

## THE RETINA EYE CENTER CASE STUDY

The Retina Eye Center has been acquired by Retina Consultants of America

### OBJECTIVES & CUSTOMIZED PROCESS

FOCUS assisted The Retina Eye Center ("TREC"), in its sale to Retina Consultants of America ("RCA"). This partnership breaks ground for RCA in Georgia and expands its footprint in the region to 14 physicians.

TREC's owners, Drs. Randy Dhaliwal and Oksana Demediuk knew they wanted to explore a large ophthalmology group partnership. They had been approached by several buyer groups but wanted professional assistance with both a) choosing the right partner, and b) getting the best transaction terms possible. They hired Eric Yetter and Andy Snyder of FOCUS Investment Banking, who have previously represented ophthalmologists in many private equity transactions.

FOCUS completed diligence on TREC, produced marketing materials, and conducted a competitive process among the private equity buyer set. After reviewing multiple offers, Drs. Dhaliwal and Demediuk settled on Retina Consultants of America as their ideal partner. FOCUS negotiated the final letter of intent and worked closely with TREC's attorneys to complete diligence and close the deal.

"We really enjoyed working with Drs. Dhaliwal and Demediuk and are very pleased with this outcome," commented Andy Snyder, Managing Director at FOCUS Investment Banking. "This was a smooth process with great transaction terms, and at the finish line, our client has tremendous confidence in their future with RCA. That's what we seek to deliver to every seller we work with."



**Targeted  
Outreach**



**Multiple Offers**



**Due Diligence  
& Document  
Negotiations**



**Successful Closing**

### NEXT STEPS

FOCUS Investment Banking offers an investment banking process designed to deliver great outcomes to clients embarking on the most important and complex transactions of their lives.

To learn more about our Healthcare investment banking services or to discuss your specific situation with no obligation please feel free to call:

**Eric Yetter**  
Managing Director  
Healthcare Team Leader  
Direct: 615-477-4741

**Andy Snyder**  
Managing Director  
Direct: 615-319-3233

We are happy to share our knowledge and help you understand your options. All conversations are strictly confidential.

\*These testimonials may not be representative of the experience of all clients; testimonials are not a guarantee of future performance or success.



*This announcement appears  
as a matter of record only.*

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The undersigned initiated this transaction,  
assisted in the negotiations, and acted as  
financial advisor to The Retina Eye Center.

**FOCUS**  
Investment Banking

### Sell-Side Transaction Info EBITDA & Revenue are not disclosed

### CLIENT VOICE

"After committing to our decision to partner our thriving medical/surgical practice with a private equity entity, we were introduced to FOCUS to represent us to multiple potential equity groups and then to advocate on our behalf after making our final decision. We couldn't have been happier with the vigor with which our FOCUS Banking representatives negotiated on our behalf and kept our thoughts clear during more difficult times in the closing process. They helped us find a perfect fit to partner with, represented our interests in a very professional but firm manner, and projected to both parties a spirit of goodwill that left us all happy with the successful outcome. We look forward to seeing a continuation and growth in the enterprise that we had dedicated three decades of our lives towards."

**Dr. Randy Dhaliwal, MD**  
TREC, Co-Owner