

Valor Home Health Care, LLC

Overview:

Valor Home Health Care, LLC (“VHHC” or the “Company”) invests in businesses within the services sector of the home health care industry. We focus on profitable companies that deliver cost effective services. Our target companies possess the ability to gain market share in industry segments that are typically large, rapidly growing, fragmented, and poised for consolidation. These companies will have demonstrated consistent outcomes, exceptional client satisfaction, and high quality of care evidenced by exceeding state and national outcome and quality standards.

VHHC looks to invest in companies with revenues of \$2 million to \$25 million and EBITDA of \$200 thousand to \$5 million; however, we have the ability to underwrite investments in smaller or larger companies depending on the circumstances.

Industry:

VHHC focuses primarily on the services sector of the home health care industry. We aim to acquire service providers with a diverse payor mix and client base, including Medicare, Medicaid (Title XIX), private pay, and managed care. We believe that a diversified payor mix provides a unique client base with varying margins and a dual eligible census that allows for growth within the full spectrum of health care services. Other types of health care providers that VHHC considers include: private duty, staffing, urgent care centers, and specialty pharmacy companies.

Management:

VHHC seeks to invest in organizations with a solid senior management team that has a proven track record. VHHC prefers to partner with management teams that are willing to continue growing and expanding the footprint of their businesses. With over 40 years of clinical, operational, and financial experience, VHHC will collaborate with acquired companies and provide support that may include additional acquisitions in other service sectors to compliment the existing business.

Geography:

VHHC ideally invests in companies that provide services out of a multi-state / location network. Preferred geographic characteristics include rural and/or urban locations in the Midwest, South Central, South West, South East, and Western United States. Areas with a growing retirement population are favored.

Systems:

VHHC looks for solid scalable IT infrastructure that includes clinical, billing, payroll, general ledger, accounts payable, accounts receivable, and financial reporting software. Add-on technologies may include the use of point-of-care devices, telephony, and home monitoring systems.

Summary:

Valor Home Health Care, LLC welcomes the opportunity to discuss potential investment opportunities that meet the investment criteria described above with owners of healthcare businesses, healthcare operating executives, M&A intermediaries, and other advisors.