



## Project Allied

*Project Allied is a medical equipment manufacturer of industry leading products and known brands for the medical gas equipment, medical suction regulators, flowmeters, aspirators, suction pumps, circumcision clamp, EMS products, ventilators, and home healthcare products industries*

### Sales Include

-  **Patents**
-  **Trademarks**
-  **Inventory**
-  **Equipment**
-  **FDA Clearances**
-  **Manufacturing Know-How**
-  **Account Receivable**
-  **Global Product Placements**

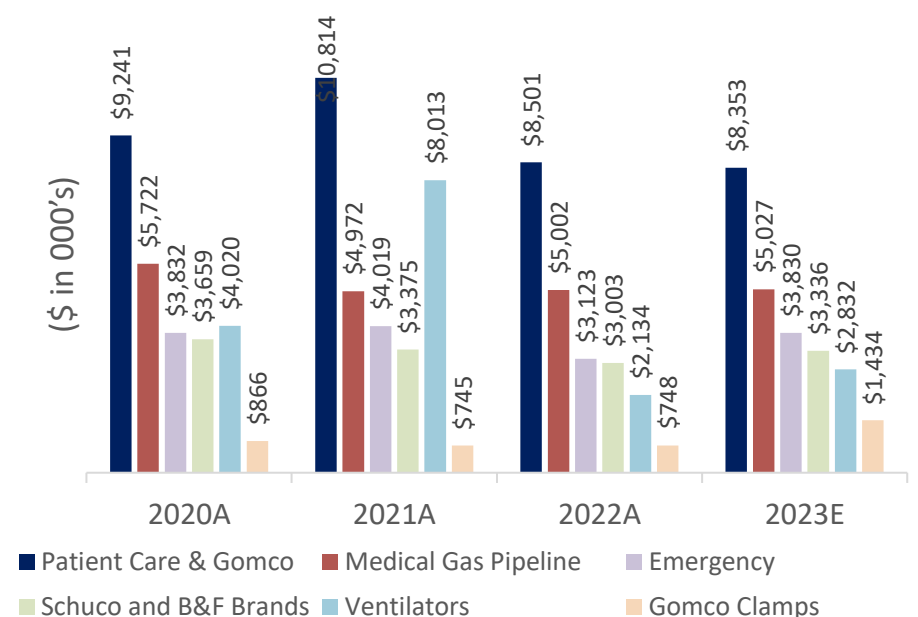
### Key Investment Highlights

- Project Allied (the “Segments”) is the St. Louis-based assets of a leading medical equipment manufacturer consisting of the Company’s Medical Gas Pipeline, Patient Care & Gomco Brand, Gomco Clamps, Emergency, Ventilators, and Schuco and B&F Brands segments that are being sold pursuant to the 363 Sale Process.
- The Segments’ products are already marketed under well-recognized and respected brand names including Chemetron®, Gomco®, Schuco®, among others to hospitals, veterinary hospitals, medical products dealers, and others.
- The Segments have multiple opportunities for improvement in profitability due to lack of focus on increasing pricing, outsourcing manufacturing, and updating product offerings. Historically, the Company did not implement price increases from 2012 until 2021.
- Project Allied holds a key FDA clearance which has been obtained through the 510(k) Clearance process, making the Segments even more appealing regarding the barriers-to-entry needed to break into the absorbents industry.

