

Specialty

Focus

Urology

Q3 2021 Acquisition Activity and Outlook

# Urology Practice Acquisitions Fall to a Six Month Low. Is a Q4 Rebound In Process?

The third quarter of 2021 did not have any major reported urology practice acquisitions, coming down from the peak activity in Q1. The latest deal closed in May, when Genesis Healthcare Partners inked a platform partnership with Triton Pacific Capital Partners to form Urology Partners of America (UPA). UPA includes thirty-four physicians serving fifteen locations in the greater San Diego area. Urology Partners of America seeks to grow their platform to include over two hundred physicians over the next few years. While Urology acquisition activity has been quiet over the past six months, we may see an increase of deal announcements in the fourth quarter of 2021.

#### Eric J. Yetter

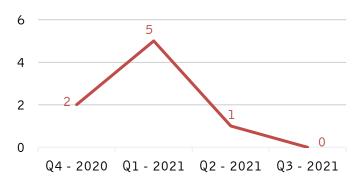
Managing Director and Healthcare Team Leader (615) 477-4741 eric.yetter@focusbankers.com

J. Andrew Snyder
Managing Director
(615) 319-3233
andy.snyder@focusbankers.com

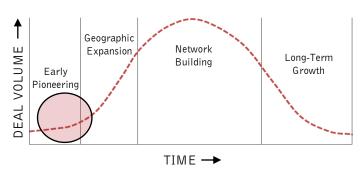
We are monitoring these developments closely to see if the consolidation can make the important move from Early Pioneering to the Geographic Expansion phase and create greater opportunity for physician sellers.

Current legislation suggests a capital gains tax hike to 25% (plus a 3.8% Medicare surtax) in the near future, which remains favorable to sellers compared to historical rates.

## 12-Month Quarterly Acquisition Trend



## PE Consolidation Lifecycle Positioning



# Notable Deals in Q3 2021

Buyer	Practice	State	MDs	Date
	There Were No Reported Urology Deals in Q3 2021			



## Urology – Q3 2021 Acquisition Activity and Outlook

#### www.focusbankers.com

#### Legal Disclaimer/Other Disclosures

This report is for informational purposes only and does not constitute an offer, invitation, solicitation, or recommendation to buy, sell, subscribe for, or issue any securities and shall not form the basis of any contract with FOCUS Investment Banking, LLC. This report was prepared exclusively for the benefit and internal use of the person or company to whom it is directly addressed and delivered (including such recipient's subsidiaries, the "Company") in order to assist the Company in evaluating, on a preliminary basis, the feasibility of a possible transaction or transactions and does not carry any right of publication or disclosure, in whole or in part, to any other party. This report is for discussion purposes only and is incomplete without reference to, and should be viewed solely in conjunction with, the oral briefing provided by FOCUS Investment Banking, LLC ("FOCUS"). Neither this report nor any of its contents may be used for any other purpose without the prior written consent of FOCUS.

The information in this report is based upon FOCUS estimates and reflects prevailing conditions and our views as of this date, all of which are accordingly subject to change. In preparing this report, we have relied upon and assumed, without independent verification, the accuracy and completeness of information available from public sources. In addition, our analyses are not and do not purport to be appraisals of the assets, stock, or business of the Company or any other entity. FOCUS makes no representations as to the actual value which may be received in connection with a transaction or the legal, tax or accounting effects of consummating a transaction. FOCUS does not render legal or tax advice, and the information contained in this communication should not be regarded as such. The information in this report does not take into account the effects of a possible transaction (or transactions) involving an actual or potential change of control, which may have significant valuation and other effects. The information in this report is confidential.

If you are not the intended recipient or an authorized representative of the intended recipient, you are hereby notified that any review, dissemination or copying of this report is prohibited.

## Copyright Notice

The contents of this paper, including (but not limited to) all written material, images, analysis, and graphics, are protected under international copyright and trademark laws. You may not copy, publish, reproduce, broadcast, modify, reprint, transmit or distribute any material from this paper or pdf in whole or in part without the express written permission of FOCUS.