-centric manner.



VITAS Healthcare operates hospice programs in 15 states and the District of Columbia and is one of the nation's largest providers of end-of-life care.



The Walgreens Company is an American company which operates over 10,000 chain pharmacy stores along with other health care services worldwide.



Contact Info:



(310) 437-4422 or Toll Free # (800) 424-1338



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**Thank
You**

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