

Anesthesiology Practice Acquisitions

Record Deal Activity in 2013 Due to Demand from Practice Acquirers Who were the most active acquirers in the past year?

Now that 2013 has come to a close and the implementation of Obamacare is upon us, the pace of anesthesiology practice acquisition activity continues at record levels. With more than ten well-capitalized buyers of anesthesiology practices actively pursuing acquisitions, we expect this pace to continue throughout 2014. See the table below for a listing of practice acquisitions that have taken place over the past 13 months. Haverford Healthcare Advisors is in regular contact with at least ten companies that are actively pursuing acquisitions of anesthesiology and pain management practices throughout the U.S. We estimate that these national companies and private-equity firms have invested nearly \$2.0 billion to acquire anesthesiology and pain management practices over the past five years.

American Anesthesiology (Mednax) has been the most active acquirer in recent months, followed by U.S. Anesthesia Partners. Other active acquirers in 2013 include NAPA,

Prospira PainCare, TeamHealth and Sheridan. Haverford projects the current level of transaction activity to continue for at least the next 18 to 24 months.

Acquirer	Deals
1. American Anesthesiology (Mednax)	9
2. U.S. Anesthesia Partners	4
3. No. Amer. Partners in Anes. (NAPA)	3
4. Prospira PainCare Inc.	3
5. TeamHealth Holdings, Inc.	3
6. Sheridan Healthcare, Inc.	3
7. All Others (4)	6
Total Transactions	31

Haverford is a leading advisor to anesthesiology practices in connection with the sale and valuation of their practices. Please contact us for more information. *(Please see reverse.)*

SELECTED ANESTHESIOLOGY & PAIN PRACTICE ACQUISITIONS, December 2012 through December 2013 (\$ millions)

Date	Acquirer	Target	Target State	Target Providers		
				Anes.	Other	Total
1 Dec-12	American Anesthesiology (Mednax, Inc.)	Anesthesiologists Associated, P.C.	TN	34	124	158
2 Dec-12	American Anesthesiology (Mednax, Inc.)	South Oakland Anesthesia Associates	MI	73	-	73
3 Dec-12	North American Partners in Anesthesia (NAPA)	Northeast Anesthesiology	PA	-	-	25
4 Dec-12	North American Partners in Anesthesia (NAPA)	Anesthesiology Solution, LLC	PA	-	-	25
5 Dec-12	U.S. Anesthesia Partners	Certain Assets of Greater Houston Anesthesiology	TX	-	-	400
6 Dec-12	American Anesthesiology (Mednax, Inc.)	Dekalb Anesthesia Associates	GA	13	33	46
7 Dec-12	EmCare (Emergency Medical Services Corp.)	Saint Vincent Anesthesia Medical Group, Inc.	CA	-	-	-
8 Dec-12	EmCare (Emergency Medical Services Corp.)	Golden State Anesthesia Consultants, Inc.	CA	-	-	-
9 Dec-12	National Spine and Pain Centers, LLC	New York Pain Consultants	NY	-	-	-
10 Jan-13	Prospira PainCare Inc.	National Pain Institute	FL	12	5	17
11 Jan-13	TeamHealth Holdings, Inc.	Northern Valley Anesthesiology, PA	NJ	33	-	33
12 Jan-13	Sheridan Healthcare, Inc.	Rahway Anesthesiologists, P.A.	NJ	5	8	13
13 Jan-13	Sheridan Healthcare, Inc.	Select Anesthesia and Pain Mgmt, P.A. & Tri-County Pain Mgmt, P.A.	NJ	-	-	-
14 May-13	North American Partners in Anesthesia (NAPA)	New Jersey Anesthesia Group	NJ	-	-	73
15 May-13	American Anesthesiology (Mednax, Inc.)	Gwinnett Anesthesia Service, P.C.	GA	22	59	81
16 May-13	American Anesthesiology (Mednax, Inc.)	Anesthesia Specialists of Houston, L.L.P.	TX	9	30	39
17 May-13	Resolute Anesthesia Pain Solutions	Broad Anesthesia Associates & Mid-Florida Anesthesia Associates	FL	-	-	-
18 Jun-13	Prospira PainCare Inc.	The Pain Management Center	NJ	2	2	4
19 Jun-13	American Anesthesiology (Mednax, Inc.)	Anesthesia Group of Onondaga PC	NY	20	22	42
20 Aug-13	American Anesthesiology (Mednax, Inc.)	Holston Anesthesia Associates, P.C.	TN	12	-	12
21 Aug-13	PhyMED Holdings, Inc./Anesthesia Med. Group	Lebanon Anesthesia Associates, Ltd. & Leb. Pain Mgmt. Assoc. Inc.	PA	8	14	22
22 Sep-13	American Anesthesiology (Mednax, Inc.)	Northern Westchester Anesthesia Services	NY	16	9	25
23 Sep-13	U.S. Anesthesia Partners	Lake Travis Anesthesiology, PA	TX	-	-	-
24 Oct-13	Prospira PainCare Inc.	Neuro Pain Consultants	MI	8	2	10
25 Nov-13	Sheridan Healthcare, Inc.	Medical Anesthesia Consultants Medical Group, Inc.	CA	100	-	100
26 Nov-13	National Spine and Pain Centers, LLC	Manhattan Spine & Pain Medicine, P.C.	NY	4	2	6
27 Nov-13	TeamHealth Holdings, Inc.	Wolverine Anesthesia Consultants	FL	-	-	60
28 Dec-13	American Anesthesiology (Mednax, Inc.)	Summit Anesthesia Associates, P.A.	NJ	37	8	45
29 Dec-13	U.S. Anesthesia Partners	JLR Medical Group	FL	200	-	200
30 Dec-13	U.S. Anesthesia Partners	Pinnacle Anesthesia	TX	500	-	500
31 Dec-13	TeamHealth Holdings, Inc.	Professional Anesthesia Services, LLP	NE	-	-	-

