



NORTH AMERICAN DERMATOLOGY

M&A Activity and Valuation Trends
Q1 | 2019



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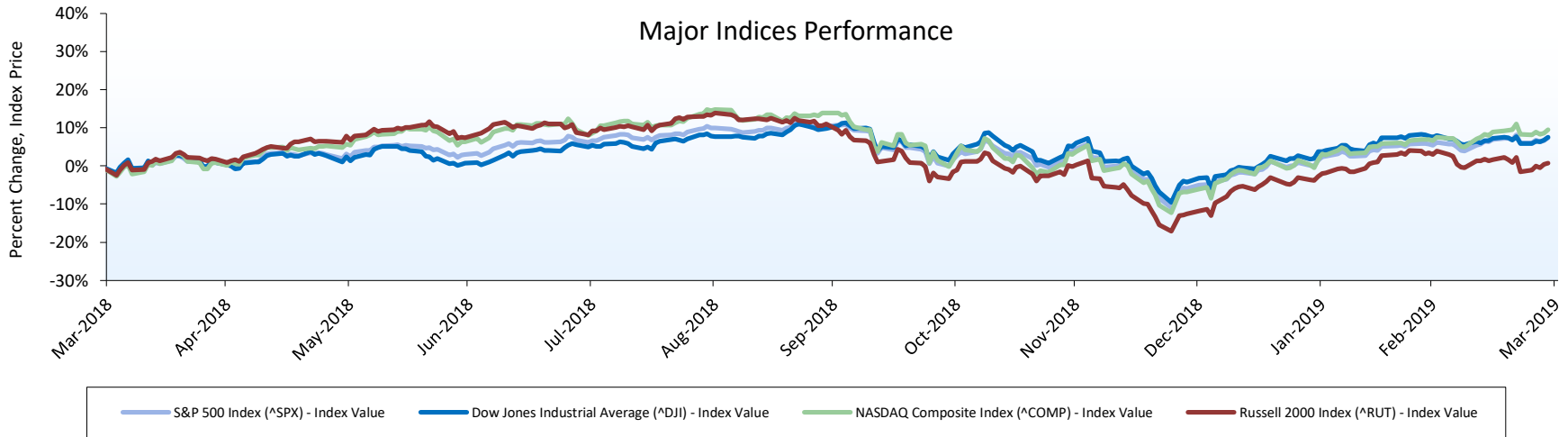
Table of Contents

Section	Page
I. Economic Indicators	3
II. Industry Overview	4
III. Mergers and Acquisitions Overview	6
IV. First Quarter Transactions Overview	7
V. Dinan Capital Advisors	8

Economic Indicators

Macroeconomic Overview

Major Indices Performance



Index	As of 6/30/2018	As of 9/30/2018	As of 12/31/2018	As of 3/31/2019
^SPX	2718.37	2913.98	2506.85	2815.44
^COMP	7510.30	8046.35	6635.28	7669.16
^DJI	24271.41	26458.31	23327.46	25717.46
^RUT	1643.07	1696.57	1348.56	1535.10

Major Economic Indicators

Economic Indicator	2014	2015	2016	2017	2018
Real GDP (% change)	2.40%	3.00%	2.08%	2.30%	2.22%
CPI (% change)	1.62%	1.90%	2.38%	2.20%	1.91%
Cons. Spending (% change)	2.50%	2.90%	3.10%	3.30%	2.80%
Nonfarm Productivity	0.70%	-2.20%	1.00%	1.50%	1.80%
Unemployment Rate	6.20%	5.80%	4.40%	4.10%	3.90%

Interest Rates

Interest Rates	6/29/2018	9/28/2018	12/31/2018	3/31/2019
United States Treasury - 2 Year	2.52%	2.81%	2.48%	2.27%
United States Treasury - 5 Year	2.73%	2.94%	2.51%	2.23%
United States Treasury - 10 Year	2.85%	3.05%	2.69%	2.41%
United States Treasury - 30 Year	2.98%	3.19%	3.02%	2.81%
United States Prime Rate	5.00%	5.25%	5.50%	5.50%

Source: Capital IQ, S&P NetAdvantage

Industry Overview

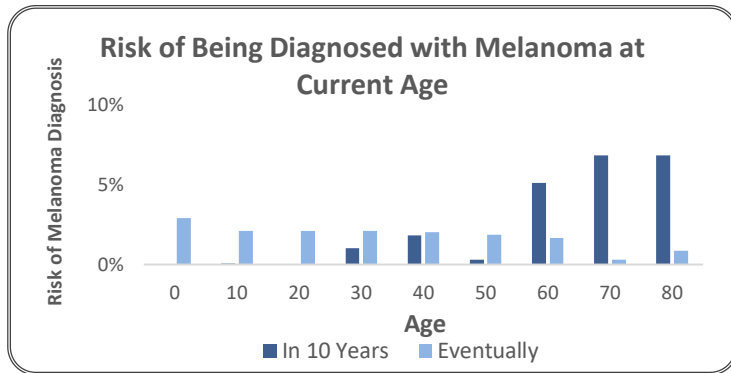
Key Drivers

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.

