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LARGE DME / MED SUPPLY/ PHARMACY SERVICES California

Revenue: \$60,000,000
Adj EBITDA: \$12,000,000
Asking: \$60,000,000

Company has many locations; majority are within California.

They are a full service DME, specializing in power mobility, enteral nutrition, respiratory equipment and supplies, and more.

They also operate retail and closed-door pharmacies.

Approximately 85% of the revenues are from DME and 15% are from Pharmacy.

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Gross revenues were nearly \$54 million in 2020 with an adjusted EBITDA over \$8.2 million. Based on Q1 results, they are currently on track to reach \$60 million in 2021 with an adjusted EBITDA above \$12 million.

The primary payer for DME is Medicaid HMO and regular HMO, while the primary payer for pharmacy is private insurance.

There is a full staff of nearly 300 employees that are expected to stay on, and the owners will assist during a transitional period.

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