

Acquisition Opportunity (1 of 2)

Leading Florida Home Health Care Business – Extremely Profitable, Pandemic Resistant, Limited Competition, Growing Population Base and Diversified Revenue Stream

The home healthcare market is expanding quickly due to favorable demographic trends and provides a patient-favored, low cost option relative to skilled care facilities. This is a compelling opportunity to immediately acquire one of the largest, established home care companies in a major Florida market.

Company has A+ reputation within its territories and is one of the top five US franchisees supported by a premium brand. Long-term cases are growing quickly, propelled by National and Local accounts. Opportunities for expansion are substantial with current services and by offering new services.

Excellent company culture has retained many long-term employees that run the day-to-day operations of the company. Computer systems allow owners to track operations and finances from remote locations.

- Strong management team enables efficient and expedient operations
- One-Stop-Shop capabilities support their preferred provider status by patients and payors
- Excellent customer and payor relationships facilitate additional new cases on daily basis

2020 Revenue Est: \$13.2M

Large Florida Market

2020 Est. EBITDA: \$4.1M

Company Highlights

- **Inelastic Demand for Services:** Services provided are medically necessary and often required to sustain life.
- **Profitable in all Economic Cycles:** Demand for services is constant and necessary. Payors are not able to reduce spending due to impact on patient health and political/social sensitivities.
- **Pandemic Resistant:** In stark contrast to most other businesses, the company has continued to grow during the COVID19 pandemic.
- **Payers with Deep Pockets:** Contracted referral services and Medicaid companies are extremely well funded and prefer to use client for comprehensive selection of services.
- **High Barriers to Entry:** Company offers unskilled services but has also invested in building a skilled care team that has achieved Joint Commission accreditation to service that market.
- **Excellent Growth Opportunities:** Company has territories that are in some of the fastest growing counties in the US with highly favorable demographics. Organic growth opportunities are substantial with more potential via offering other services and expanding into other territories.

Business Summary

Company is a leader in their market with a top-quality reputation. The business model is diverse, highly scalable, and offers opportunities for growth within existing markets or to support growth in adjacent markets.

The Opportunity

Acquire immediate market share in profitable industry. Owners wish to see the company continue its success and expansion for their current employees and clients. They are willing stay through transition period for the new owner.

For more information, on **client # 20909**, please contact:

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