



NORTH AMERICAN
DERMATOLOGY
M&A Activity and Valuation Trends
Q2 | 2018

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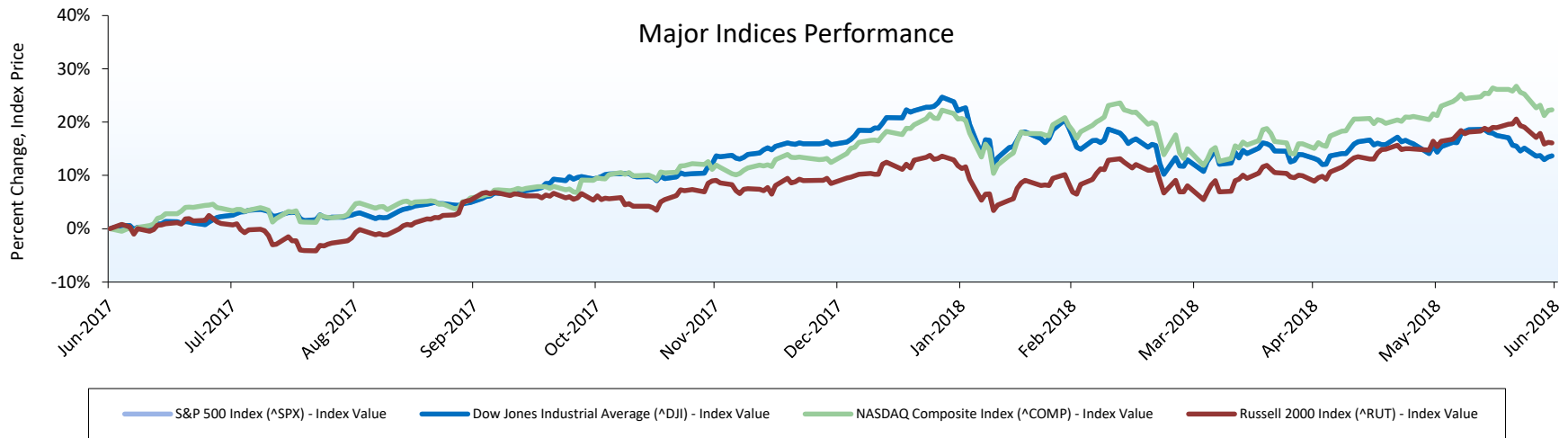
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Economic Indicators

Macroeconomic Overview



Index	As of 09/30/2017	As of 12/31/2017	As of 03/31/2018	As of 06/30/2018
^SPX	2519.36	2673.61	2640.87	2718.37
^COMP	6495.96	6903.39	7063.45	7510.30
^DJI	22405.09	24719.22	24103.11	24271.41
^RUT	1490.86	1535.51	1529.43	1643.07

Major Economic Indicators

Economic Indicator	2013	2014	2015	2016	2017
Real GDP (% change)	2.20%	2.40%	3.00%	2.08%	2.30%
CPI (% change)	1.50%	1.62%	1.90%	2.38%	2.20%
Cons. Spending (% change)	2.40%	2.50%	2.90%	3.10%	3.30%
Nonfarm Productivity	0.90%	0.70%	-2.20%	1.00%	1.50%
Unemployment Rate	7.40%	6.20%	5.80%	4.40%	4.10%

Interest Rates

Interest Rates	09/30/2017	12/31/2017	03/31/2018	06/30/2018
United States Treasury - 2 Year	1.47%	1.89%	2.27%	2.52%
United States Treasury - 5 Year	1.92%	2.20%	2.56%	2.73%
United States Treasury - 10 Year	2.33%	2.40%	2.74%	2.85%
United States Treasury - 30 Year	2.86%	2.74%	2.97%	2.98%
United States Prime Rate	4.25%	4.50%	4.75%	5.00%

