

Infusion Therapy Valuation Overview



Infusion is an important method of treatment for a variety of conditions including cancer, Crohn's and colitis, osteoporosis, and psoriasis, among others. Outpatient and home-based infusion services tend to be low margin because of the cost of drugs, but generate strong returns on capital for their investors.

KEY FACTORS THAT INFLUENCE INFUSION THERAPY VALUATIONS

- Control-level of subject interest
- Size of company
- Growth opportunities
- 340b drug pricing considerations
- Growth opportunities
- Payer mix
- Local competition and barriers to entry
- Age and condition of facility & equipment

MARKET DATA FROM CONTROLLING INTEREST TRANSACTIONS

	Size Characteristics			Benchmarks		
	Price (EV)	Revenue	EBITDA	EBITDA Margins	Revenue Multiple	EBITDA Multiple
10th Percentile	\$ 13,210,000	\$ 8,608,000	\$ 1,074,931	8.9%	0.9	6.5
25th Percentile	\$ 43,314,250	\$ 40,000,000	\$ 5,532,500	10.4%	1.0	7.1
Median	\$ 88,577,500	\$ 87,860,000	\$ 10,245,000	13.0%	1.3	9.0
75th Percentile	\$ 230,273,000	\$ 252,000,000	\$ 20,600,000	13.1%	1.4	11.7
90th Percentile	\$ 789,500,000	\$ 779,010,000	\$ 60,465,000	28.1%	1.6	13.2

Source: Scope Research

Contact BFMV at info@buckheadfmv.com for more details related to infusion therapy market data, answers to questions regarding valuation issues, or a proposal. BFMV is committed to providing fast, affordable and pain-free valuation services to healthcare organizations and their representatives. Visit buckheadfmv.com for more segment summaries.