

# CentralReach acquisition

March 24, 2025

# CentralReach acquisition



## Investment highlights

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Purchase price:

\$1.65B (net of \$200M tax benefit)

Expected financial impact:

~\$175M revenue (12-months ending Q2'26)

~\$75M EBITDA (12-months ending Q2'26)

20%+ organic revenue & EBITDA growth profile

Meets all acquisition criteria

Adding another maturing leader to portfolio

Financed by revolving credit facility

Expected to close in April/May 2025

## Company overview

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Leading cloud-native software solution for Applied Behavior Analysis (“ABA”) therapy providers

Over 200,000 professionals utilize purpose-built solutions to provide care for individuals with autism spectrum disorder (“ASD”)

Comprehensive platform with highly specialized tools: client set-up, practice management, claims processing, care scheduling, clinical data collection, service delivery & AI modules

To be reported in Application Software segment

Compelling value creation opportunity

# Clear leader in an attractive & durable niche market

## Strong market tailwinds

- Persistent care gap - meaningful shortage of care provider supply vs. learner population demand
- Greater demand for ABA treatment as the standard of care for individuals with ASD
- Established medical insurance coverage & reimbursement for ABA treatment
- Market consolidation benefits customer base (“win with the winners”)



## Mission critical SaaS solutions with highly tangible ROI

- Helps measure outcomes, ensure compliance, and realize reimbursement
- Unlocks operational efficiencies, enabling more time to provide quality care



## Multiple paths to drive future growth & ability to expand margins

- Filling care gap drives growth within current installed base
- Cross-sell of proven AI products with high customer ROI
- Compelling new logo capture opportunity
- Adjacent markets - speech/occupational therapies, international expansion, etc.
- Natural operating leverage as business continues to mature & scale





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