



**CAPITAL
ALLIANCE**

EST. 1999

Mergers &
Acquisitions

Capital
Raise

Strategic
Advisory

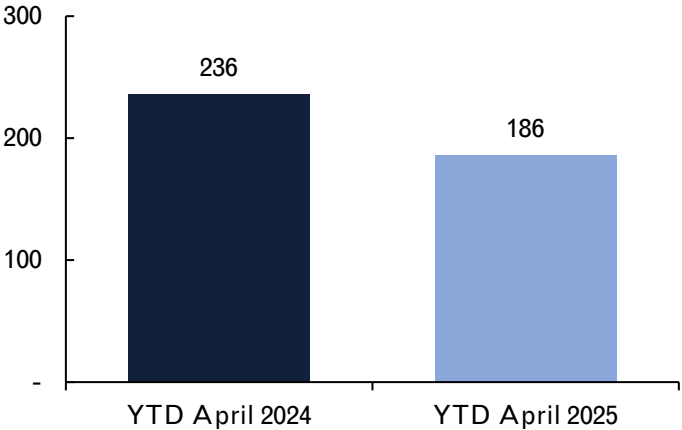
Healthcare Market Monitor

Spring 2025

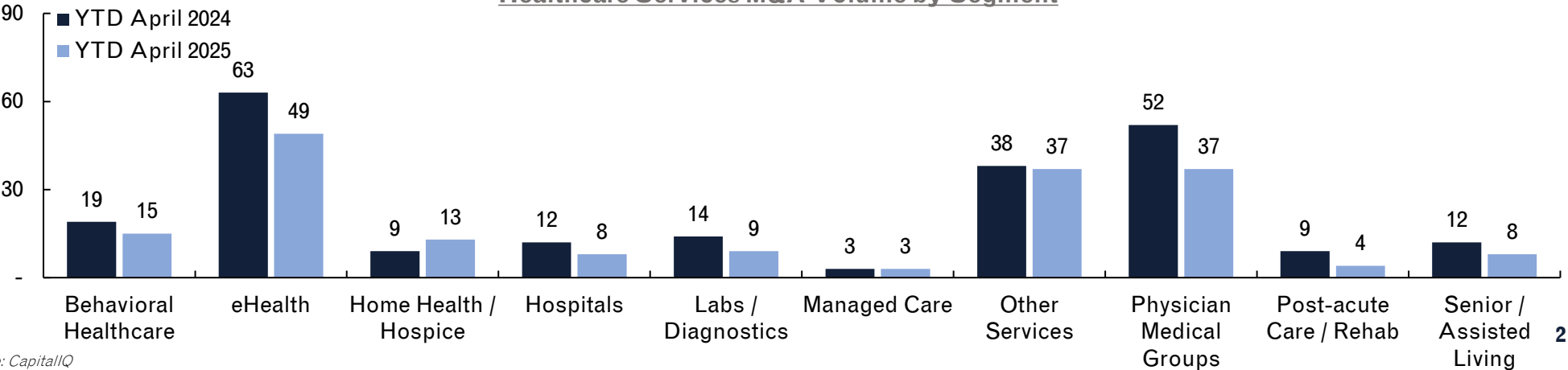
YTD April 2025 Healthcare Services M&A Activity

- Through April 2025, there were 186 U.S. healthcare services M&A transactions, representing a 21.2% decrease from the same period in 2024. The Physician Medical Groups segment experienced a material decrease in transaction activity mainly contributed to increased regulatory oversight and concerns about market consolidation leading to reduced competition.
- While transaction activity has decreased, median EV/EBITDA multiples for publicly traded healthcare services companies have increased since the beginning of 2025 from 12.3x to 13.7x.
- The healthcare industry is generally less impacted by consumer spending habits. Favorable M&A drivers including the adoption of new healthcare technologies, stable or decreasing interest rates, overall market dynamics, and the availability of capital will allow for deal activity to rebound in the second half of 2025.

