

6 REASONS TO USE AN M&A ADVISOR INSTEAD OF GOING IT ALONE

I. We create a (controlled) limited auction environment

- ◆ This is where we drive value for you - the seller
- ◆ A single buyer / single offer scenario is rarely in the best interest of any seller
 - ◆ We never put a price on anything we list

III. We perform a complimentary valuation and forecast

- ◆ Our valuation sets expectations around enterprise value in advance
- ◆ If the timing isn't right, our valuation provides a guidepost for you to track to your goal before transacting

V. We know the multiples for your specific sector of Healthcare

- ◆ Multiples can vary significantly based on your primary source of revenue, annual revenue, location, and contracts (note: this is not a complete list) and all can affect multiples
 - ◆ 68% of VERTESS transactions receive an outlier multiple offer

II. Negotiations never stop throughout the 6-10 month transaction process

- ◆ From LOI's through due diligence and a finalized Purchase Agreement, we are working on your behalf to mitigate risk and increase value
- ◆ We understand what is reasonable and necessary regarding deal structure, reps and warranties, enterprise value, etc.

IV. We know the buyers willing to compete for your business

- ◆ Strategic buyers- large organizations in your specific sector of healthcare
- ◆ Financial Buyers- Private equity firms, and family offices uniquely aligned to your sector of healthcare

VI. We can get your deal closed

- ◆ On average, 1 in 12 deals without an advisor never close
 - ◆ The average deal without an advisor takes 20-35% longer just to complete the due diligence phase
 - ◆ We set expectations early and manage the process to expedite a close
 - ◆ We employ strategies to prevent re-trading after due diligence.

THE TRANSACTION PROCESS TIMELINE

The following is a "typical" timeline for the transaction process, however, each transaction is unique and may require more or less time depending on many factors.

