



Horizons Health Group

Assisted Living
Executive Summary

Mission

HHG plans to provide a solution to the unmet needs of the “new senior” wave entering the industry.

They are also referred to as the “active senior”; the baby boomers will generate more demand than this industry has seen to date. As they enter these facilities in mass starting in 2030, they will bring their independent nature and high work ethic. Though the boomer wave has yet to break the shore, they are already very critical of these care facilities, which many of them will call home.

Since the senior care industry (as we know it today) is such a young industry, it's very immature in many areas. The baby boomer's needs are forcing the industry to mature, requiring a fundamental redesign of the modern-day assisted living facility from its care plans to the floor plan.

The successful redesign of the current assisted living fingerprint will birth a new epoch of maturity in this industry. This epoch will materialize in the continued adoption of this new fingerprint into assisted living facilities in the decades to come.

Cottage Industry

About **800,000** seniors across the country live in assisted living facilities. By 2030 the number of seniors in the country is expected to grow by **40%**. Not to mention **40%** of people these ages don't live in a family household, so senior care is necessary for the foreseeable future.

Profit Margin

25%-35%

Market Size

\$95 B

7x EBITDA Mean Valuation

Fragmentation

30,000+

ALFs in the U.S

5 largest players control < **5%**

Industry Average

OPERATIONS

Facility Bed Capacity	39
Rent / Bed / Month	\$4,500
Average Occupancy	85%
Profit Margin	30%
Gross Income	\$1,790,100
EBITDA	\$537,030

BANK TERMS

LTV	80%
DSCR	1.25
Yearly Debt Capacity	\$429,624
Monthly Debt Capacity	\$35,802
Interest Rate	8.5%
Loan Term (years)	10
Number of Payments / Year	12
Loan Size	\$2,887,591

Cap Rate	15%
EBITDA Multiple (R.E & O.P.)	6.7
Total Purchase Price	\$3,609,489

Sources

Forbes Health (Jan. 2024)

Investopedia (Dec. 2023)

The New York Times (Nov. 2023)

Forbes Advisor (Nov. 2023) & (Jun. 2023)

Senior Housing News (Jul. 2023)

Genworth Financial (Jun. 2022)

Senior Living Investment Brokerage (Jan. 2019)

Strategy

01

We use a proven hub-and-spoke model that uses commercial debt and ancillary financing tools to grow exponentially.

02

By prudently acquiring and consolidating profitable turnkey facilities, we will build a more prominent platform company with a significant presence quickly.

03

We'll add value to these facilities by driving topline revenue through implementing proper industry practices and cutting redundant expenses.

04

Initially, we will focus on acquisition targets of 20 – 50 beds in size at 6.5x EBITDA and will look to broaden the scope after early-stage progress.

05

Our acquisition model will serve as a backbone that will put HHG in a strong capital position to execute a solution to the unmet needs of the “new senior” wave entering the industry, which will break by the early 2030's.

06

We will exit via strategic sale or IPO.

Board of Directors

Joshua Chambers

Joshua is the Founding Director of Horizons Health Group. He led and negotiated the purchase of a 20-bed Healthcare Facility in northern Missouri. As the facility's onsite executive director, he increased the topline revenue from \$290,000 to \$372,000 within the first calendar year under his management. This 28% increase grew the top-line to the highest level the facility has ever reached in its 50 years of operation. At the end of the second fiscal year, the facility's top-line reached \$472,147.88 under Josh's management, a whopping 63% increase. Joshua is currently using his energy to develop relationships with acquisition targets, financiers, and 3rd party professionals for Horizons Health Group.

Josh studied finance at the Howard University School of Business.



William Mayes, BS, BA

As our CEO, William brings to his position and the company over 30 years of relative Healthcare experience, 20 years of Home Healthcare, Hospice, and Custodial Care experience, and 16 of those years in senior-level management. He has multi-division healthcare company experience in Skilled Home Healthcare, Hospice, and Private Duty. He has held Senior Executive roles at many companies, such as HCA, ConvaTec, Amedisys, Senior Home Care, Intrepid Healthcare Services, Care Advantage, and most recently, Diversified Healthcare Group. He is a proven Senior Executive with operations, sales, and a marketing-backed track record with in-depth acquisition and integration experience.

William received his BA from Middle Tennessee State University.



Tom Sauer, BA

Horizons Health Group's Chairman is Mr. Thomas Sauer, a graduate of the US Naval Academy and a former Special Operations Officer with more than 18 years of military service. Tom is the founder and CEO of MacArthur Group, a healthcare M&A group that operates 8 locations in California and Florida. In addition to his role at MacArthur Group, Inc., he has led transactions in both the public and private sectors in excess of \$30 million and managed \$20 million budgets.

Tom is a graduate of the United States Naval Academy and holds MBAs from both the UCLA Anderson School of Management and the National University of Singapore Business School.



Jeffrey Jamieson, BS, MPA

Jeffrey is a retired partner of PMB Helin Donovan, former senior manager of KPMG and Arthur Andersen, and former manager of E&Y, PWC, and Kenneth Leventhal & Co. Jeffrey is a leader focused on maintaining high team morale and recruitment, effective client relationships, and successful practice development. Technical skills focused on mergers and acquisitions, transaction due diligence, SEC filings including IPOs and other public offerings. Industry specializations included real estate, insurance, healthcare, internet marketing, software, and professional sports franchises and venues.

Jeffrey received his BS from the University of Michigan and his MPA from the University of Texas at Arlington.



Gil Melman, JD, BA

As a director of Horizons Health Group, Gil brings over 35 years of legal experience to his position.

He has served several prominent law firms in his career, including Vinson and Elkins LLP. During this time, he led three legal departments that successfully handled rapid growth and change. With a focus on M&A, Gil has completed dozens of transactions and managed 2 IPOs totaling \$160 Million. Gil's expertise includes public company reporting and regulatory compliance, litigation risk assessment and management, corporate governance and diversity, equity and inclusion development, and compliance.

Gil received his BA and JD from The University of Texas at Austin.



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