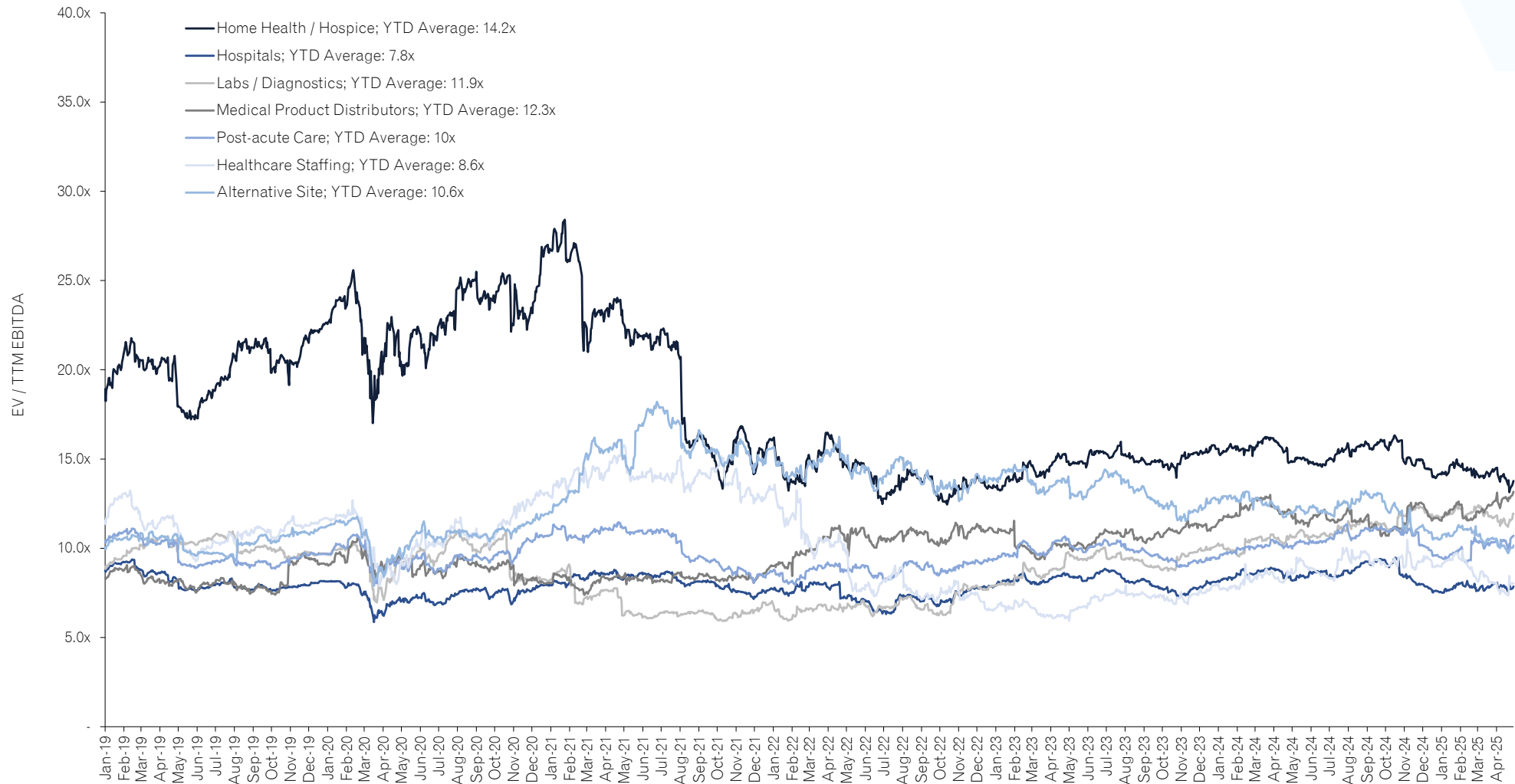
Total U.S. Healthcare Services M&A Volume



Healthcare Services M&A Volume by Segment



Public Company Valuation Timeline



Source: CapitalIQ, company filings.