### Project Allied Existing Customers



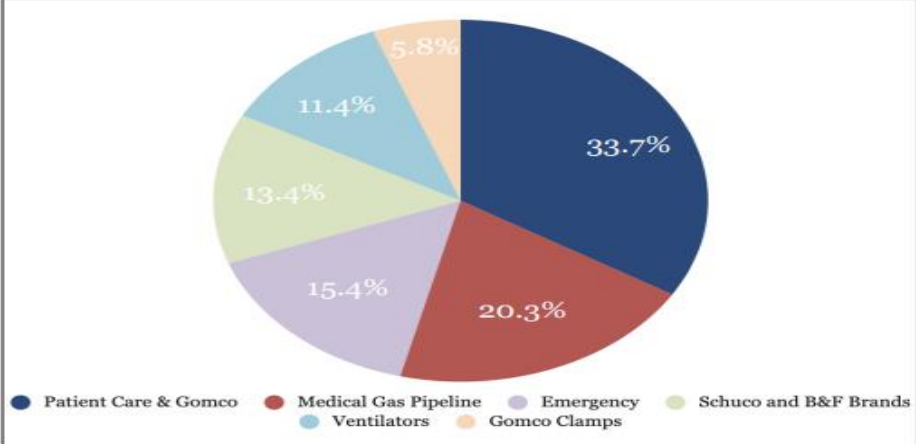
### Actual & Projected Revenue




















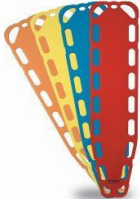

# Additional Information

- Ravinia Capital LLC has been engaged as the exclusive agent in the sale.
- Approximately 22% of all sales are related to international customers.
- The Company and Segments are currently managed as one in a turnaround process led by MorrisAnderson.
- In 2022 a leading market competitor, Ohio Medical, was purchased by ESAB Corporation for \$127 million. This amount was approximately 14x of Ohio Medical's TTM EBITDA or approximately 2.8x of Ohio Medical's TTM top line revenue. Ohio Medical and Project Allied share very similar product lines and share a competitive relationship.

# Percent Sales by Product Segment (2022)



Grouping	Brands	Offerings	Advantages
Medical Gas Pipeline	Chemetron® Connect2® Med*Star® Oxequip®	Medical gas outlets, alarms, zone valve boxes, emergency oxygen stations, nitrogen control panels, medical air compressors and vacuum pumps, and ceiling columns.	<ul style="list-style-type: none"> <li>• With an extensive product life, this segment is already present in various hospitals and healthcare facilities worldwide.</li> <li>• Opportunity for medical equipment company purchasers to sell additional product offerings by leveraging Allied's existing customer base.</li> <li>• Chemetron® is a pioneer and standard in the industry – arguably the most recognized trademark in the medical construction industry.</li> </ul>
	     		
Patient Care & Gomco Brand	Vacutron® Gomco® Timeter®	Suction units, adapters, couplers, fittings, nebulizers, oxygen timers, dryers, air compressors, oxygen regulators, rotary pumps, diaphragm pumps, thermotic pumps and parts	<ul style="list-style-type: none"> <li>• With access to a large domestic and international customer base, Vacutron®, Gomco®, and Timeter® have been leaders in medical equipment for over 50 years and are relied upon by medical facilities throughout the United States, Latin America, the Middle East, and Asia.</li> <li>• FDA approved and domestically-manufactured with reputation for durability, ease of use, battery life, and product lifespan</li> <li>• Vacutron®, Timeter®, and Gomco® are currently specified and continually purchased by largest medical equipment customers, including the VA and HPG.</li> <li>• Patented Gomco® G180 portable aspirator is the preferred machine used by hospitals and emergency vehicles across the globe on crash carts to provide portable suction while moving their patients.</li> </ul>
	     		

Grouping	Brands	Offerings	Advantages
Gomco Clamps	Gomco®	Circumcision clamps	<ul style="list-style-type: none"> <li>Near 70% margin product with consistent sales due to high reorder rate.</li> <li>Gomco® clamps are leading industry standard products preferred by doctors for offering precise control and effectiveness in removing of the foreskin with reputation for reliability and ease of use.</li> <li>Gomco clamps are designed to be easy to clean and sterilize, reducing the risk of infection transmission during procedures.</li> <li>Domestically-produced with highly transportable manufacturing process to any medical equipment manufacturing facility worldwide.</li> </ul>
			
Emergency	LSP® SurgeX® Life-O-Gen® Schuco®	Regulators, aspirators, demand valves, masks, composite cylinder, CPR timer, and portable resuscitator	<ul style="list-style-type: none"> <li>Top choice for the New York City Fire Department (FDNY), the largest fire department in the world, as well as for private label customer and diving stores around the world.</li> <li>The LSP name has been a staple in the EMS world for decades</li> <li>LSP oxygen regulators are some of the most sought after for their robust design and reliability.</li> <li>Consistent reorders from top customers including McKesson and BoundTree.</li> </ul>
	     		

