

Q3-2019 Emergency Medical Services Update



Market Update

While the market for traditional founder-owned urgent care providers has diminished, large strategic consolidators remain active in pursuit of attractive markets such as the Mid-Atlantic and Texas. Current industry stakeholders have utilized this continued demand from acquirers to divest certain facets of their business, in return creating liquidity to pursue new investments.

Additionally, the acquisition of CityMD by Summit Medical Group has marked the first merger between urgent care and multispecialty at this scale. Multispecialty and primary care providers are interested in securing their future referral streams, and aligning with an urgent care provider such as CityMD will allow Summit to mitigate future changes in their market to disrupt referral patterns.

Notable Transactions:

Month	Acquirer	Target	Target – Number of:		Deal Significance
			Locations	States	
Urgent Care:					
August	Summit Medical Group	CityMD Urgent Care	120	3	Summit Medical Group and CityMD Urgent Care have announced the completion of their merger. This is the first merger between an urgent care provider and a multispecialty group. The combined organization will have 1,400+ providers.
July	HCA Healthcare	MedSpring Urgent Care	24	1	HCA Healthcare has acquired 24 MedSpring Urgent Care locations from Fresenius Medical Care in key Texas markets including Houston, Auston, and Dallas. The 24 locations will be re-branded under CareNow.
July	SouthStar Urgent Care	AHS Walk-In Clinic	N/A	1	SouthStar Urgent Care, a leading provider of urgent care services has acquired AHS Walk-In Clinic and also opened an additional Urgent Care clinic right after the acquisition. They plan on expanding to more locations within Louisiana.
Emergency Medicine:					
September	Emergency Care Partners	Illinois Emergency Medicine Specialties	N/A	1	Emergency Care Partners, a portfolio company of Varsity Healthcare, has completed their merger with Illinois Emergency Medicine Specialties. The combined organization will have 600 physicians and mid-level providers.
Ambulance Services:					
August	Advanced Medical Transport (AMT)	Medics First	N/A	1	Advanced Medical Transport has announced an agreement to acquire Medics First, an ambulance service with more than 40 employees and 11 ambulances under operation. Medics First will operate as a subsidiary of AMT.

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