



Timely Opportunity For Otorhinolaryngology ('ENT') Practitioners To Exit

Would you and your partners like to take some money “off the table”? Gain a financial partner to help expand your practice? Focus on practicing medicine, while someone else focuses on non-medical activities?

Private equity groups ('PEGs') and family offices are seeking to partner with ENT specialists because of the profit potential for both the PEG and ENT specialists in a 'buy and build' model. The PEG model includes a “second bite of the apple” in five to seven years, while family offices like to buy, build and hold, offering a second payday to the physician on a tailored basis.

What Makes ENT Attractive?



Fragmented Market

Many smaller providers enables profitable consolidation



Ancillary Revenue Streams

Allergy and Plastics provide opportunities for additional services and revenues



Favorable Demographics

An aging population creates increased demand for ENT services



Economies of Scale

Combine back-office functions and acquisitions to generate superior returns

The Private Equity Model

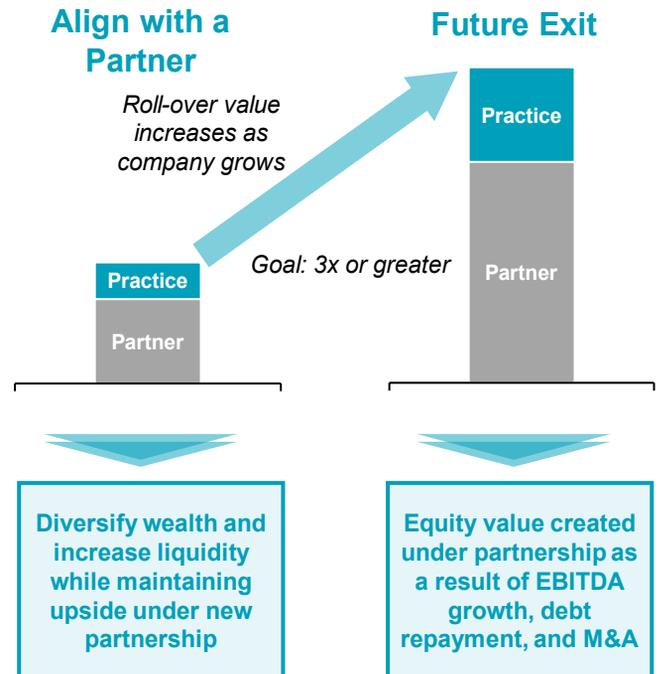
Institutional investors use a Management Services Organization (MSO) model to invest in medical practices



Most importantly, PEGs provide capital and human resources to support organic growth and acquisitions.

- + Monetize a portion of the current value of the practice while M&A and debt markets remain strong
- + Align with partner to execute on key growth initiatives
- + Provides an opportunity for another “bite-of-the-apple” for those that rollover equity (tax deferral on rollover)
- + Lower risk strategy with greater horsepower for growth

Illustration – The Second Bite of the Apple



Private Equity Market for ENT

- Nine established, private equity-backed platforms in the ENT sector
 - Actively competing for add-on acquisitions, which bodes well for even modest-sized practices considering a sale
- The ENT market is still in the initial stage of merger & acquisition activity with increasing interest from institutional investors
 - An attractive sector given the breadth of ancillary service offerings, aging population, and the accelerating demand for sinus and hearing treatments
- *EdgePoint believes the current market provides an opportunity for larger practices, or a group of practices, to serve as a new platform, drive their own strategy, and achieve the higher valuation that often comes with being the foundational group*

2,180
Healthcare M&A
Transactions in 2021

263
Physician Practice
Transactions in 2021

The EdgePoint Advantage

- Provides “up market” M&A transaction execution to closely-held, middle market clients
- Uniquely qualified to successfully advocate for physician practices due to industry acumen and transaction experience
- If interested in learning more, please contact our senior professional:

A Leading National
Boutique M&A Firm

Significant Healthcare
Sector Experience

Full-time
Senior Execution
Attention

Truly Independent
M&A Advice



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USA Private Equity
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Top 50 Award -
Tom Zucker
(Founder)



THE M&A ADVISOR

Representative EdgePoint Healthcare Transactions

Project Audible

Two ENT practices located in the southeast

Current Engagements



has been acquired by




has been acquired by




has been acquired by




has been acquired by




EdgePoint is an **independent, advisory-focused, investment banking** firm serving the **middle market**.

M&A
Advisory
RESULTS with
INTEGRITY™