




## Wellness & Longevity Consolidation: Overview & Key Benefits

Wellness and Longevity practices are currently experiencing substantial interest from larger provider groups and private equity funds, as investors pursue a buy-and-build strategy to realize financial and operational synergies arising from practice consolidation and scale.

<u>Value Creation Lever</u>	<u>Key Benefits Overview</u>	<u>Impact on Financials</u>
<b>Revenue Synergies</b>	Acquired practices benefit from improved scale and larger geographical footprint, allowing practices to optimize pricing, create flexible membership models, and add new service wellness service offerings.	 <b>Revenues</b>
<b>Cost Synergies</b>	Consolidation of practices allows a platform to consolidate non-clinical functions, realize economies of scale on inventory and marketing, and increase utilization of ancillary services across practices.	 <b>Expenses</b>
<b>Practice Value Enhancement</b>	A practice's value is determined by its profitability (EBITDA), with a higher EBITDA leading to increased valuation multiples. Acquiring additional practices enhances the platform's value as a result of consolidating financials and potential synergies, driving higher margins.	 <b>Value</b>

## Recent Bayshore Growth Partners Transactions

Bayshore Growth Partners has served as the exclusive financial advisor to 30+ healthcare services clients in the past 4 years, including:

 <b>OPTIMAL HEALTH</b>	 <b>RENEW</b> <small>WELLNESS &amp; AESTHETICS</small>	 <b>GREAT LAKES</b> <small>GASTROENTEROLOGY</small>	 <b>EIT</b> <small>EAR INSTITUTE OF TEXAS</small> <b>LI</b>
<i>Longevity</i>	<i>Wellness</i>	<i>Gastroenterology</i>	<i>Otolaryngology</i>
 <b>midtown</b> <small>OB·GYN</small>	 <small>COMPREHENSIVE WOMEN'S HEALTHCARE</small>	 <b>CAPITAL CITY</b> <b>PSYCHIATRY</b>	 <small>PSYCHIATRY ASSOCIATES OF TALLAHASSEE, LLC.</small>
<i>Women's Health</i>	<i>Women's Health</i>	<i>Mental Health</i>	<i>Mental Health</i>
 <b>Desert Sage</b> <small>Obstetrics and Gynecology</small>	 <small>INTEGRATED PAIN CONSULTANTS</small>	 <b>Flagstaff OB/GYN</b>	 <b>APGHEALTH</b>
<i>Women's Health</i>	<i>Pain Management</i>	<i>Women's Health</i>	<i>Mental Health</i>

## Buy-and-Build Model: Illustrative Example

Company	Description	EBITDA	Assumed Multiple	Value
Platform	<ul style="list-style-type: none"> <li>Strong platform with 20+ providers, attractive payment model, robust ancillaries, established management team, attractive geographies, and strong financial profile</li> </ul>	\$10M	12.0x	\$120M
Add-On Acquisition	<ul style="list-style-type: none"> <li>Healthy practice with 10 or fewer providers</li> <li>Gain the benefit of leveraging the platform's infrastructure and vendor relationships</li> </ul>	\$1M	7.0x	\$7M
Combined Entity	<ul style="list-style-type: none"> <li>The combined entity will benefit from the revenue and cost synergies, while maintaining or improving the platform practice's EBITDA multiple</li> </ul>	\$11M	12.0x	\$132M

**Platform company realizes \$5M of equity value creation by capturing EBITDA exit multiple arbitrage**

## Bayshore Growth Partners Team



Steven Carmen, Managing Partner

- 15+ years of M&A and business development strategy experience
- Previously worked for BNP Paribas, PwC, and GCA
- MBA from Kellogg and BS from Florida State



Daniel Shaw, Managing Director

- 10+ years of financial diligence and accounting experience
- Previously worked for Alvarez & Marsal and KPMG
- BS from Louisiana Tech



Andrew Adams, Managing Director

- 15+ years of M&A, operations, and strategy experience
- Previously worked for Bain, Lake Capital, and JP Morgan
- MBA from Wharton and BBA from Michigan



Alexander Dean, Vice President

- 10+ years of strategy, finance, and operations experience
- Previously worked for DaVita and the US Marine Corps
- MBA from Darden and BA from Seton Hall



Dr. Keith Friedenber, Managing Director of Business Development

- 30+ years of clinical, operations, and strategy experience
- Founder of Great Lakes Gastroenterology and The Clinical Trials Network
- MD from UCLA, MBA from Indiana, and BA from Cornell