

FOCUS Investment Banking Represents The Retina Eye Center in its Sale to Retina Consultants of America

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Investment Banking

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

The Retina Eye Center

has been acquired by



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

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Washington, DC, (August 17, 2022) – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture, and corporate finance services, announced today that [The Retina Eye Center](#) (TREC), with two locations in Augusta, Georgia and Aiken, South Carolina, has been acquired by [Retina Consultants of America](#) (RCA), a comprehensive physician management services organization.

This partnership breaks ground for RCA in Georgia and expands its footprint in the region to 14 physicians. FOCUS Managing Directors Eric Yetter and Andy Snyder advised TREC in this transaction. They are among the most active advisors to ophthalmologists in transactions with private equity-backed organizations.

TREC is led by Dr. Randy Dhaliwal, MD, and Dr. Oksana Demediuk, MD, who are two of the most highly regarded vitreoretinal physicians in the southeastern U.S. TREC’s services range from retinal diagnostic and laser treatments to retinal microsurgery. The practice specializes in laser photocoagulation, vitrectomy, retinal detachment repair, and repair and reconstruction of ocular injuries and eye trauma. TREC is a referral-based practice that has provided world-class medical and surgical treatment of retinal disease for over 28 years.

“Drs. Demediuk and Dhaliwal have provided expert medical and surgical care within the Augusta and Aiken communities for over 25 years, and we look forward to collaborating with them on education and research while expanding coverage in our region, furthering our mission to bring the highest level of medical surgical care and innovative treatments for our patients,” said W. Lloyd Clark, MD, physician at Palmetto

Retina Center and RCA Medical Leadership Board Member.

The addition of TREC furthers RCA’s goal of providing the highest quality retinal care to patients across the United States. Formed by Webster Equity Partners and based in Southlake, Texas, RCA partners with leading retina specialists nationwide who seek a strategic partner with the capital resources and expertise to invest in their practice infrastructure and position them for continued growth in their markets. RCA is unique in offering the first horizontal alliance in the eye care field focused solely on retinal care. RCA’s business model enables retina specialists to retain autonomy and ownership, augmented by sharing best practices facilitated through the Medical Leadership Board and executive management support.

“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,” added Dr. Dhaliwal. “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.”

“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.”

About Retina Eye Center

[The Retina Eye Center](#) is a referral-based practice that has provided world-class medical and surgical treatment of retinal disease for over twenty-five years. With fully-equipped offices in both Augusta, Georgia and Aiken, South Carolina, The Retina Eye Center services patients from a large geographic area covering both states. Its physicians are board-certified ophthalmologists that have received additional fellowship training in medical and surgical treatments.

About Retina Consultants of America

[Retina Consultants of America](#) (RCA) is the only network of leading retina specialists focused solely on retinal care with the mission of saving sight and improving patient lives through innovation and the highest quality care. Created by Webster Equity Partners in 2020 and headquartered in Southlake, Texas, RCA operates in more than 165 locations in 18 states, including California, Colorado, Florida, Georgia, Indiana, Kansas, Kentucky, Minnesota, Mississippi, Missouri, New York, North Carolina, South Carolina, South Dakota, Tennessee, Texas, Utah and Washington. RCA’s physician-led practices use their collective voice to shape the future of retinal treatments and share operational and medical knowledge that ensures a high standard of care for patients and practices.

About FOCUS Investment Banking (“FOCUS”)

With more than three decades of experience, [FOCUS Investment Banking](#) is a trusted name in middle market M&A advisory services worldwide. Whether helping to sell, buy, or raise capital, FOCUS strives to maximize the value of every transaction for the benefit of its clients.

FOCUS has provided M&A advisory and corporate finance services to leading healthcare companies since 1982, leveraging years of operating and transactional experience to personally manage client engagements from initial consultation to closing. Its healthcare services team has advised on 12 medical and ambulatory surgery center transactions since 2019.

Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered Broker Dealer member FINRA/SIPC.

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



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