



AMERIVET
VETERINARY PARTNERS

**A TRUE
ACQUISITION
PARTNER**

AmeriVet was founded by key members of Imperial Capital and VetStrategy to provide clinic owners in the United States with a solution that didn't previously exist in the marketplace. There was no way for clinic owners to take money off the table and recognize the benefits of partnering with a consolidator while retaining an equity stake in their business. VetStrategy has 13 years of experience operating in the veterinary sector; they are currently operating with over 120 clinics and 2000+ employees. Imperial Capital is a private equity firm focused on healthcare, business, and consumer services. With these key members moving us forward, we can focus on our core philosophy. AmeriVet's philosophy is that every hospital is different, and the client base is loyal to each hospital for different reasons. We want to celebrate each practice's unique history and drive value-added services where our partners see it's needed.



AMERIVET
VETERINARY PARTNERS



MANAGEMENT TEAM

**EXPERTISE
& EXECUTION**



IMPERIAL
CAPITAL

**DIRECTION
& FUNDING**



**GUIDANCE
& EXPERIENCE**



CORE VALUES

- Integrity
- Entrepreneurial
- Flexibility
- Partnership

Focus on partnering with entrepreneurs, and emphasize fewer, more meaningful transactions.



INVESTMENT
PROFESSIONALS



ASSETS UNDER
MANAGEMENT



YEAR
FOUNDED



INVESTOR
BASE



PARTNERSHIPS WITH
ENTREPRENEURS



EQUITY
CHEQUE



Tom Thill
CEO



Joe Shikorsky
CFO



Michael Kemp
EVP, Business Development



Chris Flowers
VP, Operations



Erin Rooney
VP, Business Development & Corporate Partnerships

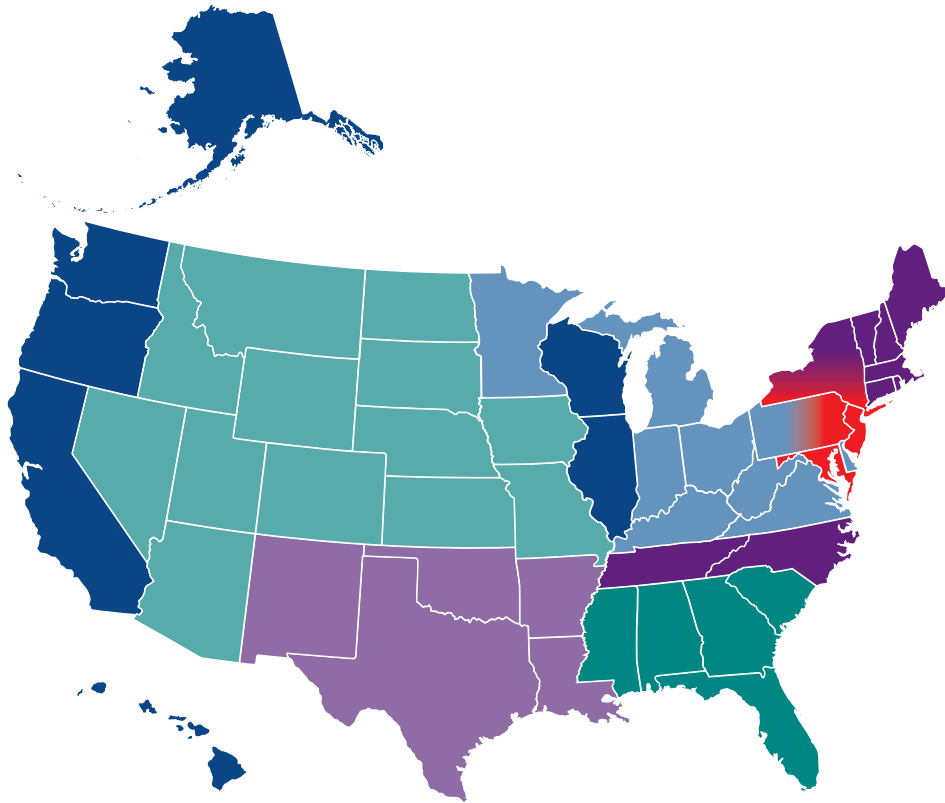


Clayton Stanley
VP, Head of Corporate Development



Dr. Brian Hurley
National Medical Director

We feel that we have a terrific home office team. We are a passionate, diverse, and caring team. We bring expertise from within the industry and from a variety of areas outside of the industry. This diversity of views and perspectives allows us to work through our challenges and opportunities with a unique blend of insights that we believe benefit the clinics and most importantly, the patients and clients. Our business development team have worked with hundreds of small businesses and will walk interested Practice Owners through every step of the acquisition process to ensure a seamless transition.



