

Healthcare M&A Advisory and Capital Raising Services

Services

Sell-Side Advisory
Buy-Side Advisory
Capital Raising—Financing
Restructuring
Valuation
Digital Financial Profile DFP

Industry Coverage

Healthcare Segments

- Healthcare IT and RCM
- Retail based
- SDOH, RPM, CCM
- Behavioral Health/IDD
- Home Health and Hospice
- Physician Practices
- Multi-site practices
- Pharma and labs/Research
- Outsourced Services
- Fintech, Web3, Payments
- Logistics and Supply Chain
- Transportation

Business Services & Industrial

- Managed IT & Cyber
- Industrial Technology
- Value added distribution
- Niche manufacturing
- MRO Maintenance & Repair
- Specialty Chemical
- Testing & Measurement

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www.healthcarecapitalmarkets.com



LAWRENCE, EVANS & CO., LLC

Investment Banking • Corporate Finance • Consulting

Lawrence, Evans & Co., LLC provides investment banking, finance, and consulting services to small and middle market healthcare providers and service companies, transportation and logistics, business services, technology and industrial. Typical clients are nationwide companies up to \$250 million revenues or \$15 million EBITDA.

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Current Engagements

Sell Side

- ◆ Project Angel^ Home Health Skilled Hospice Platform \$24M+ Rev; \$5M EBITDA
- ◆ Project Glamour-Eyes* Ophthalmology Group SE based single location 5 doctors
- ◆ Project Fuji** — healthcare cyber and compliance —\$4.5M/\$800k EBITDA;
- ◆ Project Crown— hospital based RCM \$7M Rev
- ◆ Project TBD— multi-specialty RCM and Technology \$10M/\$1.6M

Growth Capital (Equity/Debt)

- ◆ Healthcare US&Int'l BPO/RPA Senior debt and growth capital
- ◆ Project Crimson*—Commercial window washing roll-up refi and growth \$20M+;
- ◆ Healthcare RCM/HCIT—Senior and Growth Capital \$12M+
- ◆ Senior Housing Acquisitions—Midwest operator, equity & senior debt \$10M+
- ◆ Skilled Nursing Acquisitions—Midwest operator, equity, behavioral health lease
- ◆ Real Estate Development —\$32M 115 unit Assisted Living Columbus OH

Buy Side

- ◆ HealthTech Co seeking healthcare RCM/tech acquisitions \$1-\$20M

Possible Q1-2023 Mandates

- ◇ Healthcare Software Physician Inventory and Purchase — \$12M revenues
- ◇ Laboratory Services —\$80M/\$15M EBITDA - growth recap
- ◇ Post Acute Tech Enabled Staffing Services—\$60M Revenues; growth recap
- ◇ Managed IT BuyBuild \$4M platform +3LOI \$15M+ DaaS, cloud, cyber
- ◇ Managed IT—Gov Focused \$5M+, capital raise
- ◇ Manufacturing of UV Equipment \$25M+/\$4M+ EBITDA—Sellside
- ◇ Elder AI, including RPM, BHI, Gamification of Wellness \$3.8M Rev; Growth Cap
- ◇ Midwest based Amazon aggregator \$30M Revenues; growth capital
- ◇ Ophthalmology Platform Midwest
- ◇ Behavioral health Midwest—multisite add-on \$10M+

Recent Transactions

- Project Pioneer behavioral health EMR sale to PE backed healthcare software platform
- Specialty Managed IT—growth capital 2021
- Project Primary Care Group - placement senior debt and term debt growth capital
- Dental TX Platform +3 acquisitions and DSO structure

*under LOI ^LOI expired **delayed limited process to Q1-2023