

Specialty Gastroenterology

Focus Q4 2021 Acquisition Activity and Outlook

A Flurry of Seven Gastroenterology Transactions Closed at Year-End, Boosting the Busy Quarter to 15 Acquisitions

The fourth quarter of 2021 delivered fifteen reported gastroenterology practice acquisitions, continuing a steady level of M&A activity throughout the year. United Digestive, a portfolio company of Frazier Healthcare Partners, announced four substantial acquisitions in the quarter, including DeKalb Gastroenterology Associates in Georgia. United Digestive now represents twenty-three ASCs and two hundred providers throughout Georgia, Florida, North Carolina, and South Carolina. In October, Gastro Health, backed by OMERS Private Equity, expanded its presence in Ohio, announcing a partnership with Gastro-Intestinal Associates, Inc. The deal includes an ASC – The Endoscopy

Eric J. Yetter

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

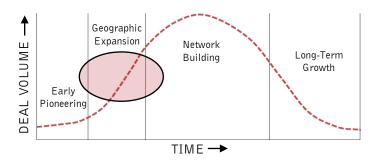
J. Andrew Snyder Managing Director (615) 319-3233 andy.snyder@focusbankers.com

Center of West Central Ohio. Also in October, GI Alliance, backed by Waud Capital Partners, announced a partnership with Gastroenterology Associates of Florida. The practice includes eight physicians serving the greater Palm Beach area. GI Alliance landed the largest deal of the quarter at year-end with the acquisition of Washington Gastroenterology, which includes thirty-one physicians, seventeen clinics, seven ASCs, and three infusion centers. GI Alliance now represents more than six hundred gastroenterologists across eleven states. Within gastroenterology, we expect strong M&A activity to carry into 2022 as platforms seek acquisitive growth before future recapitalizations.

12-Month Quarterly Acquisition Trend



PE Consolidation Lifecycle Positioning



Notable Deals in Q4 2021

Buyer	Practice	State	MDs	Date
Gastro Health	Gastro-Intestinal Associates, Inc.	ОH	6	10/1/21
GI Alliance	Gastroenterology Associates of Florida	FL	8	10/11/21
United Digestive	DeKalb Gastroenterology Associates	GA	6	11/2/21
GI Alliance	Washington Gastroenterology	WA	31	12/31/21



Gastroenterology – Q4 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.

Copyright © 2022 FOCUS Investment Banking LLC.

3353 Peachtree Road, NE | Suite 1160 | Atlanta, GA 30326