

PACIFIC RELIANCE
(949) 229-3119
Email: Info@PacificRB.com
www.PacificRB.com

DRE# 02023864



CONFIDENTIAL BUSINESS OFFERING

CARDIAC EQUIPMENT SUPPLIER DALLAS, TX

Description of business

Founded in 1983, Superior Medical Electronics, Inc. (also referred to as “Superior Medical” and “the Company”) is a family-owned medical equipment distributor that primarily services the cardiac care vertical. In addition to its extensive catalog of medical equipment and supplies, Superior Medical specializes in the Holter Service and truly understands how diagnostic labs work. Doctors can rely on Superior Medical’s experience and expertise to guide their cardiac practice in the right direction.

Just as the patient walking into a physician’s office depends on the professional’s experience, expertise, and technology to improve their health, physicians can depend on Superior Medical to improve the health of their business. Superior Medical will assist its clients in building a powerful cardiology practice founded on solid business practices. From new, state-of-the-art equipment to Superior Medical's exclusive 12/30 Certified pre-owned equipment, the Company offers the right tools at the best prices for any cardiac professional looking to start or grow their practice. Boasting a comprehensive selection of new and used equipment, a myriad of general medical supplies, superior client service, experienced service technicians, and an adept support team, Superior Medical has everything a client will need to run their cardiology practice or department.

Over the years, the Company has amassed a collection of letters, emails, reviews, and thank you notes from satisfied clients, proving its track record of providing excellent service. The collection of client feedback often states that the Superior Medical team not only identified the client needs, but also built a relationship of trust. Client’s walk away feeling confident in their buying decisions because of the Company’s impeccable reputation. The Company’s A+ rating at the Better Business Bureau is telling of Superior Medical’s ability to meet the expectations of its clients time and again.

After 17 years of successful operations, Superior Medical has an opportunity to expand its core offering and build out a cloud-based Mobile Cardiac Telemetry (MCT) monitoring arm of the business. MCT devices can be hooked up to patients to record cardiac activity, and that data will be directly transmitted to the Company’s team of Certified Cardiographic Technicians who will monitor each patient’s activity for any abnormalities or irregularities. Superior Medical’s Technicians will be able to notify the patient and their doctor immediately upon discovery of any threat to a person’s cardiac health. This expansion will provide tremendous value to professionals in the cardiac care space and help improve the lives of many suffering from heart irregularities, all the while generating significant revenue and profitability for the Company.

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Market Opportunity

The market opportunity for Superior Medical is vast and growing due to an aging population, strong industry growth, and a high prevalence of heart disease. As a result of growing demand, the Company aims to expand its offering to include MCT services.

A Growing Medical Supplies Wholesaling Industry

Over the five years to 2024, the Medical Supplies Wholesaling industry revenue is projected to grow at an annualized rate of 2.4% to total \$255.6 billion. The higher number of insured Americans will likely contribute to steady demand for medical supplies and services.

An Aging Population

According to a study published in the journal for Health Services Research, nearly half the average American's lifetime healthcare expenditure is incurred after the age of 65. Over the five years to 2024, IBISWorld expects the number of individuals aged 65 and older in the United States to increase at an annualized rate of 2.9%. During the same period, the average age of the population is projected to rise as well. Longer life expectancies and a growing elderly population both translate into increased demand for industry products and, in turn, revenue growth for the industry. As the population ages, heart complications will specifically become more common.

Heart Disease

Heart disease is the leading cause of death for men, women, and people of most racial and ethnic groups in the United States, according to a recent National Vital Statistics report. Heart disease equates to approximately 1 in every 4 deaths in the United States. The most common heart complications are Coronary Artery Disease and Heart Attacks. The National Center for Health Statistics reported that about 18.2 million adults age 20 or older have Coronary Artery Disease, which killed 365,914 people in 2017 (most recent data).

Further, the American Heart Association reported that 89.3% of males and 91.8% of females above the age of 80 have a cardiovascular disease – compared to 77.2% of males and 78.2% of females for the population aged between 60 and 79. Pandemics such as COVID-19, although attacking the

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respiratory tract, also speak to the vulnerability of human health. Heart disease and complications are not going away, and demand is projected to only rise.

Mobile Cardiac Telemetry (MCT)

With an aging population and strong prevalence of heart disease in the United States, Superior Medical can capitalize on a growing opportunity to expand its medical device distribution business to include MCT monitoring services. This service will record patient heartbeats, while allowing the Company's Certified Cardiographic Technicians to monitor the data to discover any irregularities.

Equipment & Accessories

Today's cardiology professionals rely on advanced technology to provide the very best of care to their patients. Finding the right equipment, at the right price, is key not only to the quality of care a client provides, but also to the profitability of a practice. Superior Medical has been helping cardiology healthcare professionals for over 37 years, guiding them through a myriad of choices when it comes to cardiology equipment. The Company is available for its clients after the sale as well, with award-winning service and support.

Product categories include:

- Ultrasound Systems
- Cardiology PACS Software
- Ultrasound Transducers
- Cardiac Stress Test Monitors, Treadmills, and Ergometers
- EKG/ECG Machines
- Defibrillators & AEDs

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- Holter Monitoring Equipment
- Patient & Vital Signs Monitors
- Vascular Dopplers
- Blood Pressure Monitors
- Cardiac Event Monitors
- Acquisition Modules
- Echo Scan Tables
- Carts

ANNUAL REVENUES:

2024: \$6.2m EBITDA: \$2.1M

2023: \$5.6M EBITDA: \$1.82M

2022: \$5.1M EBITDA: \$1.25M

BUYER TO CONFIRM ALL NUMBERS AND ADVISED TO HIRE CPA TO REVIEW ALL FINANCIALS. INFORMATION TAKEN FROM SELLER PROVIDED TAX RETURNS AND DOCUMENTS. PRBB DOES NOT WARRANT THE INFORMATION PROVIDED, BUT MERELY SHARES INFORMATION RECEIVED FROM SELLER.

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Facilities:

The clinic operates Monday through Friday from 9 AM to 5 PM, with additional availability on select Saturdays by appointment.

Real Estate: Rents and terms of lease and sale

The property housing the clinic is owned by the owner. The new owner will have the option to enter into a lease agreement for continued use of the premises.

The facility offers ample parking, offering a well-equipped and accessible environment for customers and staff. The building is a 2 story facility with elevator access with approximately 8,200 square feet.

The lease is at \$20,500/month including NNN.

For more information, contact us at Info@pacificrb.com. Proof of funds required for additional information.

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