LAWRENCE, EVANS & CO., LLC

Investment Banking | Healthcare Finance | Innovation

Project Clover

Add-On Opportunity: Longevity, Chiropractic, PT & Auto Injury Clinic

Single-Location, MD-Supervised Practice in the Midwest

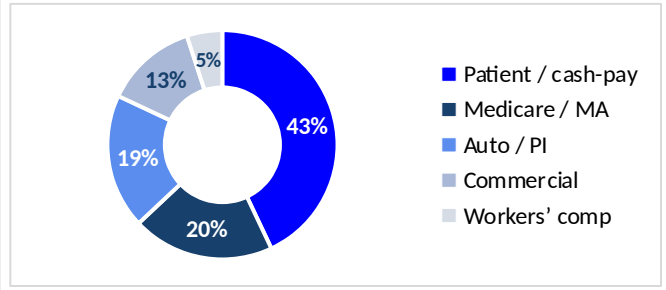
<$10M	~7,400	4	60	4.9 / 5
Annual revenue	Patient encounters a year	Clinical providers	Payer relationships	Patient rating

Overview

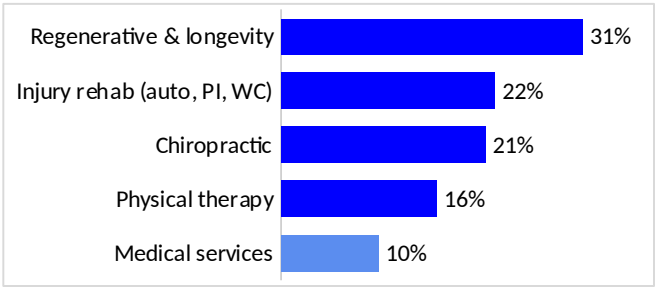
The Company is an established, MD-supervised, non-surgical practice operating from a single clinic in a suburban Midwest market. A physician, nurse practitioner, chiropractor and physical therapist deliver longevity and regenerative care, chiropractic, physical therapy and auto and personal-injury care under one roof. In 2026, regenerative & longevity represented 31% of revenue, injury rehab 22%, chiropractic 21%, physical therapy 16% and medical services 10%.

Operational Highlights

- **Strategic refocus:** Exited wound care after 2026 Medicare cuts to focus on longevity, chiro, PT and injury care; costs down ~30%.
- **Expanding cash-pay services:** HRT rising, with peptide therapy and a cash-pay neuropathy program being introduced.
- **Payer mix:** auto/PI grew from 9% of insurance payments in 2025 to 34% in 2026; Medicaid fell from 30% to near zero.
- **Referrals and marketing:** PI attorneys, workers' comp, gym partnerships and online search; ~$80K/yr marketing.
- **Fully equipped clinic:** Eight exam rooms with digital X-ray, Class IV laser, shockwave and decompression tables.



2026 Collections by Payer (%)



2026 Revenue by Service Line (%)

Investment Thesis

- **Multiple patient channels:** Auto/injury, insured chiro and PT, and cash-pay longevity diversify payers and referrals.
- **Cash-pay longevity growth:** Longevity and regenerative care is nearly all patient-paid; neuropathy adds ~$4K cash plans.
- **Capacity without capex:** The clinic runs at ~60–70% of capacity, so volume can grow without new fixed cost.
- **Synergies for a regional operator:** Management estimates ~$150K/yr of savings from shared billing and admin.

Transaction Overview

- **Structure:** Asset purchase of all or part of the business, or a strategic investment; debt-free at close.
- **Turnkey:** Credentialed providers, payer contracts and an equipped leased clinic partly offset by sublease income.
- **Transition:** Management expects the clinical team to remain after a sale.

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