



Project Sight: \$5.5 million Acquisition Financing

Executive Summary & Request

Rush Street Capital has been engaged by a private equity sponsor for the purchase of Project Sight. Project Sight is the acquisition of East Coast-based eye care and surgery centers, the Buyer is seeking \$5.5 million in financing for the acquisition. The Buyer has equity committed for the transaction.

Project Sight generated \$15.5 million of revenue, and \$1.54 million of Adjusted EBITDA on a TTM basis through March 2018. At a purchase price of \$7.5 million, the company is being acquired for a 4.8x multiple. The financing request translates to a projected closing leverage of 3.57x based on TTM March 2018 EBITDA.

A regional accounting firm has completed a standard Quality of Earnings (QofE) report on the target company. The Buyer of Project Sight is seeking to leverage his experience in ophthalmology and expertise in managing organizations to build out a network of highly profitable ophthalmologist practices. All current ophthalmologists and optometrists will continue at the practice post transaction.

Background Information

Project Sight is a network of East Coast-based eye care and surgery centers. The buyer will form a Medical Service Organization out of the existing infrastructure to reduce cost and drive efficiencies at the practices. There are medical 16 providers in the organization, a healthy mix of optometrists and ophthalmologists. The Company has 13 locations in a concentrated area on the East Coast.

Project Sight's patient base is large and growing with an average of 50,000 patients seen per year. The Company has a large market to grown into and expects to see an increased number of patients as a result of i.) an aging population, ii.) prevalence of eye disease, iii.) and the necessity for care. Given these factors, the Company plans to grow in its current market by bringing on additional physicians and acquiring a standalone surgery center.

The new ownership group is seeking a financial partner who can provide flexible acquisition financing for a new ophthalmology platform under guidance of a Sponsor with experience in the space.