Source: Capital IQ, S&P NetAdvantage

Industry Overview

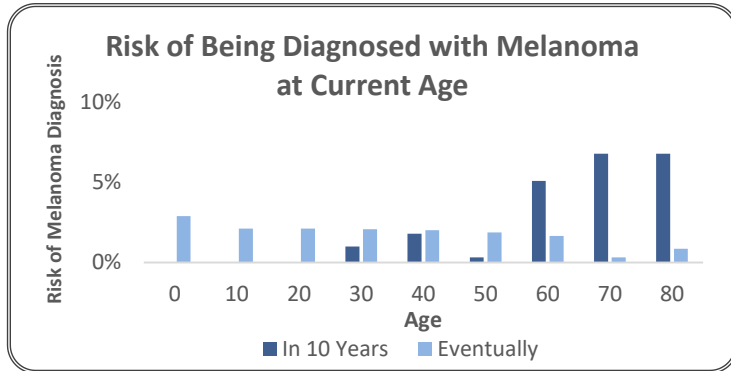
Key Drivers

Trends	Impact
Increase in Skin Cancer Diagnoses	Perhaps the most important drivers in the increase of dermatological procedures are the rise of skin cancer awareness and skin cancer diagnoses. This trend is expected to continue through 2016 with 76,380 new diagnoses projected to occur in 2016 alone, which would be up from 75,000 in 2009.
Market Consolidation	The dermatology industry is highly fragmented and is expected to consolidate due to soaring medical costs. As rising costs reduce profit for services provided by dermatologists, many are looking to leave their practices in favor of multi-physician establishments.
Decreasing Number of Private Practices	Along with higher medical costs discouraging new and current dermatologists to begin or continue solo practices, many are opting to join multi-physician firms to increase focus on their services rather than worry about running a practice.
Aging Populations	With the current population beginning to age, susceptibility to skin cancer has seen a corresponding increase. Cosmetic procedures have also seen a resurgence with an aging population and recovering economy. These factors have and will continue to spur demand in the dermatology sector.
Rising Demand Outpacing the Number of Available Dermatologists	As demand for dermatological procedures increases, the ratio of individuals needing assistance to practicing dermatologists will increase to the point where the high demand cannot be serviced by the static residency training capacity each year.

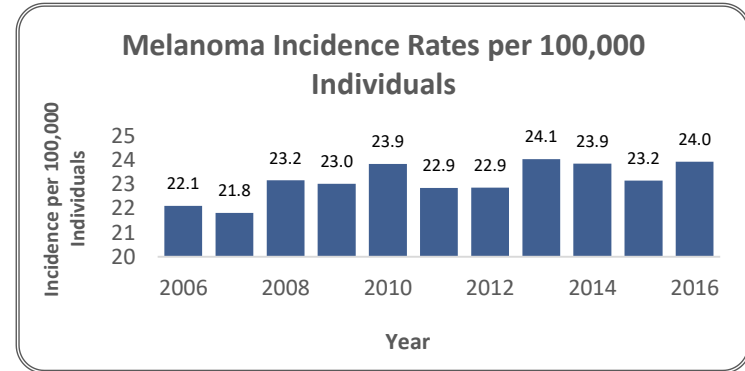
Sources: American Academy of Dermatology, IBIS World