Alan Arnstein

Alaska | California | Hawaii | Illinois
Oregon | Washington | Wisconsin

855-621-2500 ext 1209

aarnstein@amerivet.com



Chris Kwilecki

Alabama | Florida | Georgia | Mississippi | South Carolina

855-621-2500 ext 1218

ckwilecki@amerivet.com



Erin Rooney

Connecticut | Maine | Massachusetts | New Hampshire
New York | North Carolina | Rhode Island | Tennessee | Vermont

855-621-2500 ext 1214

erooney@amerivet.com



Lori Smith

District of Columbia | Eastern Pennsylvania
Maryland | New Jersey | New York

855-621-2500 ext 1221

lsmith@amerivet.com



Max Truesdel

Arizona | Colorado | Idaho | Iowa | Kansas | Missouri | Montana
Nebraska | Nevada | North Dakota | South Dakota | Utah | Wyoming

855-621-2500 ext 1219

mtruesdel@amerivet.com



Roddy Riddles

Arkansas | Louisiana | New Mexico | Oklahoma | Texas

855-621-2500 ext 1220

rriddles@amerivet.com



Ryan Ballard

Delaware | Indiana | Kentucky | Michigan | Minnesota
Ohio | Virginia | Western Pennsylvania | West Virginia

855-621-2500 ext 1285

rballard@amerivet.com

 **67 Locations**

 **Home Office**

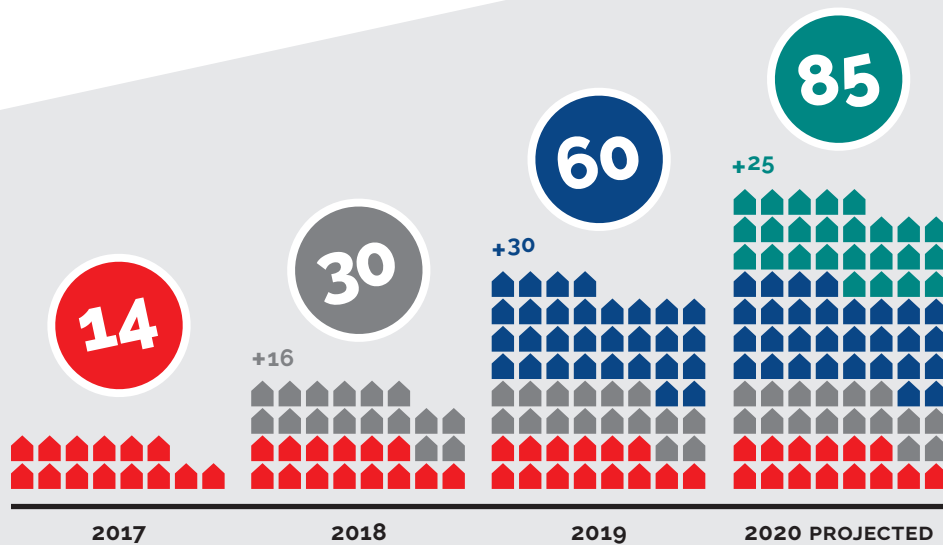
We are very lucky to be partnered with 67 practices across the United States. With each new practice brings a valuable set of skills and Veterinary expertise. We are growing rapidly and are looking forward to all the opportunities that come with our growth!



As of February 2020

ACQUISITIONS

2017 vs 2018 vs 2019 vs 2020



In the past, there was no way for veterinarians to sell to a consolidator and receive equity in their OWN practice. The corporate buyers controlled the clinic, benefited from its growth, and got all of the \$ when the platform was sold!

AMERIVET OFFERS SOMETHING DIFFERENT!

A Great Corporate Culture...

Retain Your Independence:

Our goal is to change as little as possible about your practice. Other than a few necessary items (which we'll be up-front about), expect nothing to change without your say as an owner.

Operational Services: We draw on operational experience from a national chain of partners to offer you services you may be unable to provide on your own. We'll charge a fee for these services, but you get to choose.

Respect the Practice's Heritage:

Keeping ownership of your practice ensures that its heritage lives on in the hearts and minds of your employees, local community, and most importantly your patients and clients.

...and We Share the Value!

We Allow Clinic Owners to:



On exit of AmeriVet, sell their equity in the business at the platform multiple.



Keep receiving distributions (profit sharing) from the clinic.



Continue to benefit from clinic growth.

You will earn even more under the AmeriVet model than if you sell to a typical consolidator!

