

The logo for SAX Capital Advisors. The letters 'S', 'A', and 'X' are rendered in a light green color, while the letter 'A' is white. The 'X' is formed by two overlapping 'A' shapes, creating a stylized, geometric look.

**SAX**

Capital  
Advisors

# Veterinary Practice Market Overview

## Industry Observations

- ✓ The lack of transactions in 2020 combined with a spike in pet ownership as a result of the changing dynamic in the work place environment has created a very attractive market for owners of veterinary and ancillary pet related services
- ✓ An increased amount of capital committed to investing in this sector combined with a lack of willing sellers have increased multiples tremendously over the past 12 months
- ✓ Sellers now have the ability to control a lot more of the structural objectives and remain in control of their businesses with more hands-off ownership models moving into the marketplace
- ✓ Private equity and other types of investors now need to differentiate their services and partnership models to more than just money for sellers which includes operational support, marketing and sales services and procurement efficiencies to help sellers continue to profitably grow this businesses
- ✓ Veterinary services continues to make up roughly 40-50% of the pet related M&A market as investors look for steady, recurring revenue and opportunities to grow profitably



## Key Questions Owners Need to Consider

- ❖ What do investors value in a Veterinary business?
- ❖ How do I prepare myself for a potential transaction?
- ❖ Can I cash out a large piece of my business now and still leave potential upside in the future for myself?
- ❖ I have different partners at different inflection points in their careers, how can I structure a sale that is aligned with everyone's near-term and long-term objectives?
- ❖ What is involved in a sale process? How long does it take and what is my time commitment?
- ❖ How will I protect confidentiality throughout the process?
- ❖ **What is my business worth today?**

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