DealReader Pediatric-Adolescent-Young Adult Healthcare

July 2017

Lincoln's Pediatric – Adolescent Expertise

- Over time, Lincoln healthcare bankers have advised on well over 15 pediatric-adolescent healthcare transactions
- In 2015 2017, clients have included MTS Health/Loving Care, Ranch at Dove Tree and Community Intervention Services
- This issue reviews numerous pediatric medical and equipment markets, but also includes a feature section on Autism Spectrum Disorder therapy

Inside this Issue

The Newsletter on Home-Based and Alternate Site Pediatric Medical and Behavioral Care

"A person's a person, no matter how small"

- Dr. Seuss







Home-Based and Alternate Site Pediatric Medical and Behavioral Care

Summary Observations

Never before have we seen as many pediatricadolescent-young adult healthcare transactions as over the past two to three years. Witness the various, recent deals in such home, community and alternate site sectors as pediatric home health, eating disorder treatment, autism therapy, pediatric therapy, pediatric mobility and specialty products, among other markets.

While these markets are clearly smaller relative to elderly/other chronic care segments, we believe buyers and investors are attracted to these markets given their longer-term recurring care aspects, the competitive differentiation associated with pure-play providers in these markets, the arguably more moderate reimbursement and regulatory aspects versus eldercare, among other factors. As a result, we have more private equity funding and more corporate focus on these markets today than in years past. In fact, a number of providers are also evaluating and/or pursuing a continuum of services and products approach to take care of medically complex or behaviorally challenged children and youths.



Pediatric to Young Adult Alternative Site Healthcare Services



pediotric HEALTH CHOICE Other segments include **pediatric home respiratory/home medical equipment, pediatric complex rehab** (e.g., wheelchairs, pediatric standers, other

mobility products) and **pediatric specialty pharmacy/IV** services. Sample companies and backers in these three segments include:



Example Pediatric Chronic Medical Conditions

- Amino acid / carbo metabolism
- Bone & joint anomalies
- Brain/spinal cord malformations
- Cardiomyopathies
- Chromosomal anomalies
- Chronic liver disease/cirrhosis
- Chronic renal failure
- CNS degeneration & disease
- Cystic fibrosis
- Epilepsy

Heart malformations

- Hereditary anemia and immunodeficiency
- Human immunodeficiency virus
- Infantile cerebral palsy
- Inflammatory bowel disease
- Lipid metabolism
- Muscular dystrophies
- Respiratory malformations
- Sickle cell disease

Example Pediatric Behavioral Disorders (Among Most Common)

- Depression
- Bipolar disorder
- Psychosis
- Substance abuse

Industry Themes

Children and youths are not young or little adults. That is the fundamental statement that highlights that this is a unique patient population and requires different and customized standards and processes for care. Core industry themes include:

- Unique patient populations
- Range of care settings: home care, center based, group homes, residential
- More protected population segment visà-vis reimbursement and regulations
- SCHIP legislation, Accountable Care and other such legislative and regulatory drivers
- Highly fragmented provider base and few specialized pure-play platform companies

- Eating disorders
- Intellectual development
- Mental retardation
- Autism Spectrum Disorder
- Unique specializations at provider level (as well as unique specialization at product innovation and supply levels)
- Multiple behaviorally complex and medically complex conditions
- Significant parent demand for care / services
- Fundamental need: taking care of kids
- Strong recurring, long-term revenue aspects
- Potential for continuum of care given multiple, ongoing co-morbid treatment needs
- Range of payers: Medicaid, managed Medicaid, managed care, private
- Highly effective and lowest cost care settings and ways to provide long-term care



 Powerful value proposition: positive impact on society, family, individual, and long-term productivity and skills

Industry Participants

Many healthcare providers may provide some levels of home, community and center based pediatric and adolescent healthcare services, but few providers are predominantly or "pure-play" focused in these markets. The table below features a sampling of providers that provide medical services and products as well as behavioral healthcare services focused on the 0-21+ aged patients. Note the diversity of segments and the emergence of larger "platform" participants.

