



PROJECT DME - Refinance and Growth

Multi-State Specialty Durable Medical Equipment

Request: \$5,000,000 Senior ABL and Growth Financing

Project DME ("Company") is a Midwest durable medical equipment company with an expertise in sleep medicine and ventilation. The Company is comprised of a seasoned management team and a strong minority shareholder investor base who has grown the business across 7 states, both organically and through acquisitions. The Company is both CHAP and AASM accredited.

The Company had been operating at a loss with management knowing so during the first two years. In 2015 and 2016, the company began buying financially distressed companies, began integration in 2017, and started to show a profit later on in 2018.

The Company has continued to grow through acquisitions, seeing its revenues double between 2016 and 2017. On a Trailing 4 Month ("T4M") basis the Company is operating at positive a net income and EBITDA basis. The T4M saw a 1381% increase over total YTD net income while EBITDA saw a 252% improvement during the same period.

Project DME - Financial Summary									
Period Ending	12/31/2016		12/31/2017		YTD Oct 2018		T4M - 10/31/2018		
	Co-Prep		Co-Prep		Co-Prep		Annualized		
Revenue	6,553,797	100.0%	14,234,373	100.0%	11,890,291	100.0%	15,349,063	100.0%	
Net Income	(1,343,894)	-9.4%	(992,204)	-7.0%	(54,561)	-0.5%	698,753	4.6%	
EBITDA	(675,552)	-4.7%	(114,593)	-0.8%	317,625	2.7%	1,116,715	7.3%	

The Company is seeking up to \$5,000,000, supported by \$1.7mm of inventory and \$2.7mm of total eligible receivables to refinance the current bank line, fund working capital, and finance their pipeline of acquisitions.

Investment Considerations

- *Niche DME area with experienced and knowledgeable staff*
- *Custom software dramatically improve efficiencies*
- *Improving industry trends*
- *Rapidly improving financial performance*

Upon execution of a confidentiality agreement, a Confidential Information Memorandum will be sent for your review.

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