

Ambulance Services Valuation Overview



Ambulance services are a key contributor to access to care, and response time can have a significant impact on patient outcomes. As a result, they can further an integrated healthcare provider's population health initiatives while also generating solid returns on capital for their investors despite high ongoing capital requirements.

KEY FACTORS THAT INFLUENCE AMBULANCE SERVICES VALUATIONS

- Age and condition of fleet & equipment
- Service mix (emergency vs. non-emergency, ALS vs. BLS vs. van)
- Diversity and sustainability of facility relationships
- Growth opportunities
- Payer mix
- Reliance on out-of-network payments
- Ability to generate membership revenue
- Local competition and barriers to entry
- Control-level of subject interest
- Size of company

MARKET DATA FROM CONTROLLING INTEREST TRANSACTIONS

	Size Characteristics			Benchmarks		
	Price (EV)	Revenue	EBITDA	EBITDA Margins	Revenue Multiple	EBITDA Multiple
10th Percentile	\$ 1,187,500	\$ 1,917,751	\$ 241,750	10.8%	0.7	3.8
25th Percentile	\$ 3,912,500	\$ 3,587,500	\$ 951,250	13.3%	1.0	4.1
Median	\$ 7,025,000	\$ 9,500,000	\$ 1,700,000	21.6%	1.1	5.3
75th Percentile	\$ 349,296,000	\$ 275,461,500	\$ 44,578,000	26.3%	1.3	7.6
90th Percentile	\$1,570,217,175	\$ 924,500,000	\$ 178,250,000	32.9%	1.8	8.7

Source: Scope Research

Contact BFMV at info@buckheadfmv.com for more details related to ambulance services 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.