Example Providers in Pediatric-Young Adult Alternate Site Care

		Medical						Behavioral						
		Therapy U			Urgent	Equipment								
Selected Companies	Ownership	Home Health	Home	Center	School/ Staffing	PPEC	Care/ Other	& Pharmacy	Special Edu.	Autism	Interv	ID/DD	Outpat.	RTC
Accurate Home Care	Generation Equity	√ √	nome	Center	otaning		ouner	Tharmacy	Eddi	Autom	2110011	10,00	output	
After Hours Pediatric	Private						√ √							
Apple Homecare Medical	Private							$\checkmark\checkmark$						
Atlanta Pediatric Therapy	Private				$\checkmark\checkmark$									
Autism Learning Partners	Jefferson River Capital									~~				
Bavada Nurses	Private	√ √												
Bellwether Behavioral	Wellspring Capital											√ √		~~
Butterfly Effects	Private									√ √		••		•••
C.A.R.D	Private									↓ √				
			√ √							••				
Care Options for Kids	Ancor Capital	~	••			~~								
Caregiver Services	Psilos Group	v				~ ~			$\checkmark\checkmark$					
Catapult Learning/SESI	Carlyle Group	√ √							~~		~			
ChanceLight Behavioral	Trimaran Capital Partners	~ ~							~ ~	✓	✓ ✓ ✓			
City Pro Group	Coppermine Capital									~~	~~	$\checkmark\checkmark$,	
Civitas Solutions	Public									~~		~~	√	
Community Intervention	HIG Growth												$\checkmark\checkmark$	
Continuum Pediatric Nursing	Private	$\checkmark\checkmark$												
Cranial Technologies	Beecken Petty O'Keefe		√ √											
D&S Community	Comvest Investment											$\checkmark\checkmark$		
Discovery Practice Managem.														~~
Dungarvin	Private									✓		$\checkmark\checkmark$		
Epic Health / PSA Healthcare	Bain, JH Whitney	$\checkmark\checkmark$	$\checkmark\checkmark$	✓		$\checkmark\checkmark$		✓		$\checkmark\checkmark$				
Florida Autism Center	Shore Capital									$\checkmark\checkmark$				
Hopebridge Pediatric	Private			$\checkmark\checkmark$										
Innerchange	Cressey & Co.													~~
Invo Healthcare	The Wicks Group				$\checkmark\checkmark$				~~	✓				
KidMed	Private						√ √							
Maxim Healthcare	Private	$\checkmark\checkmark$					√							
NuMotion	Audax Group							$\checkmark\checkmark$						
Pediatric HealthChoice	Clearview Capital					√ √								
Pediatric Home Healthcare	Private	√√												
Pediatric Specialty Care	Post Acute Partners					√ √								
Pediatric Therapy Associates														
Pediatric Therapy Services	Shore Capital				~~									
PM Pediatrics	Scopia Management						√ √							
Premier Healthcare Services	Private	√ √	✓											
Premier Kids Care	Warwick Group							$\checkmark\checkmark$						
Promptcare	Halifax Group							VV						
Res-Care	Onex								√ √			~~	✓	
Sequel Youth	Alaris Royalty											~~	· ·	
Sunny Days	Private		~	1						✓	~	• •	•	
Thrive Pediatric Special	Private	~~	•	•						•	••			
	MTS Health	• •								√ √				
Trumpet Behavioral						~				 √√		√ √	$\checkmark\checkmark$	~~
U.S. Community Behavioral	Bregal Partners					* *				• •		v v	v v	~ ~ ~
√ = Some Activity														

✓ = Some Activity

✓✓ = Substantial Activity and/or Primary Focus



Pediatric Home Care Overview

Size (est.): \$6-7 billion

Patients Served: >500,000

Growth Perception: Medium

Fragmentation: High

PEG Activity: Medium

M&A Activity: Medium

Sample of Leading Participants



BAYADA Home Health Care

Cepic psahealthcare



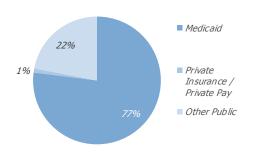


Segment in a Nutshell: Pediatric Home Health

Summary Company Value Drivers

- Typical caregivers: nurses with experience in neonatal intensive care ("NICU") or pediatric intensive care unit ("PICU")
- Extended care High activity leads to potential high cost per patient
- Approximately \$10,000 per patient
- Wide range: low of \$70 to high of >\$100,000

Payer Mix



- Most common diagnoses (represent 15% of pediatric home health population):
 - Cerebral palsy
 - Developmental delay
 - Failure to thrive
 - Preterm birth
- Pediatric home health demand driven by:
 - Increased survival of preterm infants, trauma patients, and those treated in PICUs
 - Medical and surgical treatment advances
 - Simplification of life-sustaining equipment
 - Family preferences for home vs. hospital care
 - Cost-containment pressures to limit/avoid hospital stays