MARKET DATA

Public Company Valuations

\$ in millions, except per share data		4/30/25 Share Price	Market Cap	Enterprise Value	TTM Data					EV Multiple			
Category	Company Name				Sales	Gross Profit	Gross Margin	EBITDA	EBITDA Margin	TTM Sales	TTM EBITDA	NTM Sales	NTM EBITDA
eHealth	Veeva Systems Inc.	\$233.69	\$38,020	\$32,946	\$2,747	\$2,047	74.5%	\$736	26.8%	NM	44.8x	NM	24.7x
	Omnicell, Inc.	31.26	1,464	1,478	1,112	476	42.8%	63	5.6%	1.33x	23.5x	1.30x	10.2x
	Teladoc Health, Inc.	7.19	1,261	1,644	2,553	1,799	70.5%	33	1.3%	0.64x	NM	0.65x	5.5x
	Evolent Health, Inc.	9.86	1,142	1,942	2,555	367	14.4%	94	3.7%	0.76x	20.7x	0.94x	12.9x
	Health Catalyst, Inc.	3.95	277	288	307	142	46.2%	(25)	NA	0.94x	NA	0.86x	7.1x
	Median Average		\$1,261 \$8,433	\$1,644 \$7,659	\$2,553 \$1,855	\$476 \$966	46.2% 49.7%	\$63 \$180	4.7% 9.4%	0.85x 0.92x	23.5x 29.7x	0.90x 0.94x	10.2x 12.1x
Home Health / Hospice	Chemed Corporation	\$581.51	\$8,475	\$8,446	\$2,489	\$867	34.8%	\$448	18.0%	3.39x	18.8x	3.15x	15.6x
	Amedisys, Inc.	94.90	3,115	3,327	2,372	1,029	43.4%	244	10.3%	1.40x	13.6x	1.34x	13.0x
	Addus HomeCare Corporation	104.55	1,898	2,072	1,155	375	32.5%	133	11.5%	1.79x	15.6x	1.47x	11.8x
	Aveanna Healthcare Holdings Inc.	4.61	899	2,317	2,025	636	31.4%	157	7.8%	1.14x	14.7x	1.10x	12.0x
	The Pennant Group, Inc.	25.62	890	1,157	695	145	20.9%	44	6.3%	1.66x	26.6x	1.39x	17.7x
	Enhabit, Inc.	7.99	403	975	1,035	504	48.7%	78	7.5%	0.94x	12.5x	0.91x	9.2x
	Median Average		\$1,399 \$2,613	\$2,195 \$3,049	\$1,590 \$1,628	\$570 \$593	33.7% 35.3%	\$145 \$184	9.0% 10.2%	1.53x 1.72x	15.2x 17.0x	1.37x 1.56x	12.5x 13.2x
Hospitals	HCA Healthcare, Inc.	\$345.08	\$84,960	\$133,417	\$71,585	\$29,277	40.9%	\$14,219	19.9%	1.86x	9.4x	1.77x	8.9x
	Tenet Healthcare Corporation	142.95	13,278	27,921	20,520	8,287	40.4%	4,195	20.4%	1.36x	6.7x	1.33x	6.8x
	Universal Health Services, Inc.	177.07	11,545	16,613	16,084	6,870	42.7%	2,343	14.6%	1.03x	7.1x	0.96x	6.8x
	Community Health Systems, Inc.	2.73	365	12,507	12,653	5,283	41.8%	1,251	9.9%	0.99x	10.0x	1.01x	8.2x
	Median Average		\$12,412 \$27,537	\$22,267 \$47,614	\$18,302 \$30,211	\$7,578 \$12,429	41.3% 41.4%	\$3,269 \$5,502	17.2% 16.2%	1.20x 1.31x	8.2x 8.3x	1.17x 1.26x	7.5x 7.7x
Labs / Diagnostics	Labcorp Holdings Inc.	\$241.01	\$20,173	\$26,402	\$13,177	\$3,675	27.9%	\$1,717	13.0%	2.00x	15.4x	1.88x	10.9x
	Quest Diagnostics Incorporated	178.22	19,896	26,398	10,158	3,356	33.0%	1,975	19.4%	2.60x	13.4x	2.42x	12.0x
	Median Average		\$20,034 \$20,034	\$26,400 \$26,400	\$11,668 \$11,668	\$3,516 \$3,516	30.5% 30.5%	\$1,846 \$1,846	16.2% 16.2%	2.30x 2.30x	14.4x 14.4x	2.15x 2.15x	11.4x 11.4x

Note: Not meaningful (NM) if EV/Sales is greater than 10x, or EV/EBITDA is greater than 50x. NA if denominator is 0, for percentages and multiples, or if estimates are not available. NTM figures are based on the median estimate of Wall St. analysts.
Source: CapitalIQ, company filings.

