



**The State of the Market:
From Valuations to Volume in 2022 and Beyond**
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NAHC EDUCATION

By Stoneridge Partners

AGENDA

- 03 Industry Trends
- 04 Market Demand
- 05 Tailwinds
- 06 Headwinds
- 07 Valuations
- 08 The Sale Process





Industry Trends & Market Demands

- Consistent buyers both strategic and financial
- New buyers entering the market daily



Tailwinds

- Demographics
- Payor preference
- Client preference
- Outcomes
- COVID



Headwinds

- Labor
- Uncertain future of models & reimbursement
- Regulatory and Recoupments



Valuation & Forecasts

- Bifurcated by both size & quality
- Location
- Size of EBITDA / Census
- Professional management and financials

The Sales Process



1. Selecting Broker



4. Confidential Profile Created



7. Due Diligence



2. Exclusive Representation Agreement



5. Marketing



8. Purchase Agreement



3. Data Collection



6. Letters of Intent (LOI)



9. Closing

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