Segment in a Nutshell : PPEC

Overview

- PPEC is a program of center-based care staffed by nurses, caregivers, and therapists providing continual nursing and therapy needs to children with special medical needs
- Services include day healthcare, developmental planning and interventions, therapies, case management, and parent support and education
- Alternative to in-home nursing for children with complex medical needs
- Care can extend up to 12 hours and is typically provided on weekdays
- The primary payers for these services is Medicaid and managed care

Advantages

 Acute illnesses and chronic conditions are treated in a lower cost setting versus hospital intensive care units

- Center-based treatment reduces hospitalization and interruption in the child's treatment program
- PPECs provide parents with respite and the ability to go to work

Services

- Skilled nursing
- Respiratory care
- Developmental and educational programs
- Nutrition
- Occupational, physical and speech / language therapy
- Social services
- Recreation
- Transportation
- Access to medical care and physician





Sample Pediatric and EI Services

SUNNY

DAYS, INC.

Speech-language pathology

Audiology services

Interpreting services

Psychological services

Physical therapy

Occupational therapy

Recreation therapy

Early identification and assessment

Counseling services

Orientation and mobility services

Medical services

School health and school nurse services

Social work services

Parent counseling and training

Rehabilitation services

Transportation, including specialized equipment



Segment in a Nutshell : Pediatric Therapy

Overview

- Core pediatric therapy services include:
 - Speech and language therapy
 - Occupational therapy
- Physical therapy
- Primary payers include:
 - Medicaid
 - Managed Medicaid
 - Commercial
 - Self pay
- Treatment settings include:
 - Outpatient clinics
 - Homes
 - Day health centers
 - Schools

Pediatric Conditions Served

- Occupational and physical therapists work with children with a variety of conditions, including:
 - Premature birth

politically protected

center-based economic model

therapy providers to date

Congenital anomalies

Neurological disorders

Neuromuscular disease

Prenatal drug exposure

Autism spectrum disorders

Difficulty with handwriting

Highly fragmented; very few platforms

Emphasis on outpatient clinic settings -

Pediatric care reimbursement tends to be

Little integration with adult physical

Related Services

Early Intervention

Industry Observations

Autism

Sensory processing difficulties

Challenging behavior and socialization

Segment in a Nutshell: Early Intervention

Provided to children with hearing, speech, visual, and orthopedic impairments, mental retardation, autism, traumatic brain injury, and severe emotional disturbances

- Infants and toddlers (0 2 years old)
- Pre-school (3 5 years old)
- School age (5 18 years old)

Significant clinical and political support behind importance of early intervention care, as evidenced by breadth of Federal and state programs

- Substantial breadth of services
- Broad eligibility

Individuals with Disabilities Education Act (IDEA)

- Federal law that mandates how states provide special education services to children with disabilities
- FY2013 Federal budget appropriated more than \$12 billion in state grants under IDEA
- Funds distributed via state grant programs
- Nearly 7 million children receiving care under IDEA

Treatment plan based on IEP including frequency, duration and location of services

Children Receiving Early Intervention Services

	U.S.	% of Population	% Growth from 2005
Ages 0 - 2	342,389	2.8%	16.5%
Ages 3 - 5	734,692	6.0%	5.1%
Ages 3 - 21	6,552,766	[]	(2.5%)

Source: U.S. Office of Special Education Programs

Anxiety disorders – affect 11-42% of

of children with autism and 26% of

Bipolar disorder – 6-27% of the

Premature Death: the average lifespan of

someone with autism was approximately

half that of the general population - an

In addition to the aforementioned co-

morbidities, many people with autism have

High risk of intellectual disabilities,

with nearly a third of children with autism

testing as having an intellectual disability

and nearly a quarter testing as having a

Children with autism also present self-

injurious behavior at a higher rate than

borderline intellectual disability

average of 36 versus 72 years

additional challenges including:

their peers

Depression – affects an estimated 7%

Schizophrenia – 4-35% of the patient

the patient population

adults with autism

patient population

population

Three Types of Autism Spectrum Disorders

 Autistic Disorder ("classic" autism): People with autistic disorder usually have significant language delays, social and communication challenges and unusual behaviors / interests. Most people with autistic disorder also have intellectual disability

 Asperger Syndrome: People with Asperger syndrome usually have milder symptoms of autistic disorder. They may have social challenges and unusual behaviors and interests. Individuals generally don't have problems with language/intellectual disability