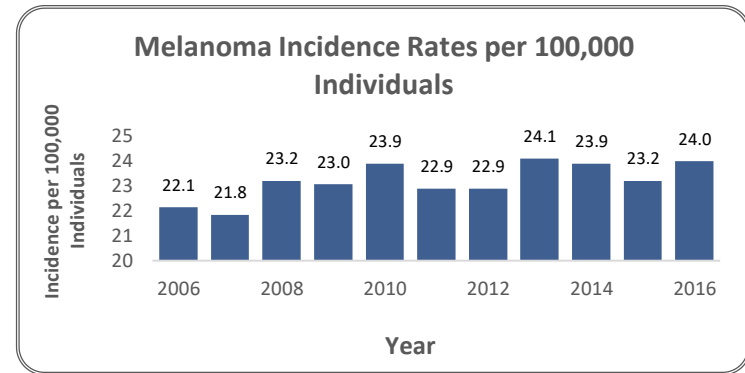
Sources: American Academy of Dermatology, IBIS World

Industry Overview

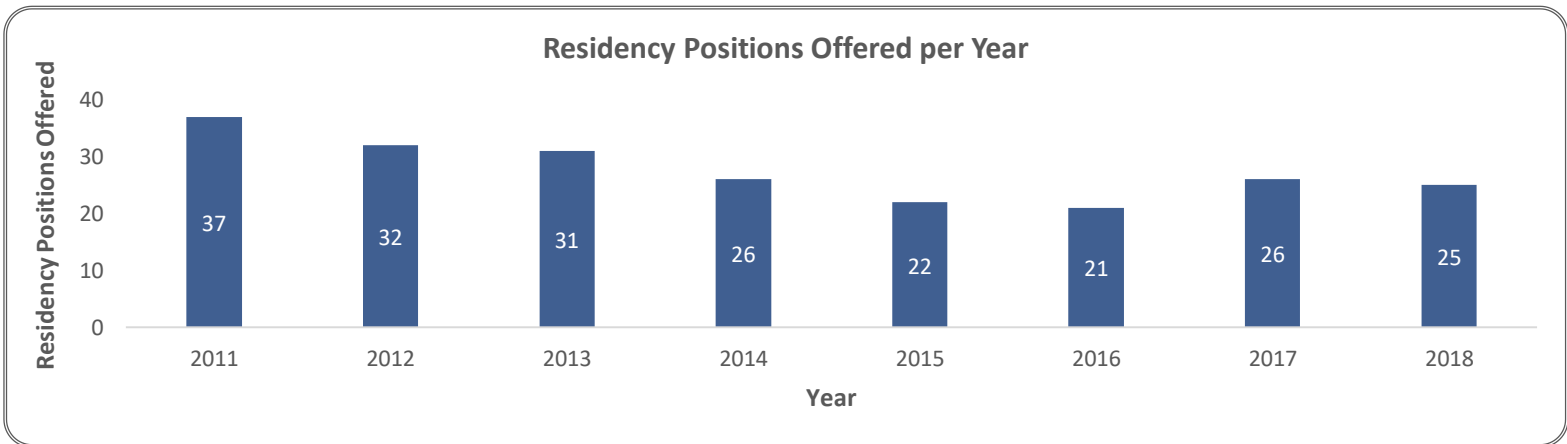
Dermatology



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.