Industry Overview

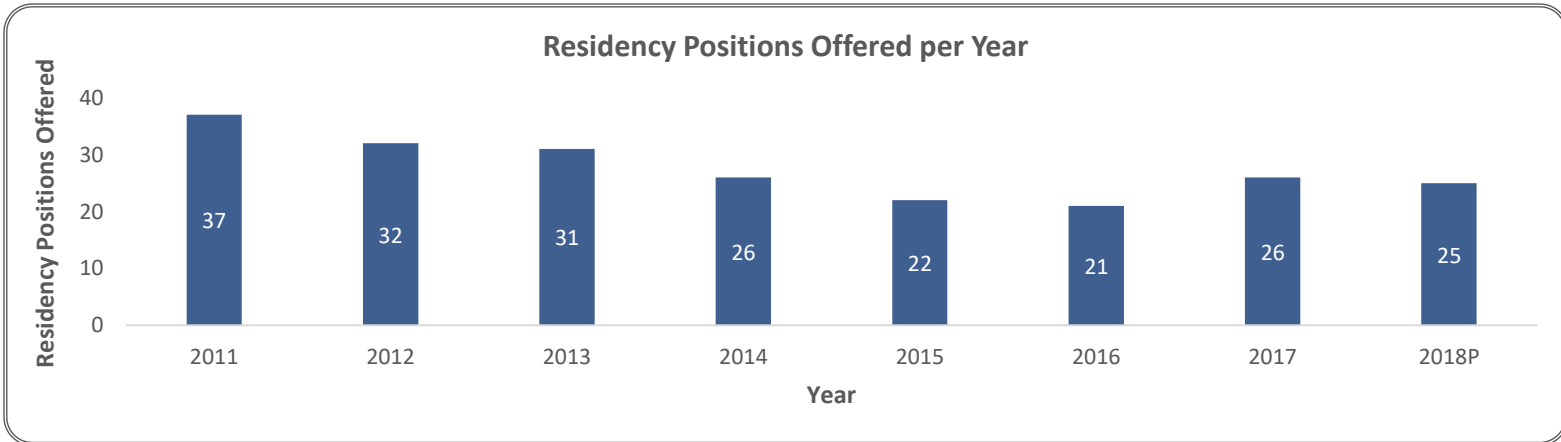
Dermatology



Based on this chart, as individuals age, the potential risk of being diagnosed with Melanoma within the next 10 years increases while the overall eventual risk decreases.



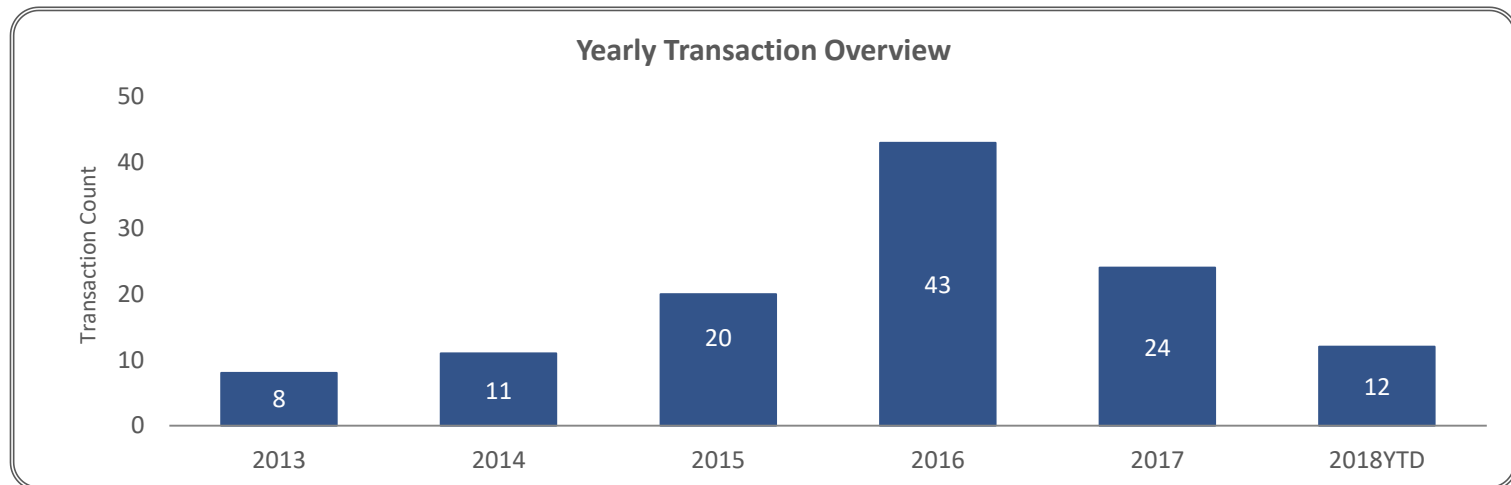
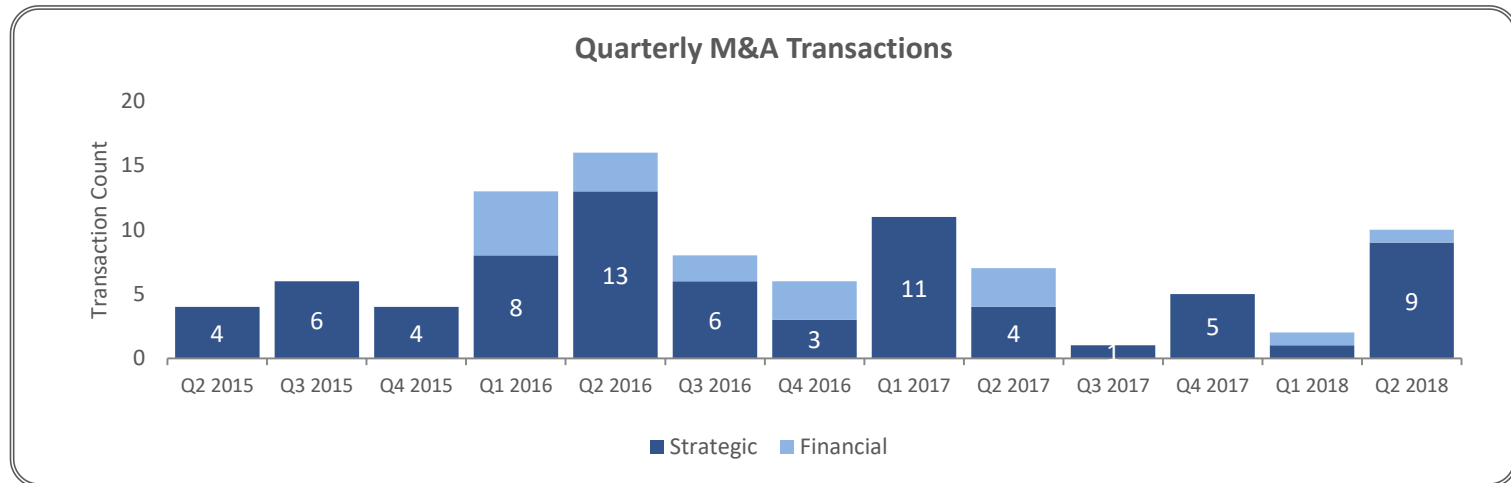
In the span of 10 years from 2006-2016, the number of individuals diagnosed with Melanoma has steadily increased from 22.11 incidents per 100,000 individuals to 23.95 per 100,000 individuals.



