

## Acquisition Opportunity

## Long Term Care Pharmacy

2011 Revenue- \$21.435 Million

2011 EBITDA- \$2.733 Million

While some pharmacies may impose a pre-ordained method or regimen of care, and assume to know-it-all when it comes to provider facilities, the Company takes a different approach. It first seeks to understand the facilities' unique needs, expectations, concerns, and challenges that are faced every day. Only then does the Company begin developing a customized "Plan of Care" that aligns the services with the needs and expectations of its clients. The Company is the only long-term care pharmacy in the nation that combines the advantages of local ownership with the capabilities and array of services of a national organization.

The Company offers DME services but this segment is virtually gone and typically has been less than 1% of revenues.

Through the unique business model and consultative approach to delivering pharmacy services, the Company customers enjoy many of the following benefits:

- ★ Customized Dispensing and Delivery Systems
- ★ Accurate and Timely Delivery of Medications
- ★ Flexible and Easy to Use Packaging Options
- ★ State of the Art Infusion Services and Clinical Programs
- ★ Tailored Medical Records, Forms, and Reports
- ★ Pharmacist Available 24/7
- ★ Prompt and Professional Consulting Services
- ★ Timely, Accurate and Easy-to-Understand Billing Statements
- ★ Comprehensive Education and Compliance Training Programs
- ★ 24/7 National Back-up Pharmacy Network and Emergency Services

### Investment Highlights:

- **Specialty Compounding:** The Company offers a full service pharmacy including specialty prescription compounding, specifically for long-term care facilities. Patients often require unique, specialty prescriptions that are not available commercially. The Company uses the highest grade of pharmaceutical ingredients while applying the latest formulation technologies creating custom compounded prescriptions to meet physician specifications and patient needs.
- **Experienced Staff:** The Company employs several highly qualified pharmacists, nurses, and support staff in pharmaceutical delivery of infusion supplies, drug therapies, customer service, billing associates and patient care team consultants to coordinate care with physicians, nursing homes and resident patients.
- **Management will Remain Through Transition:** The Company's owners and key employees are committed to remaining following a sale for either transitional or longer-term periods, in order to ensure an orderly transition and help the Company realize its pro forma objectives.
- **Computerized Inventory and Traceability System:** The Company installed an advanced bar coded paperless inventory system for all of its in-stock inventory and supplies. All items are 100% traceable for up to seven (7) years and are integrated into the Company's invoicing and document filing system.
- **Maintains Gross Margin of 30%:** The Company maintains a high margin while offering exceptional service and competitive pricing to the facilities it serves. The Company handles approximately 7,500 SKU's using the Company's proprietary technology for operations.
- **Volume Purchasing:** A benefit to being a member of the Company's family is the advantages from volume purchases for drugs and supplies. Many other smaller regional pharmacies use buying groups to reduce costs..

### Prescription Metrics Overview

	2011	June 30, 2012
<b>Total Rx Count:</b>	394,421	190,498
<b>Average Weekly Rx Count:</b>	7,585	7,327
<b>Rx Gross Profit:</b>	10.7%	27.5%
<b>Active Accounts:</b>	80	
<b>Beds:</b>	<b>Total</b>	<b><u>4,059</u></b>
	Intermediate Care Facilities	496
	Skilled Nursing Facilities	2603
	Developmental Disabilities	410
	Shelter	347
	Assisted Living Facilities	198

For further information regarding Client #11093 you are invited to contact:

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