 Pervasive Development Disorder ("atypical autism"): People with atypical autism usually have fewer and milder symptoms than those with autistic disorder. The symptoms might cause only social and communication challenges

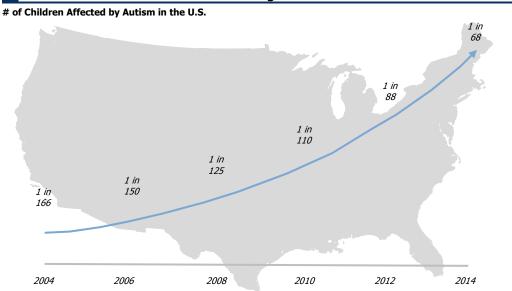
Featured Segment: Autism Therapy

Typical Co-Morbidities with Autism The majority of patients with autism experience one or more of the following comorbidities that require additional treatment:

- **Epilepsy: 20-33%** of individuals with autism also have epilepsy, compared to 1-2% of general population, and is most common in patients who also have an intellectual disability
- Gastrointestinal Disorder: children with autism are 8x more likely to suffer from one or more chronic GI problems
- Disrupted Sleep: 50-80% of individuals with autism also suffer from one or more chronic sleep problems
- Feeding / Eating Issues: 70% of children on the autism spectrum have feeding and/or eating problems; 36% of these had problems classified as "severe"
- Mental Health: 54-70% of individuals with autism also have one or more other mental health conditions such as:
 - ADHD affects **30-61%** of the patient populations

Source: Autism Speaks, Three Types of ASD, Common Challenges, Autism Prevalence

Autism Prevalence Continues to Surge



Source: Autism Speaks

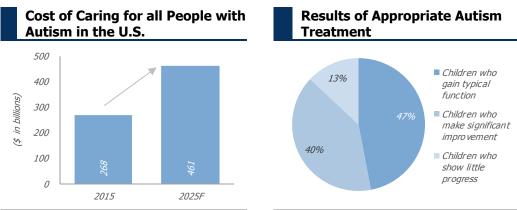


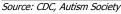
Global Healthcare Group

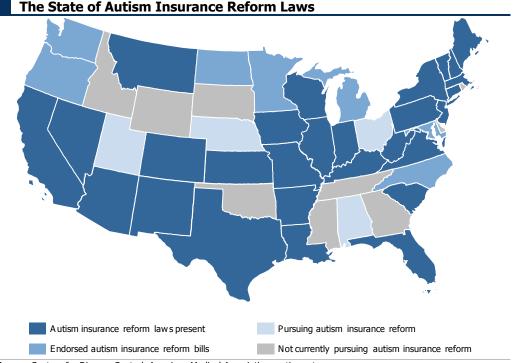
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Key Autism Facts

- Autism affects more than 70 million people worldwide
- Boys are nearly 5x more likely than girls to have autism
- Typical patient age range under treatment: 2 ¹/₂ years into adulthood
- The cost of autism across a lifetime averages \$1.4 to \$2.4 million, with costs increasing when an individual has intellectual disability
- An estimated 50,000 teens age out of school-based autism services each year
- 1/3 of people with autism are nonverbal
- Nearly 1/2 of those with autism wander or bolt from safety
- Only 1% of autism research funding went to the study of life span issues







Source: Centers for Disease Control, American Medical Association, autismvotes.org

Screening and Diagnosis

Research has found that ASD can sometimes be detected at 18 months or younger; by age 2, a diagnosis can be considered very reliable.

Diagnosis of ASD involves two steps: (i) developmental screening (ii) comprehensive diagnostic evaluation.

- Developmental screening is a short test to tell if children are learning basic skills when they should, or if they have delays
- Comprehensive diagnostic evaluation is a thorough review of a child's behavior and development and includes interviewing the parents; the evaluation often includes hearing and vision screening, genetic testing and neurological testing

Treatment

The most effective treatment available today are applied behavioral analysis (ABA) and occupational, speech and physical therapy

Cost of lifelong care can decrease by 2/3 with early diagnosis; it costs ${\sim}\$60,000/{year}$ to care for someone with autism

Increasing pressure on legislators to increase funding for autism healthcare services

- 31 states currently have laws that require insurers to provide coverage for autism treatment; many other states are actively pursuing an autism insurance reform
- The state laws enable individuals with autism to receive insurance coverage for screening, diagnosis and treatment