Sources: National Resident Matching Program, SEER Cancer Statistics

Mergers & Acquisitions Overview

Dermatology



Sources: Capital IQ

Second Quarter Transactions Overview

Dermatology

Date	Acquirer	Target	Industry Segment	Target LTM		Enterprise Value	Enterprise Value / LTM	
				Revenue	EBITDA		Revenue	EBITDA
6/29/2018	Pinnacle Dermatology, LLC	Northwest Dermatology, S.C.	Dermatology Services	-	-	-	-	-
6/26/2018	Epiphany Dermatology PA	Arrowhead Dermatology, Inc.	Dermatology Services	-	-	-	-	-
6/7/2018	Pinnacle Dermatology, LLC	Skin, Vein & Cosmetic Surgery Clinic	Dermatology Services	-	-	-	-	-
5/15/2018	Pinnacle Dermatology, LLC	Spencer Dermatology Associates, LLC	Dermatology Services	-	-	-	-	-
5/15/2018	Spindletop Capital	Sanova Dermatology, PLLC	Dermatology Services	-	-	-	-	-
5/1/2018	U.S. Dermatology Partners	Trinity Dermatology, PA	Dermatology Services	-	-	-	-	-
4/30/2018	U.S. Dermatology Partners	Beatrice Keller Clinic, P.C.	Dermatology Services	-	-	-	-	-
4/30/2018	AAD Dermatology Management, LLC	Tideway Dermatology, P.A.	Dermatology Services	-	-	-	-	-
4/24/2018	U.S. Dermatology Partners	Annapolis Dermatology Center, P.A.	Dermatology Services	-	-	-	-	-
4/2/2018	U.S. Dermatology Partners	Alexandra Theriault, M.D., P.C.	Dermatology Services	-	-	-	-	-

Sources: Capital IQ

Dinan Capital Advisors

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