

A photograph of a white lighthouse on a rocky shore. The lighthouse is cylindrical with a lantern room at the top. Waves are crashing against the rocks in the foreground, and a seagull is flying in the sky above the lighthouse. The sky is a mix of blue and grey clouds.

Healthcare Investment Banking

April 2021

EdgePoint

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www.edgepoint.com

EDGEPOINT OVERVIEW

Services Overview

Sell-Side Advisory	Buy-Side Advisory	Financing Advisory
Third Party Sale Sale to Management Recapitalization ESOP	Retained Search Corporate Development Execution and Financing Management Buyouts	Senior & Sub Debt Asset Based Lending Mezzanine Debt Private Placements

Firm Background

- Founded in 2000
- Senior professionals average 24 yrs. of M&A experience
- Twenty-One M&A professionals
- FINRA registered broker dealer
- Average 15 closings per year
- Over 85% transaction closing rate

Unique Capabilities

- Ownership experience
- International access
- Middle market focus
- Unbiased advice
- Proven process
- Senior level attention

Global Capabilities

- EdgePoint has closed 23 Cross-border M&A transactions
- An active member of AICA with the ability to leverage a global network of international partners
- Provides global insight from multiple firms, ability to overcome cultural barriers

Recent Industry Awards



Industrial Deal of the Year (2018 & 2019)
Recapitalization Deal of the Year
Investment Banker of the Year



Top 50 Award - Tom Zucker (Founder)



Cross-Border M&A Firm of the Year

International Access



39 Countries

41 M&A Firms

EXECUTION EXCELLENCE AND SECTOR EXPERIENCE

The completion of more than **250 transactions over 20 years**, combined with the multidisciplinary backgrounds of our professionals, has positioned EdgePoint with intimate knowledge of the dynamics driving trends in our chosen market focus.

EDGEPOINT INDUSTRY COVERAGE

Business Services



- Business Process Outsourcing
- Commercial & Facility Services
- Human Capital Management
- Industrial & Infrastructure
- Information Services & Software
- Marketing & Communication Services
- Professional Services

Consumer



- Consumer Durables
- Food & Beverage
- Health & Beauty
- Hobby, Leisure & Outdoor
- Household Products
- Ingredients / Supply Chain
- Pet Products

Healthcare



- Acute Care
- Ambulatory Care
- Behavioral Health
- Equipment & Supplies
- Managed Care
- Physician Practices
- Post-Acute Care
- Support Services

Industrials



- Aerospace & Defense
- Automotive & Truck
- Building Products
- Chemicals & Coatings
- Engineered Products
- Equipment Rental
- Industrial Distribution
- Plastics & Polymers
- Precision Manufacturing

EDGEPOINT'S HEALTHCARE TRANSACTION TEAM

Healthcare Execution Team



Matt Bodenstedt

Managing Director

Transaction Lead

Transaction Lead is the primary client contact, provides full process oversight, guides deal strategy, buyer selection and materials prep, leads calls with top buyer prospects, leads all client discussions and deal negotiation.

16 Years Transaction Experience

- Veteran healthcare M&A professional with 32 years of industry experience
- Has advised on more than 60 transaction closings including private companies, corporate divestitures, and joint ventures.
- Prior experience includes corporate development, strategic planning, finance, and operations at ProMedica, a \$7B integrated health system; co-founder of a healthcare M&A advisory firm, and executive director of development for Health Care & Retirement Corp. (HCR ManorCare)
- Earned an MBA from the University of Michigan and bachelors degree from the University of Toledo
- FINRA Series 63 & 79 licensed



Max Halsted

Vice President

Project Management

Provides day to day project management, coordinates materials development, leads buyer outreach. Leads materials development, company positioning. Leads key deal discussions and assists in deal negotiation.

8 Years Transaction Experience

- A seasoned investment banking Associate with deep experience in preparing offering documents, financial models, marketing materials, market research and transaction due diligence.
- Significant Transaction experience in the industrial, manufacturing and distribution sectors.
- Former Associate in Investment Banking with Boenning & Scattergood
- Former Analyst in Investment Banking at Brown, Gibbons Lang & Co.
- Earned a bachelors degree from Indiana University
- FINRA Series 63 & 79 licensed



Mike Koziak

Associate

Deal Execution

Central role in the development of marketing materials and financial models with senior team. Coordinates due diligence and data requests. Performs financial analysis, market and buyer research, transaction documentation support.

5 Years Transaction Experience

- Seasoned professional that combines M&A experience with valuation and financial reporting skills
- Prior work experience includes sell-side advisory at The Braff Group, a healthcare investment bank, as well as buy-side advisory and launching new ventures at the University of Pittsburgh Medical Center Enterprises Division, the innovation and commercialization arm of UPMC
- Earned a bachelors degree from Duquesne University
- FINRA Series 63 & 79 licensed

Leadership Team



Tom Zucker

President

Energetic founder and leader of world class professional organization focused on servicing the transactional needs of private business owners in the middle market



John Herubin

Managing Director,
Business Development

Seasoned financial professional with decades of experience in owner transition, tax, succession planning, commercial lending, and investment banking; JD from Cleveland State University

Healthcare

Our team offers extensive M&A transaction knowledge across the healthcare spectrum, complemented by years of strategic planning and operational leadership experience, enabling us to offer our clients unique insights that enhance value and attract qualified buyers.