VALUE-ADDED SERVICES



HUMAN RESOURCES

- Recruitment
- New hire paperwork
- Associate service agreements
- Succession planning



ADMINISTRATION SUPPORT

- Accounts payable
- IT support & solutions
- Landlords & leases
- Facility improvements
- Payroll



BEST PRACTICES

- Profit enhancing
- Continuing education
- Team training
- Legal disputes
- Contract negotiations



CORPORATE BUYING POWER

- Vendor selection & pricing
- New vendor requests



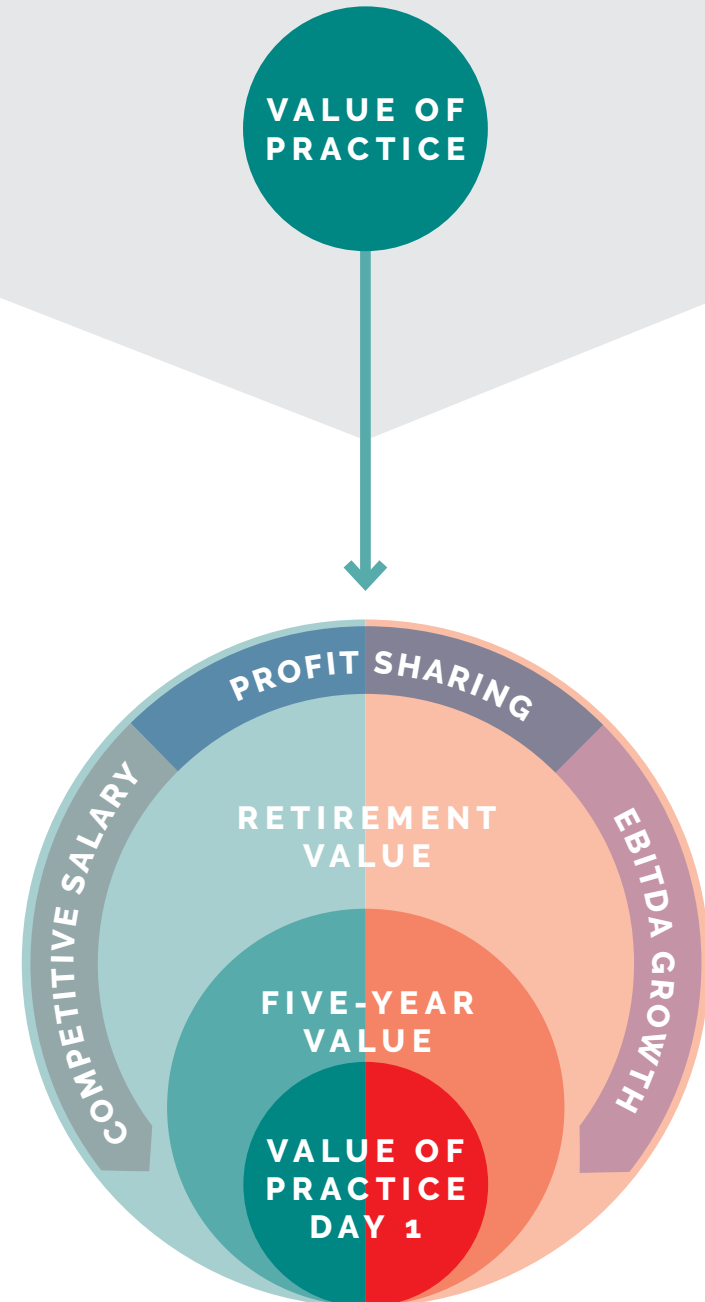
MARKETING

- Brand development
- Digital strategy
- Search engine optimization
- Marketing to existing patients
- Community initiatives

SELLING 100% OF YOUR PRACTICE



INVESTING IN YOURSELF WITH AMERIVET



Sell 100% of your practice for cash and equity in the new practice, or ...

Earn More with AmeriVet!

The AmeriVet model has been created to ensure our Veterinary Partners maximize their retirement proceeds. Practice Owners receive a competitive multiple, enhanced profit sharing, investment income and a huge premium when they ultimately exit.



MAXIMIZE
PROCEEDS



14 YEARS
EXPERIENCE



WELL-
CAPITALIZED



PARTICIPATE
IN GROWTH



AMERIVET
VETERINARY PARTNERS



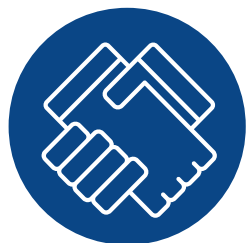
OPERATIONAL
CONTROLS



PROFIT
SHARING



BETTER FOR OWNER, STAFF,
PET PARENTS & CLIENTS



SMOOTH
TRANSITIONS

We are not looking to acquire veterinary practices. Rather, we are looking to partner with motivated owners of well-run clinics. Our business model aims to fill a gap and provide our partners with the tools they need to compete and thrive in the marketplace. While other consolidation groups have a sole goal of creating returns for their corporate investors, AmeriVet's model was created by and for veterinarians.





**8620 N. New Braunfels Ave., Suite 501
San Antonio, TX 78217
855-621-2500**

www.amerivet.com



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