

Available for Acquisition #220102

CRT Equipment Distributor & Service Provider

ACT Capital Advisors is pleased to offer for acquisition a company that focuses on the design and delivery of customized complex rehab technology equipment – manual and power wheelchairs – to skilled nursing facility clients. Founded in 2019, the Company has experienced high growth, capturing approximately 60% of its state's skilled nursing facility (SNF) market during COVID and increasing revenue 10-fold. The Company has developed numerous proprietary software programs and operational models innovating many aspects of the traditional CRT service in the SNF market. To date, the Company has closed 100% of its sales opportunities.

Investment Highlights

- **Strong Industry Relationships.** The Company develops relationships at the top of the SNF org chart with owners and business operators, instead of relying exclusively on the traditional industry handshake arrangements with therapists.
- **Streamlined Order Fulfillment.** The Company delivers customized manual wheelchairs within 10 days of a patient evaluation versus competitors who typically take an average of 10 weeks, resulting in improved patient care and higher earnings for caregiver customers.
- **Superior SNF Knowledge.** The Company has a better understanding of the mechanisms influencing its customer's reimbursement revenue due to knowledge of state Medicaid systems. This resulted in the development of proprietary applications to streamline the procedures used by SNF customers to evaluate and treat wheelchair candidates.
- **Positive Industry Trends.** Historically, the typical in-state SNF generated 2 wheelchair orders per month. During the pandemic, that rate dropped more than 50%. Therefore, the Company should realize 50% revenue growth over the next 24 months from its current base of customers.

Growth Opportunities

- **National Expansion.** The Company is poised to expand its services to states with similar reimbursement models, representing a 28x opportunity.
- **Current State Expansion.** The Company can quadruple its business in its state alone due to the current number of untapped SNFs and ongoing post-COVID census increases.
- **Discharge Referrals.** The Company can begin accepting the discharge referrals routinely generated by every SNF.
- **New Channel & Product Development.** The Company can expand into pediatric wheelchairs, rentals, & wound supplies.

100% Sales Close Rate

10X Faster Delivery



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Summary Financial Information

	2020	2021	2022E	2023E
Sales	\$2.33M	\$4.30M	\$7.08M	\$10.12M
Net Income	\$0.29M	\$1.03M	\$2.20M	\$3.14M
EBITDA (adj.)	\$0.33M	\$1.09M	\$2.37M	\$3.39M

Contact Information

For more information, please contact:

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Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).

NDA and CIM requests should be submitted to:



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