

# Financial strategies for the healthcare industry



Together we'll go far





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In an ever-changing industry, you need a financial partner who understands your unique needs and enables you to succeed financially. At Wells Fargo, we provide a comprehensive suite of financial solutions to the healthcare industry. We take the time to understand your business needs and goals, and then we build a strong, long-term relationship to support your healthcare business now and for years to come.

We have a global presence, but our local focus means that we understand the market where your healthcare business competes. We have a dedicated team that serves healthcare companies that are regional, national, public, private, for-profit, and not-for-profit.



We customize our services for all types of healthcare organizations, including:



## Providers

- Hospitals and hospital-affiliated clinics
- Physician practices and groups
- Ambulatory surgery centers
- Imaging and dialysis centers
- Surgery centers
- Oncology facilities
- Assisted-living facilities
- Senior-living facilities
- Home healthcare
- Hospice organizations



## Operations and management

- Healthcare staffing companies
- Ancillary services companies
- Healthcare IT providers



## Suppliers

- Laboratories and research facilities
- Life science companies
- Pharmaceuticals
- Medical equipment manufacturers
- Development stage companies





## Financial solutions for your organization

Having access to working capital and funding capital expenditures are constant concerns in the healthcare industry. You can rest assured that your Wells Fargo team can provide secured and unsecured financing options to meet your business needs. We provide **agented and syndicated financing**, including **revolving lines of credit** and **term loans** that support your healthcare business objectives in a dynamic market.

We provide **investment banking** and **management solutions**, as well as **capital markets services** for healthcare mergers and acquisitions, debt capital markets, equity capital markets, loan syndications, and private placements. We also provide **customized investment management solutions** for balance sheet assets and retirement pools.

Payment collection can be challenging, but Wells Fargo has the process in place to help you improve your **total payment collection** so you can have more time to focus on patient care. Our comprehensive, paperless accounting systems and web-based tools maximize early pay incentives and float opportunities by converting supplier payments from paper checks to efficient electronic transactions.





# Protecting your assets

Keeping your equipment up to date is critical to your ability to remain competitive. However, you don't want to sacrifice your bottom line. Our customized loans, leases, lines of credit, and tax-exempt financing options can help you finance the **equipment, tenant improvements, and technology** that will help you meet and exceed your goals. Whether you are planning for a complex expansion, upgrading your equipment, or implementing a new electronic healthcare records (EHR) system, we can help.

We offer financing for the **construction, substantial rehabilitation, acquisition, and refinancing of properties** built to meet the needs of seniors, which include age-restricted, skilled-nursing, independent-living, assisted-living, assisted-living with Alzheimer's, and stand-alone memory care facilities.

Wells Fargo also provides **asset-based financing** and **accounts receivable financing** to companies that support the healthcare industry through senior-secured loans with various structures.





## The Wells Fargo advantage

Since 1852, Wells Fargo has been a symbol of strength and stability for businesses. When you work with us, you know you're working with a financial services leader that has remained reliable and innovative for more than 160 years. Our strong balance sheet and capital position allow us to lend consistently, through various market conditions.

And, with offices throughout the United States, no matter where your business is based, Wells Fargo has relationship teams that live and work where you do. Our relationship management teams understand your economy and business environment, and have the authority to make lending decisions locally. What's more, we're committed to being a responsible corporate citizen by supporting communities through social capital, team member volunteerism, financial contributions, and responsible business practices.

In an ever-changing market, it's nice to know a stable financing source is behind you. That's why so many healthcare industry professionals turn to Wells Fargo.

### **Let's start a conversation today**

Wells Fargo would like to learn more about your healthcare business and offer ideas on how we can help your business thrive. Let us work with you to uncover opportunities to turn assets into revenue and revenue into profits, while also increasing efficiency and reducing expenses.

Learn how you can put the power of Wells Fargo behind your business today.

[wellsfargo.com/healthcare](https://wellsfargo.com/healthcare)

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