Source: Information obtained from company press releases, SEC filings and other publicly available sources

Unmatched Anesthesiology Industry Expertise

Haverford Healthcare Advisors is pleased to announce the recent completion of two transaction advisory projects.



has acquired

**Lebanon Anesthesia Associates, Ltd.
and
Lebanon Pain Management Associates, Inc.**
Lebanon, PA

The undersigned initiated this transaction and acted as exclusive financial advisor for The Sellers.



has acquired



Hamilton, NJ

The undersigned initiated this transaction and acted as exclusive financial advisor for The Pain Management Center

Haverford Healthcare Advisors is pleased to announce our role as advisor to Lebanon Anesthesia Associates, Ltd. and Lebanon Pain Management Associates, Inc. (collectively, "LAA") in connection with the sale of LAA to PhyMED Holdings, LLC in August, 2013. Consisting of 8 anesthesiologists who practice as part of an anesthesia care team model that includes 14 employed CRNAs, LAA represents the first Pennsylvania-based practice to join PhyMED, which is based in Nashville, and which is now affiliated with nearly 80 anesthesiologists and over 240 CRNAs.

Haverford Healthcare Advisors is pleased to announce our role as advisor to The Pain Management Center ("PMC") in connection with the sale of PMC to Prospira PainCare, Inc. in April, 2013. Headquartered in Hamilton, NJ, PMC was founded by Adam Sackstein, M.D. and today provides an interdisciplinary pain management approach focused on treating acute, chronic and intractable pain. The acquisition of PMC follows Prospira PainCare's recent acquisitions of three other pain management and treatment centers located in the southeast and western United States.

H A V E R F O R D H E A L T H C A R E A D V I S O R S

*Transaction Advisory and Business Valuation Services
for Healthcare Service Companies*

Haverford Healthcare Advisors specializes in providing transaction advisory and business valuation services to physician practices and healthcare service companies. We have completed hundreds of advisory projects throughout the United States in the healthcare services industry over the past 29 years. To learn more about our firm and our experience, please call or email us, or visit our website: www.haverfordhealthcare.com. We look forward to hearing from you soon.

Christopher Jahnle
Managing Director
cjahnle@haverfordcapital.com
(610) 407-4027

43 Leopard Road, Suite 102
Paoli, PA 19301
Fax: (610) 407-4028
www.haverfordhealthcare.com

Kirk A. Rebane, CFA
Managing Director
krebane@haverfordcapital.com
(610) 407-4023