M&A Themes

The table below measures the recent investment and M&A activity and interest in a variety of pediatric and youth/adolescent segments and provides our picture of where transactional activity will continue to be focused. Additional color points include:

- We have seen a ramp-up in pediatric home health and related deals since 2014, with platform deals doubling since 2012. Since mid-2014, we cite such deals as Loving Care's sale to Epic Health, PSA Healthcare to J.H. Whitney, Accurate Home to Generation Growth. Pediatria to Epic Health, the acquisition of Epic Health by Bain Capital and the merger of Epic and PSA to form Aveanna, with Bain and JH Whitney being core owners.
- We have also observed increased activity in pediatric-focused medical equipment and products areas. Note Epic's acquisitions of Option 1 Nutrition

and Medco as all as Halifax Group's purchase of Promptcare Companies.

- M&A activity in youth and adolescent behavioral is equally strong, with numerous investments having been made in such arenas as eating disorders, autism, early intervention and intellectual development, with treatment of substance abuse disorders in youths and college students not far behind.
- A myriad of pediatric medical care segments, particularly in outpatient and community based settings, are also receiving good attention. Such segments include PPEC (prescribed pediatric extended care) - note Epic Health's purchase of Pediatria -pediatric dental services, and pediatricfocused therapies (e.g, note Beecken Petty's recent purchase of Cranial Technologies from Cortec Group).

Selected Pediatric to Young Adult Alternate Site Services Deals

Est. Target Revenue						
Date	Target	(\$ in millions)	Acquirer	Primary Classification		
Mid 2017	Pediatric Gastroenterology Associates	NA	Gastro Health	Physician Practice		
Mid 2017	Child Adolescent Treatment	NA	Lake Shore Behavioral	Behavioral Pediatric		
Mid 2017	Cranial Technologies	\$40	Beecken Petty O'Keefe & Company	Pediatric Therapy / Special Orthotics		
Mid 2017	The Columbus Organization	NA	HealthEdge Investment Partners	Special Needs		
Early 2017	Sequel Youth and Family Services	\$320	Global Partner Acquisit ion Corp.	Special Needs		
Early 2017	Trumpet Behavioral	\$40	MTS Health / Oaktree	Autism / ABA		
Early 2017	PromptCare Companies, Inc.	NA	The Halifax Group	Pediatric Equipment		
Early 2017	Invo Healthcare Associates	NA	The Wicks Group of Companies	Autism		
Late 2016	Proof Positive ABA Therapies	NA	Autism Learning Partners	Autism / ABA		
Late 2016	Dentistry for Children	NA	Cressey & Company	Pediatric Dental		
Late 2016	Epic Health Services (Bain)	\$1,000	PSA Healthcare (Whitney)	Pediatric Home Health		
Late 2016	Epic Health Services	\$700	Bain Capital	Pediatric Home Health		
Late 2016	Pediatria	\$50	Epic Health Services	PPEC		
Late 2016	Professional Pediatric Home & Reach	\$40	PSA Healthcare	Pediatric Home Health		
Mid 2016	The Center for Autism and Dyslexia	NA	Cat apult Learning	Special Ed / Autism		
Mid 2016	Patterns Behavioral Services	NA	The SAILS Group	Autism		
Mid 2016	Ed Supports	NA	Ben Klein	Diverse Behavioral		
Mid 2016	Autism Behavioral	NA	CARD	Autism / ABA		
Mid 2016	ACI Support	NA	Dungarvin	ID / DD		
Mid 2016	CATS	NA	LakeShore Behavioral	Mental Health		
Mid 2016	Children's Emergency Services	NA	Team Health	Pediatric Urgent Care		
Mid 2016	Pediatric Special Care	NA	Epic Health Services, Inc.	Pediatric Home Health		
Mid 2016	AlphaVista Services	NA	Pediatric Therapy Services	Pediatric Therapy		
Mid 2016	Rehabilitation Associates	NA	Epic Health Services	Pediatric Therapy		
Mid 2016	Children's Eye Care of North Texas	NA	Mednax	Pediatric Ophthalmology		
Mid 2016	Care Resources	NA	Epic Health Services, Inc.	Pediatric Therapy		
Early 2016	Blue Horizon	NA	Advanced Recovery	Eating Disorder		
Early 2016	Progressus Therapy	\$40	Invo Healthcare Associates	Special Ed, Early Intervention		
Early 2016	Care Unlimited	NA	PSA Healthcare	Pediatric Home Health		



