



FOR IMMEDIATE RELEASE

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ZIEGLER ADVISES HILL VALLEY HEALTHCARE ON \$35,250,000 ACQUISITION FINANCING

CHICAGO – MAY 26, 2022 - Ziegler, a specialty investment bank, is pleased to announce its role as exclusive financial advisor in raising financing of \$35,250,000 (the “Financing” or the “Transaction”) on behalf of Hill Valley Healthcare to acquire a rental CCRC located in Farmville, Virginia. The community, The Woodland, offers independent living, assisted living, and skilled nursing services.

As a CCRC, The Woodland serves seniors across the entire spectrum of care featuring 60 independent living, 85 assisted living, and 120 skilled nursing beds. However, The Woodland offers its residents additional financial optionality not usually seen at a CCRC in that it utilizes a rental model instead of the typical CCRC entrance fee model catering to the private pay, traditional commercial insurance, Medicare, and Medicaid populations. Hill Valley Healthcare will both own and operate The Woodland, which will mark its tenth senior housing / skilled nursing community under management in the state of Virginia and twentieth overall in their growing East Coast footprint spanning Virginia, Maryland, West Virginia, and Rhode Island.

Ziegler Investment Banking Managing Director, Christopher Utz, who arranged and negotiated the transaction, said, “The Hill Valley Management team found a diamond in the rough with this community. They will be able to utilize their current operating model, footprint, and innovative approach to optimize all aspect the services provided to the Farmville community.”

Hill Valley Healthcare’s team is led by Shimmy Idels, LNHA and Steven Schwartz, both Co-Founders and Co-CEOs. As per Steven, “We are very excited about the acquisition of The Woodland. The community fits perfectly within our Virginia footprint, and we are excited to expand

and improve the scope of services for the residents. Chris went above and beyond his scope of services and structured a very flexible and cost-effective capital structure.” Shimmy commented, “Through the coordinated efforts of our internal acquisitions team and Chris’ team at Ziegler, we were able to bring another community into our family allowing us to expand upon the quality services Hill Valley is providing to seniors in that market.”

Ziegler’s Senior Housing & Care Finance Practice brings its experience and expertise to senior housing and post-acute care clients. By offering a comprehensive suite of products for debt, equity and M&A services, our professionals provide creative solutions that meet your organization’s capital goals.

For more information about Ziegler, please visit us at www.ziegler.com.

About Ziegler:

Ziegler is a privately held, national boutique investment bank, capital markets and proprietary investments firm. It has a unique focus on healthcare, senior living and education sectors, as well as general municipal and structured finance. Headquartered in Chicago with regional and branch offices throughout the U.S., Ziegler provides its clients with capital raising, strategic advisory services, fixed income sales, underwriting and trading as well as Ziegler Credit, Surveillance and Analytics. To learn more, visit www.ziegler.com.

Certain comments in this news release represent forward-looking statements made pursuant to the provisions of the Private Securities Litigation Reform Act of 1995. This client’s experience may not be representative of the experience of other clients, nor is it indicative of future performance or success. The forward-looking statements are subject to a number of risks and uncertainties, in particular, the overall financial health of the securities industry, the strength of the healthcare sector of the U.S. economy and the municipal securities marketplace, the ability of the Company to underwrite and distribute securities, the market value of mutual fund portfolios and separate account portfolios advised by the Company, the volume of sales by its retail brokers, the outcome of pending litigation, and the ability to attract and retain qualified employees.

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