Grouping	Brands	Offerings	Advantages
Ventilators	AutoVent AutoVent 4000 EPV100, MCV AHP300 Connect2® Med*Star® Oxequip®	Various ventilators	<ul style="list-style-type: none"> <li>AHP300 Transport Ventilator was a winner of the EMS World Top Innovative New Product Award.</li> <li>The AutoVent line is one of the most widely sought after lines of ventilators for fire or ambulatory services and are often referred to as “bricks” because of their compact design and shape and ability to withstand abuse.</li> <li>Preferred by key hospitals around the world due to durability, broad feature capabilities, ease of use, long battery life, and quick start ventilation.</li> <li>Consistent reorders from top customers including McKesson and BoundTree.</li> </ul>
Schuco and B&F Brands	Schuco® B&F Medical®	Nebulizers, air splints, aspirators, air compressors, nose clips, cylinders, breast pumps	<ul style="list-style-type: none"> <li>Preferred by doctors due to reliability, durability, and long product life.</li> <li>B&amp;F® products are peripheral to every operation in the US medical system.</li> <li>Schuco® are used in the homecare setting, assisting a significant portion of US senior citizens.</li> <li>Consistent reorders from top customers including McKesson and MWI.</li> </ul>





## Company Assets

### Projected Hard Assets FMVs

Grouping (\$'s in Actuals)	Inventory	Machines and Equipment	Total
Medical Gas Pipeline	\$1,419,177	\$225,350	\$1,644,527
Patient Care and Gomco Brand	\$2,402,388	\$496,200	\$2,898,588
Gomco Clamps	\$81,296	\$47,350	\$128,646
Emergency	\$798,142	\$55,500	\$853,642
Ventilators	\$1,072,409	\$95,610	\$1,168,019
Schuco and B&F Brands	\$943,482	\$97,400	\$1,040,882
Split, Tools, and Unknown	\$382,522	\$262,050	\$644,572
<b>Total Per Asset Type</b>	<b>\$7,099,416<sup>1</sup></b>	<b>\$1,279,460<sup>2</sup></b>	<b>\$8,378,876</b>

The asset values for <sup>1</sup>Inventory are derived from a recent appraisal from 1<sup>st</sup> Star Alacer as of 12/31/22, <sup>2</sup>Machines and Equipment are derived from a recent appraisal from 1<sup>st</sup> Star Alacer as of 3/8/22 and assigned by management to the segment to which they are most relevant. Many of the pieces of equipment work across multiple segments.

The asset values do not include the Accounts Receivable balance. The intention is for a purchaser to purchase the current Accounts Receivable at time of closing.

### Do you want to learn more?

Ravinia Capital has been retained to sell Project Allied, **free and clear of all liens, claims and encumbrances** - interested parties should reply to Tom Goldblatt at [tgoldblatt@raviniacapitalllc.com](mailto:tgoldblatt@raviniacapitalllc.com) with (a) an executed copy of the enclosed confidentiality and non-disclosure agreement ("NDA"), and (b) information on your company's primary contact. Ravinia is Project Allied's exclusive representative. Therefore, absolutely no direct contact is to be made with the Company.

**Bid Deadline (Subject to change due to court approval)**

June 16, 2023 at 5:00PM Central Time

**Auction (Subject to change due to court approval)**

June 20, 2023 at 9:00AM Central Time

**Tom Goldblatt**

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#### Disclaimer:

This document is not to be relied upon or used in substitution for the exercise of independent judgment, and recipients of this material should rely on their own investigations. Nor do we guarantee the accuracy or completeness of the information contained herein. Ravinia Capital, the Company, the Segment, and the Company's and Segment's financial, business, and legal advisors accept no liability for any loss arising from the use of this document or its contents or otherwise arising in connection thereof.

All information in the above graphs were provided by the Company's management. Variable margin includes related materials, direct labor, and fringes on direct labor. Fiscal Year 23 is based on the Company's management's theoretical projections of how variable production would perform after price increases and for potential purchasers. The Company operates on a 6/30 year-end fiscal year.