



PROJECT DIAMOND

Midwest Office-based Infusion Company – Small Platform or Add on Investment or Acquisition Opportunity

Project Diamond is an opportunity to partner with or purchase a leading provider of outpatient specialty infusion services. This is a profitable and recurring-revenue business with over \$6.2 million revenue and almost 17% net profit margin in 2016. Another location in a major market within 2 hours could also be included. It is growing despite the current owner is passively managing the business. Most of the patients require lifelong infusion and the company is focusing on quality of services and comfortable and convenient outpatient setting, which result of a very high retention rate. Additionally, the company is applying for the accreditation from JCAHO, which will potentially give them the ability to negotiate better reimbursement contracts with the insurance companies. Management is expecting a net gain of several patients this year.

Year Ending	12/31/2013	12/31/2014	12/31/2015	12/31/2016
	Co-Prep	Co-Prep	Co-Prep	Co-Prep
Revenue	\$ 6,850,132	\$ 6,751,287	\$ 7,450,756	\$ 7,782,839
Net Income	\$ 1,227,034	\$ 1,138,653	\$ 1,146,077	\$ 1,272,008
Net Profit Margin	17.9%	16.9%	15.4%	16.3%

The physician owner has decades of experience in the industry and maintains a loyal nursing and office manager staff. Project Diamond provides very high quality of services and maintains a homelike environment for its patients. Thus, the patients are very loyal to the facility and they will drive as far as 70 miles to receive the services. Currently, the company has over 125 patients and the majority of them carry commercial insurance. The chart below shows the top procedures that are performed at the company and the top commercial insurances that are carried by the patients.

Top Services	Top Commercial Insurance
IVIG	ANTHEM
Remicade	Medical Mutual
Xolair	United Health

Project Diamond represents an excellent acquisition opportunity for a strategic acquisition by an infusion service company or other healthcare providers who want to expand into infusion business. The company has one location but another friendly company in major market maybe included in a transaction. The locations are utilizing just 40% of its infusion chairs. Future growth could include Medicaid, home infusion, or new locations. The owner is willing to stay on to ensure a smooth transition of clients and is open to entertain a reasonable payout structure. Depending on the situation he would become a long-term partner.

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

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