MARKET DATA

Public Company Valuations

		4/30/25	TTM Data							EV Multiple			
		Share Price	Market Cap	Enterprise Value	Sales	Gross Profit	Gross Margin	EBITDA	EBITDA Margin	TTM Sales	TTM EBITDA	NTM Sales	NTM EBITDA
Category	Company Name												
Medical Product Distributors	McKesson Corporation	\$712.79	\$89,331	\$98,370	\$344,583	\$13,124	3.8%	\$6,314	1.8%	0.29x	15.6x	0.25x	15.4x
	Cencora, Inc.	292.67	56,754	63,398	303,193	9,898	3.3%	4,175	1.4%	0.21x	15.2x	0.19x	13.5x
	Cardinal Health, Inc.	141.29	34,131	37,797	222,286	7,848	3.5%	3,165	1.4%	0.17x	11.9x	0.16x	11.0x
	Henry Schein, Inc.	64.97	7,960	12,155	12,669	4,004	31.6%	1,054	8.3%	0.96x	11.5x	0.93x	10.9x
	Owens & Minor, Inc.	7.06	545	2,727	10,701	2,219	20.7%	498	4.7%	0.25x	5.5x	0.25x	4.8x
	Median Average	\$34,131 \$37,744	\$37,797 \$42,889	\$222,286 \$178,686	\$7,848 \$7,419	3.8% 12.6%	\$3,165 \$3,041	1.8% 3.5%	0.25x 0.38x	11.9x 11.9x	0.25x 0.36x	11.0x 11.1x	
Post-acute Care	Encompass Health Corporation	\$116.99	\$11,812	\$15,198	\$5,513	\$2,318	42.1%	\$1,233	22.4%	2.76x	12.3x	2.53x	12.4x
	Select Medical Holdings Corporation	128.99	7,362	9,030	4,423	723	16.4%	467	10.6%	2.04x	19.3x	1.78x	15.2x
	The Ensign Group, Inc.	18.24	2,352	5,313	5,219	901	17.3%	386	7.4%	1.02x	13.8x	0.97x	10.0x
	Median Average	\$7,362 \$7,175	\$9,030 \$9,847	\$5,219 \$5,052	\$901 \$1,314	17.3% 25.2%	\$467 \$695	10.6% 13.4%	2.04x 1.94x	13.8x 15.1x	1.78x 1.76x	12.4x 12.5x	
Healthcare Staffing	ASGN Incorporated	\$50.38	\$2,210	\$3,385	\$4,019	\$1,163	28.9%	\$372	9.3%	0.84x	9.1x	0.85x	8.1x
	AMN Healthcare Services, Inc.	20.43	780	1,868	2,984	919	30.8%	294	9.8%	0.63x	6.4x	0.71x	8.6x
	Cross Country Healthcare, Inc.	13.55	445	367	1,344	274	20.4%	17	1.2%	0.27x	21.9x	0.29x	8.1x
	Median Average	\$780 \$1,145	\$1,868 \$1,873	\$2,984 \$2,782	\$919 \$786	28.9% 26.7%	\$294 \$227	9.3% 6.8%	0.63x 0.58x	9.1x 12.4x	0.71x 0.62x	8.1x 8.3x	
Alternate site	Option Care Health, Inc.	\$32.31	\$5,291	\$6,335	\$5,185	\$1,038	20.0%	\$397	7.6%	1.22x	16.0x	1.12x	13.3x
	RadNet, Inc.	52.38	3,929	5,149	1,830	372	20.3%	250	13.7%	2.81x	20.6x	2.67x	18.1x
	Surgery Partners, Inc.	21.95	2,794	8,083	3,114	746	23.9%	627	20.1%	2.60x	12.9x	2.39x	14.4x
	Acadia Healthcare Company, Inc.	23.40	2,156	4,293	3,154	1,350	42.8%	672	21.3%	1.36x	6.4x	1.28x	6.1x
	dentalcorp Holdings Ltd.	6.09	1,204	2,150	1,074	537	50.0%	157	14.6%	2.00x	13.7x	1.74x	9.3x
	Pediatrix Medical Group, Inc.	12.88	1,083	1,397	2,013	454	22.6%	216	10.7%	0.69x	6.5x	0.76x	6.2x
	U.S. Physical Therapy, Inc.	71.11	1,080	1,603	664	146	22.0%	89	13.3%	2.41x	18.1x	2.15x	17.6x
	ModivCare Inc.	1.19	17	1,207	2,788	420	15.1%	117	4.2%	0.43x	10.3x	0.46x	8.8x
	Median Average	\$1,680 \$2,194	\$3,221 \$3,777	\$2,400 \$2,478	\$496 \$633	22.3% 27.1%	\$233 \$316	13.5% 13.2%	1.68x 1.69x	13.3x 13.0x	1.51x 1.57x	11.3x 11.7x	
Overall Healthcare Services		Median Average	\$2,281 \$12,203	\$4,721 \$16,102	\$3,049 \$30,555	\$974 \$3,155	31.1% 31.2%	\$391 \$1,339	9.9% 10.9%	1.14x 1.34x	13.7x 14.7x	1.10x 1.26x	10.9x 11.3x

Note: Not meaningful (NM) if EV/Sales is greater than 10x, or EV/EBITDA is greater than 50x. NA if denominator is 0, for percentages and multiples, or if estimates are not available. NTM figures are based on the median estimate of Wall St. analysts.
Source: CapitalIQ, company filings.