KNOWLEDGE & TRANSACTIONAL EXPERIENCE


Our professionals have specific experience and expertise in the following healthcare subsectors:

- Behavioral Health
- Diagnostic Centers
- Healthcare IT / Software
- Home Health & Hospice Care
- Home Medical Equipment
- Long Term Care / Senior Services
- Major Medical Equipment
- Medical Supplies
- Pharmacy Services
- Physician Practices (Primary Care & Specialty)
- Rehabilitation (Inpatient & Outpatient)
- Surgery Centers
- Urgent Care Centers




EdgePoint's semi-annual healthcare update provides business owners and their advisors insight into factors driving the industry

REPRESENTATIVE HEALTHCARE TRANSACTIONS



has been acquired by




has been acquired by




has been acquired by




has been acquired by



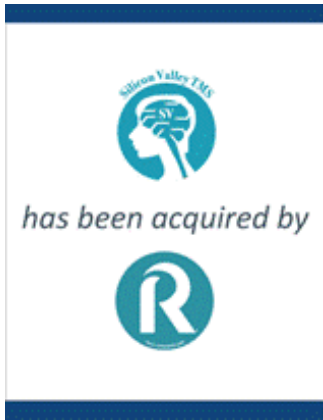

has been acquired by




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Silicon Valley TMS



Client Profile | Silicon Valley TMS

- Headquartered in San Jose, with 5 locations throughout the San Francisco Bay Area
- Pioneer in providing Transcranial Magnetic Stimulation (“TMS”) offering a full range of psychiatric services and a unique joint venture with a pain management specialist at one location
- Owned by a board-certified psychiatrist, with a pain medicine specialist as a partner in one-location
- The Owners sought the right partner to preserve the practice’s legacy and build on his lifetime of work advancing the use of TMS in a holistic approach to psychiatry

EdgePoint’s Solution

- After unsuccessfully trying to go it alone negotiating with an unsolicited buyer, the Client engaged EdgePoint to conduct a broad process, including strategic and financial buyers, with the goals of maximizing shareholder value, preserving the company’s legacy, and positioning the practice for continued growth.

EdgePoint Achieved the Owners’ Objectives

- EdgePoint worked closely with the Owners and management team preparing and positioning the business to achieve maximum valuation upon a sale to a third-party.
- EdgePoint identified a buyer whose industry expertise, financial backing, and strategy made them a uniquely strong fit for SVTMS, resulting in a very successful financial outcome for the Owners, and assuring the long-term preservation of the client’s legacy.

“EdgePoint was an excellent choice for us. We were very impressed with the tremendous knowledge and experience of their team, as well as the easy access to work with them any time of day or night. EdgePoint was able to find an optimal match for our practice that fits strategically and maintains our brand and legacy into the future. We were very pleased with their skills, experience, knowledge and negotiation abilities to serve us well. They truly became a member of our team that we trusted and relied on.”

Owner, Silicon Valley TMS

Northeast Health Services



Client Profile | Northeast Health Services

- Headquartered in Plymouth MA, with 9 clinic locations throughout Southeast Massachusetts
- Leading provider of community-based mental health services
- Owned by founders Robert A. Conway, M. Ed, LMFT, CADAC, and Wallace W. Varanko, PhD, Licensed Psychologist
- The Owners were planning to open a 10th location as well as develop key personnel to take on greater leadership roles; but also wanted to find the right value-added buyer/partner to carry the company forward

EdgePoint's Solution

After a thorough assessment, EdgePoint advised the Owners to continue with their growth plans prior to going to market. The EdgePoint team used its extensive healthcare operations experience to act as a trusted strategic advisor until the company's operational and financial performance would support the Owners' goals for a transaction. EdgePoint then used its transactional expertise to identify a select group of prospective partners that possessed the financial and operational resources to provide liquidity, supplement management, and provide capital to pursue an aggressive, acquisition-driven growth strategy.

EdgePoint achieved the owner's objectives:

- EdgePoint worked closely with the owners for over a year preparing and positioning the business to achieve maximum valuation upon a sale to a third-party
- EdgePoint identified a buyer whose industry expertise, operating partner, and strategy made them a uniquely strong fit for NEHS, resulting in a successful financial outcome for the Owners, and assuring the long-term success of the company and its employees.

“

The EdgePoint team was a patient partner, offering honest, good advice to help us maximize our value, and working with us over an extended period of time to find the right buyer at the right time.”

Wally Varanko
Partner

“

Thanks to EdgePoint, we found the right partner for the future of our business, that will offer new opportunities for our clients and staff. This will be an exciting adventure!”

Bob Conway
Partner

WHY EDGEPOINT?

EdgePoint provides “up market” M&A transaction execution to closely-held, middle market clients

A Leading National Boutique M&A Firm

- EdgePoint runs a sophisticated and comprehensive sale process to drive superior value and transaction outcomes for our clients.
- We have completed over 250 transactions, in 40 states.
- 2018 winner of Global M&A Network’s Investment Banker of the Year.

Significant Healthcare Sector Experience

- Healthcare deal team has completed over 60 healthcare M&A transactions, and has deep understanding of key drivers and metrics in the healthcare sector.
- We have strong relationships and insight with key strategic buyers and private equity groups interested in the space.

Full-time Senior Execution Attention

- We staff our deal teams with seasoned professionals at every level, unlike other firms where much of the critical work is done by junior bankers who have limited experience.
- Dedicated business development team allows “Execution Managing Directors” to stay focused on serving clients rather than chasing new deals.

Truly Independent M&A Advice

- We work to get the best results for our clients, free of any conflicts of interest or need to sell additional services to our clients or buyers.
- We do not solicit business from private equity groups or corporate clients, so we are not under any pressure to win future business from them by showing favoritism in our process.

A uniquely-focused investment banking firm
serving the **merger and acquisition needs**
of middle market businesses



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Senior Professionals

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