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Late 2015	The Embracing Autism, Transitions Program	NA	Dungarvin Ohio	Special Ed / Autism
Late 2015	AdvoServ	NA	Wellspring Capital Management	Behavioral Pediatric
Late 2015	HomeFirst Healthcare Services	NA	Epic Health Services, Inc.	Pediatric Home Health
Late 2015	Option 1 Nutrition Solutions	NA	Epic Health Services, Inc.	Pediatric Products
Late 2015	Medco Medical Supply	NA	Epics Health Services, Inc.	Pediatric Products
Late 2015	Florida Autism Center	NA	Shore Capital Partners	Behavioral Pediatric
Late 2015	Specialized Education Services, Inc.	NA	Cat apult Learning, LLC	Pediatric Therapy / Special Needs
Late 2015	Sage Care Therapy	NA	ChanceLight Behavioral Health	Pediatric Therapy
Mid 2015	Futures Therapy	<\$10	Community Intervention	Autism / ABA
Mid 2015	The Ranch at Dove Tree	<\$10	Summit Behavioral Healthcare, LLC	Collegiate Substance Abuse
Early 2015	Diabeter	NA	Medtronic plc	Pediatric DM/Outpatient
Early 2015	PSA Healthcare	>\$200	J.H. Whitney & Co., LLC	Pediatric Home Health
Early 2015	Clarity Service Group, LLC	NÁ	Epic Health Services, Inc.	Pediatric Therapy / Special Needs
Early 2015	Exceptional Home Care	>\$10	Jordan Health Services	Pediatric Home Health
Early 2015	Loving Care Agency, Inc.	>\$100	Epic Health Services, Inc.	Pediatric Home Health
ate 2014	Nurses to Go, LLC	NA	Epic Health Services, Inc.	Pediatric Home Health
ate 2014	McCallum Place Eating Disorder Centers	NA	Acadia Healthcare Company, Inc.	Eating Disorder
1id 2014	Home Health Services of Texas, Inc.	NA	National Nursing & Rehab	Pediatric Home Health
1id 2014	Accurate Home Health	>\$50	Generation Growth	Pediatric Home Health
4id 2014	Children's Support Solutions	NÁ	Morneau Shepell Inc. (TSX:MSI)	Pediatric Therapy
4id 2014	Cumberland Therapy Services, Inc.	NA	Shore Capital Partners	Pediatric Therapy / Special Needs
4id 2014	AthletiCo Ltd.	NA	Harvest Partners	Pediatric Therapy
Early 2014	PM Pediatrics Management Group LLC	NA	Scopia Capital Management	Pediatric Urgent Care
ate 2013	Oliver-Pyatt Centers	NA	Monte Nido & Affiliates, LLC	Eating Disorder
ate 2013	Autism Intervention Specialists, LLC	NA	Pacific Child & Family Associates, LLC	Pediatric Therapy
4id 2013	U.S. Community Behavioral	NA	Bregal Investments Inc.	Behavioral
Early 2013	The Children's Secret Garden	NA	Child Health Holdings	PPEC
Early 2013	Pediatric Radiology of America	NA	Aris Teleradiology	Pediatric Radiology
Early 2013	Family Behavioral Resources	>\$30	South Bay Mental Health Center	Behavioral
Early 2013	Kids Care Dental Group	NÁ	Sterling Partners	Dental
Early 2013	Access Family Services	NA	South Bay Mental Health Center	Behavioral
ate 2012	Sante Pediatric	\$25-50	Epic Health Services	Pediatric Therapy
ate 2012	Interim Healthcare	ND	The Halifax Group	X
4id 2012	Urgent Care for Kids	NA	HealthCap Partners	Pediatric Urgent Care
4id 2012	South Bay Mental Health Center	NA	H.I.G. Grow th Partners	Behavioral
4id 2012	Hesley North	NA	Bowmark Capital	Special Needs / Autism
Early 2012	Progressus Therapy	NA	Sterling Partners	Pediatric Therapy
ate 2011	Cranial Technologies	NA	Cortec Group	Plagiocephaly Therapy
ate 2011	InnerChange	NA	Cressey & Company	Behavioral



Global Industry Groups

Aerospace & Defense Automotive & Truck Building & Infrastructure Business Services Chemicals Consumer Distribution Electronics Energy & Power Financial Institutions Food & Beverage Healthcare Industrials Packaging Technology & Media

Global Locations

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