What We're About

Results Driven

Meticulously craft a transaction blueprint with steadfast commitment to achieve our clients' goals

Experienced Investment Banking Professionals

A 26-year firm with professionals with more than 150 years combined experience in middle market mergers & acquisitions and corporate finance advisory services

Objective Advice

We provide frank advice, backed with analysis and perspective, to map out and execute a process to reach our clients' transaction objectives

Industry Expertise

Real-time pulse of sector activity, corporate, family office & private equity participants and enterprise valuation metrics

The Right Capital

Capital is a commodity ... the investor behind the capital is targeted based on our clients' objectives

Senior Banker Immersion

From engagement inception through post-closing transaction functions, our senior bankers are front and center

Services & Industries

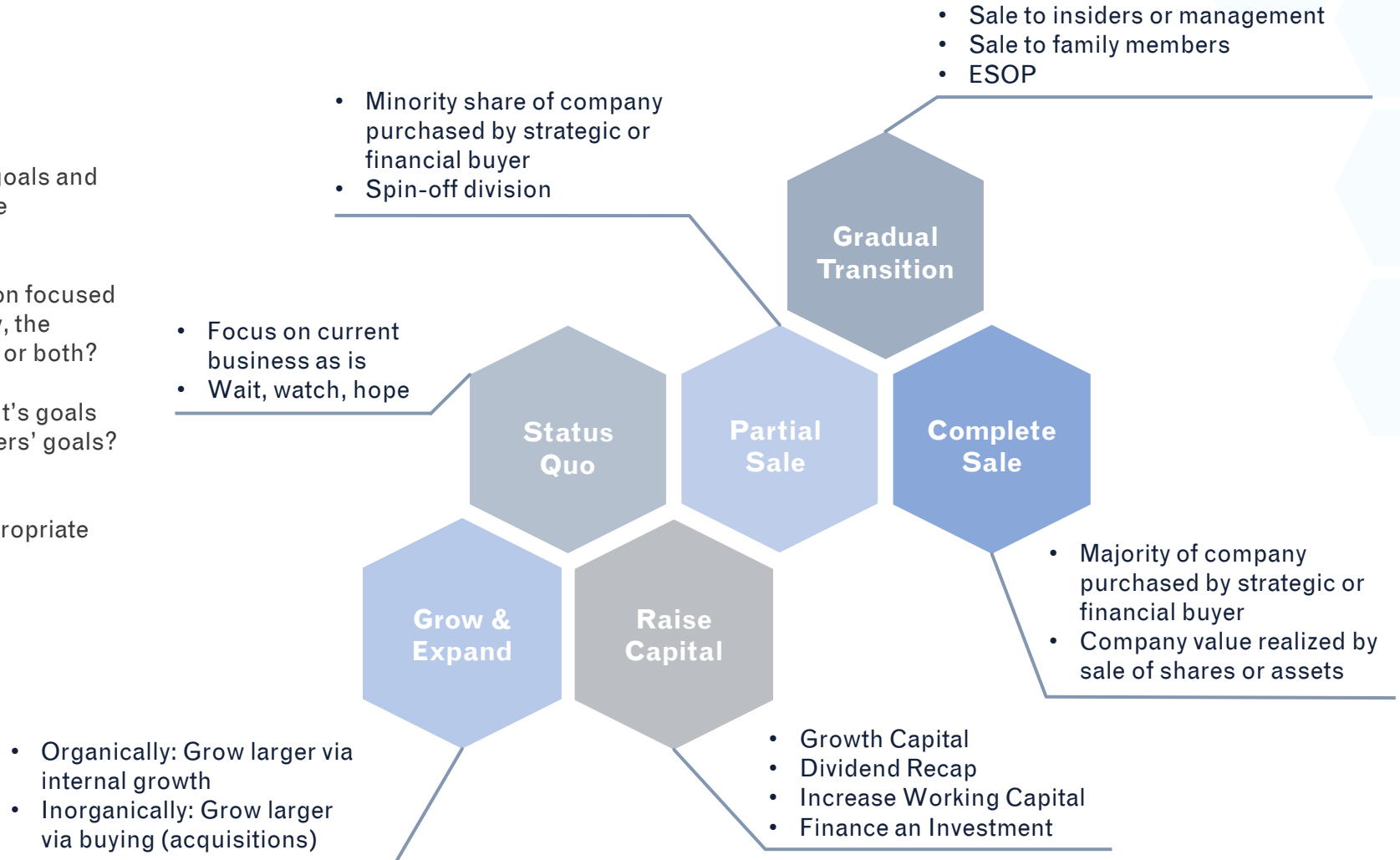
With more than 300 completed transactions, HCA's investment bankers maintain relationships with key decision-makers among strategic buyers and investors and comprehensive coverage of relevant private equity groups and family offices

