

## Acquisition Opportunity

**Independent Pharmacy Chain  
5 Locations – Southeast US**

Superior Reputation / Strong Customer Relationships

Consistent Profitability & Favorable Industry Trends

Favorable & Profitable Rx Metrics

### Why Should A Strategic Acquirer Look At This Opportunity?

- ★ The Company represents a unique opportunity for a strategic acquirer to:
- ★ Enter a new geographic market with favorable demographics & trends
- ★ Leverage an existing market presence and gain additional critical mass
- ★ Acquire new Rx customers that can drive both prescription & general merchandise sales
- ★ Acquire new Rx customers for mail order or e-commerce fulfillment
- ★ Acquire an experienced management team & technical talent

***This is a tremendous opportunity to acquire a well-established & well-run Company in a growing industry!***

The Company is the largest independent pharmacy chain in its marketplace with a 35-year operating history, strong brand recognition, and a reputation for high-level personalized service. The Company operates five convenient locations and, in addition to its traditional retail pharmacy operations, it offers the community health and wellness medication therapy management services and closed-door specialty Rx pharmacy services. The Company has a loyal and diverse customer base comprised of individual consumers (90%) and institutional customers (10%). Overall financial performance has been consistent and strong and the Company exhibits very favorable Rx metrics.

### Financial Highlights

Fiscal Years Ending December 31 (\$000)

	2007	2008	2009	2010	Pro Forma 2011	Pro Forma 2012
Gross Revenues	30,794	32,559	33,206			
EBITDA*	1,617	2,681	2,558			
% of Sales	5.3%	8.2%	7.7%	%	%	%

\* Earnings Before Interest, Taxes and Depreciation

### Rx Metrics

For the Last 12 Months Ending January 2011

Total # <u>Rx Filled</u>	<u>Rx \$ Rev.</u>	<u>Avg. \$ Rx</u>	<u>Avg. GP @ Rx</u>	<u>GP % @ Rx</u>
474,035	\$29,331,040	\$61.88	\$12.14	19.6%

### Company Highlights

Largest Independent Pharmacy Chain in its Marketplace

Over 475,000 Rx Filled in the Last Twelve Months

Strong Financial Performance & Rx Metrics

Numerous Growth Opportunities Identified & Requiring Nominal Capital

Experienced Management Team & Technical Talent

Owners Willing to Remain for Transition Period

For more information on **Client #36150**  
you are invited to contact:

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