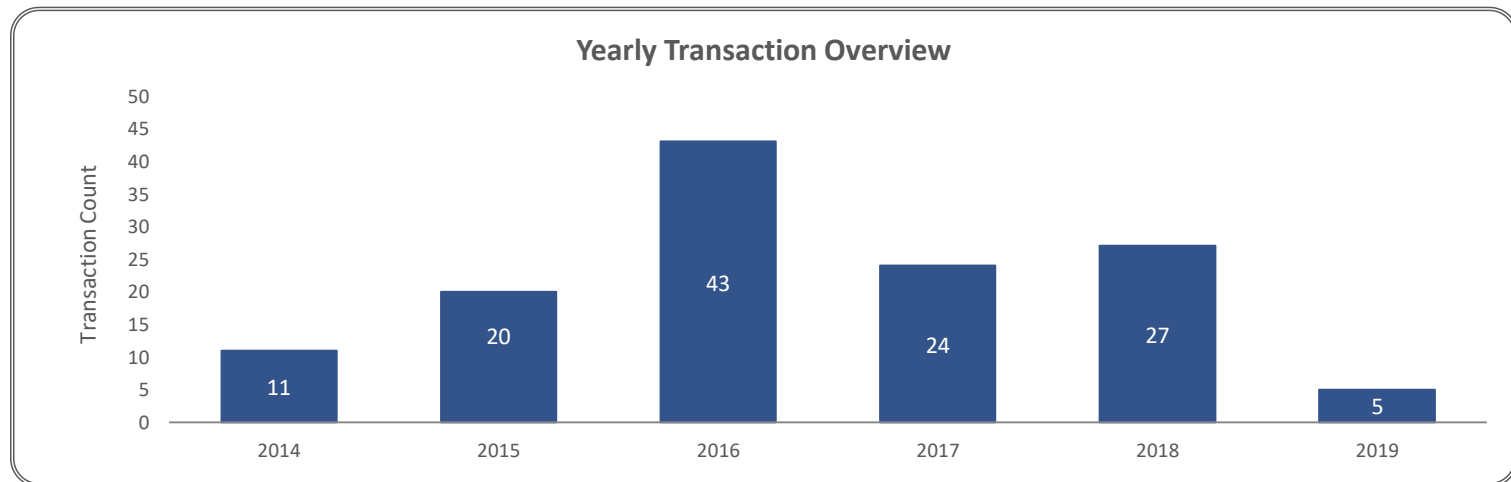
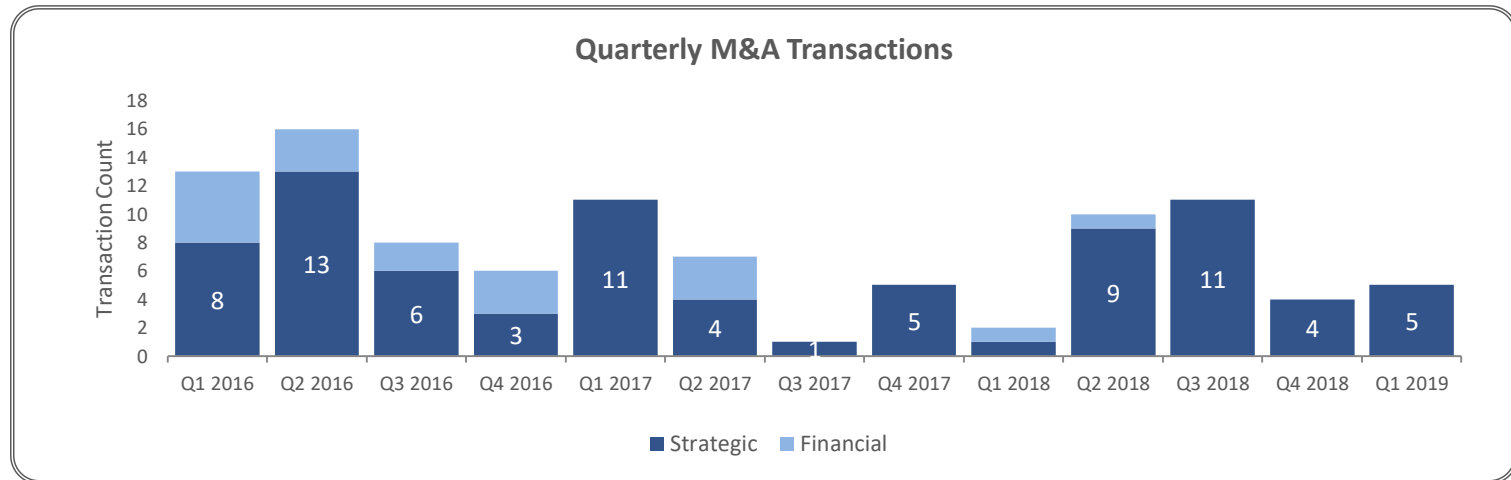
In the span of 10 years from 2006-2016, the number of individuals diagnosed with Melanoma has steadily increased from 22.11 incidents per 100,000 individuals to 23.95 per 100,000 individuals.



Sources: National Resident Matching Program, SEER Cancer Statistics

Mergers & Acquisitions Overview

Dermatology



Sources: Capital IQ

First Quarter Transactions Overview

Dermatology

Date	Acquirer	Target	Industry Segment	Target LTM		Enterprise Value	Enterprise Value / LTM	
				Revenue	EBITDA		Revenue	EBITDA
3/26/19	Pinnacle Dermatology, LLC	Dermatology Center of Michigan PLLC	Dermatology Services	-	-	-	-	-
3/25/19	Schweiger Dermatology Group, PLLC	Dermatology and Skin Surgery Center, P.C.	Dermatology Services	-	-	-	-	-
2/20/19	Pinnacle Dermatology, LLC	Integrated Dermatology of Calumet City, LLC	Dermatology Services	-	-	-	-	-
2/11/19	Integrated Dermatology LLC	Dermatology Consultants Of Gloucester P L L C	Dermatology Services	-	-	-	-	-
1/10/19	Pinnacle Dermatology, LLC	Silverton Skin Institute PLLC	Dermatology Services	-	-	-	-	-

Sources: Capital IQ

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Dinan Capital Advisors



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Based on a highly structured process that leverages our experience, research capabilities, and proprietary technology platforms, we initiate every engagement by first assessing the market climate, and then developing an understanding of the current situation and strategic objectives of each company. From there, we partner with our clients to develop a plan that maximizes shareholder value and delivers the optimal transaction outcome.

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