



VALUATION & TRANSACTION ADVISORY SERVICES FOR THE

Health Care Industry

Business Valuation | Physician Compensation | Fee Arrangements |
Fairness Opinions | Due Diligence | Buy-side / Sell-side | CFO Advisory

Weaver's health care professionals bring extensive experience in industry operations and transaction advisory services. As established thought leaders in the market, we deliver thorough and accurate valuations and transaction advisory services you can rely on, whether for mergers & acquisitions, joint ventures, compensation matters or special projects. Every day, our goal is to transcend your expectations.

Health care is arguably the most complex of all industries as secular long-term demand meets an ever changing political, regulatory, technological and competitive landscape. With these constantly evolving complexities, having a partner you can trust is more important than ever. Weaver can help.

Our trusted professionals have served clients of all types, from large, multi-billion dollar publicly-traded health care organizations to solo practitioners. We have performed hundreds of health care engagements for clients including, but not limited to, hospitals, physician practices, ambulatory surgical centers, imaging centers and other outpatient ancillary service facilities.

BUSINESS VALUATIONS

We provide fair market value (FMV) opinions whether for management planning or regulatory compliance (i.e. Stark Law and Anti-Kickback Statute) purposes:

- ▶ Business enterprise valuations at the control and minority level
- ▶ Intangible asset valuations of trade names, certificates-of-need, personal goodwill, Medicare licensure and intellectual property
- ▶ Complex capital structure valuations for multi-class equities or profit interests
- ▶ Real estate valuation and rent rates
- ▶ Equipment valuation and lease rates

We are also able to provide fair value measurements for financial reporting purposes as relates to the following:

- ▶ Purchase price allocations
- ▶ Goodwill impairment testing

COMPENSATION VALUATIONS

Our valuation services specific to compensation arrangements include:

- ▶ Management services organizations (MSO) compensation
- ▶ Physician clinical compensation
- ▶ On-call compensation
- ▶ Value-based contractual arrangements
- ▶ Physician administrative compensation
 - Medical Directors
 - Board of Directors
 - Consultants to life science and medical device companies

HEALTH CARE CONSULTING

Our consulting services help executives make investment, strategic or operational decisions.

Weaver's health care advisory and consulting services include:

- ▶ Fairness Opinions
- ▶ Opportunity Assessments
 - Prospective investment review, valuation and executive presentation
 - Full scale feasibility studies
 - Market demand assessments and calculations of service need
 - Detailed competitive landscape review
 - Pro forma development, financial modeling and projections
- ▶ Transaction Advisory
 - Buy-side and sell-side assistance
 - Joint venture structuring
 - Decision support
 - Pre/post-transaction financial modeling
- ▶ Due diligence
 - Quality of revenue and earnings
 - Third-party synergy calculation and estimates
 - IT diligence and integration
 - Tax planning and strategies
- ▶ CFO Advisory Services
 - Restructuring and turnaround strategies
 - Budgeting and strategic planning
 - Financial projects, decision support and support staff
 - Data analytics
 - IPO readiness

EXPERIENCE

Modern health care is delivered using a wide range of business models. Weaver understands that each model presents its own unique challenges and benefits, and we know how to reflect those differences in each unique valuation.

Our experience with various health care segments includes:

- ▶ Physician practices
- ▶ Ambulatory surgery centers
- ▶ Cancer centers (radiation therapy and medical oncology)
- ▶ Diagnostic imaging centers
- ▶ Hospitals (general and long-term acute, inpatient rehabilitation, and specialty)
- ▶ Urgent care centers
- ▶ Home health and hospice
- ▶ Dialysis services
- ▶ Physical therapy
- ▶ Cath labs
- ▶ Diagnostic labs
- ▶ Infusion clinics
- ▶ Sleep centers
- ▶ Pharmacies
- ▶ Medical device, equipment and technology
- ▶ Free-standing emergency departments

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To learn how **Weaver** can assist with your health care or other valuation needs, call us at **800.332.7952** or visit us online at <https://weaver.com/services/health-care-industry-valuations>.