- Merger and Acquisition Advisory
- Equity and Debt Capital Placement
- Strategic Alternatives Assessment
- Exclusive Sales and Divestitures
- Strategic Planning
- Management Buy-outs
- Recapitalizations










































Our Clients

- What are your goals and objectives of the transaction?
- Is the transaction focused on the company, the shareholder(s), or both?
- Do management's goals differ from owners' goals? How so?
- What is the appropriate timing?



EXPERIENCE

Proven Track Record of Successful Healthcare Transactions

 Gallagher Pediatric Therapy has been acquired by  THE STEPPING STONES GROUP Transforming Lives Together	 ASI has been acquired by  fletch equity	 THE HALIFAX GROUP has acquired  Comfort Keepers The Worldwide Home Care division of  sodexo	 Family First ADOLESCENT SERVICES has been acquired by  NAVIMED CAPITAL HEP HEALTHCARE ENTERPRISE PARTNERS	 IMAGENET ACCELERATE PRODUCTIVITY has been acquired by  bv INVESTMENT PARTNERS SINCE 1980	 has been acquired by  THE STEPPING STONES GROUP Transforming Lives Together a portfolio company of  LGP LEONARD GREEN & PARTNERS	 sequoia a portfolio company of  Bootstrap VENTURE PARTNERS has been acquired by  Riverside PARTNERS	 renew consulting has been acquired by  Pathways a portfolio company of  ATAR CAPITAL
 Penetrex has been acquired by  wellbeam a portfolio company of  AMERICAN PACIFIC GROUP	 The Everett Clinic For the whole you. has been acquired by  Daviita	 PROPHARMA GROUP has been acquired by  LINDEN	We provided investment banking services for  Medstreaming The Practice of Innovation	 MEMORIAL formed an affiliation with  Virginia Mason	 CODECORRECT An ACCURO Company has been acquired by  ucg	We provided investment banking services for  EMERGENCY REPORTING	We provided investment banking services for  SRM
 REDWOOD REGIONAL MEDICAL GROUP has been acquired by  St. Joseph Health St. Joseph Heritage Healthcare	 KADLEC formed an affiliation with  PROVIDENCE Health & Services	 IMAGENET ACCELERATE PRODUCTIVITY has been recapitalized by  Caltius Capital Management	 BEHAVIORAL HEALTH WORKS has been acquired by  TA ASSOCIATES	Anesthesia Services Inc. has been acquired by  TEAMHealth.	 Community Psychiatry has been acquired by  NEW HARBOR CAPITAL	Home Pharmacy of California has been acquired by  Walgreens	 PHYSICIAN PARTNERS has been acquired by  PSS WORLD MEDICAL

*Represents a transaction executed by principals of Hexagon Capital Alliance at a prior firm

EXPERIENCE

Proven Track Record of Successful Outcomes

- Deep expertise and strong relationships with relevant market participants
- Battle tested process that drives maximum valuation and enhanced terms
- Exclusive focus on private, middle market companies
- A life-cycle approach to client service



Community Psychiatry



Anesthesia Services Inc.

Contact Us




Paul Kacik
Managing Director
(949) 221-4031

Pkacik@hexagoncapitalalliance.com



Bradley Erhart
Director
(949) 517-9452

Berhart@hexagoncapitalalliance.com

A decorative border composed of various colored pills and capsules, including white, blue, yellow, red, and orange, arranged in a dense, overlapping pattern along the left and right edges of the slide.

The material appearing in this presentation is for informational purposes only and should not be construed as advice of any kind, including, without limitation, legal, accounting, or investment advice. This information is not intended to create, and receipt does not constitute, a legal relationship, including, but not limited to, an accountant-client relationship. Although this information may have been prepared by professionals, it should not be used as a substitute for professional services. If legal, accounting, investment, or other professional advice is required, the services of a professional should be sought.