

Proprietary and Confidential





The Company

The Company, founded in 2006, is a concierge geriatric medical service provider. They provide in-home house calls and telemedicine consultations, addressing behavioral and medical issues of elders. The Company's team of seasoned geriatricians and dementia experts treat illness, relieve behaviors, minimize medications, improve function and engagement significantly reducing hospital/skilled nursing facility utilization.

Owners' Objectives

- The Company is interested in a total sale of the business that will provide resources for expansion in the telemedicine and geriatric care markets.
- The owner is open to a transition period contract, ensuring day-to-day operations remain intact and helping execute the mutually agreed-upon growth strategy.

Company Highlights

-  Large and diverse customer base of 275+ clients; no single client accounts for > 2% of revenue
-  Predictable model underpinned by repeat engagements and recurring revenue. 90% of clients continue with ElderConsult three years after initial engagement
-  Little-to-no competition for in house call geriatrics. Competing telemedicine services lack expertise in treating dementia
-  Stellar reputation for expert medical and behavioral care

Historical Financials

Adjusted Income Statement				
	2018	2019	2020 TTM	Sept 2021
Total Revenue, Net	1,321,214	1,322,204	1,159,913	1,422,944
<i>Y/Y Growth %</i>		0.1%	-12.3%	26.0%
Total Expenses	930,827	922,630	946,193	1,000,161
Net Income	390,387	399,574	213,721	422,783
<i>Profit Margin %</i>	29.5%	30.2%	18.4%	29.7%
Adjusted EBITDA	\$399,491	\$407,590	\$224,090	\$455,186
<i>Adj. EBITDA Margin %</i>	30.2%	30.8%	19.3%	32.0%

Primary Growth Drivers

Upside Growth Levers



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