



# Hospital Acquisitions

April 2014

Dear Hospital Owner:

VCA is selectively acquiring practices around the United States that are within two miles of an existing VCA Animal Hospital. ***If your practice has annual sales in excess of \$400,000 and is located within two miles of an existing VCA Animal Hospital, we would like to talk with you.*** By combining your practice with a current VCA Hospital, we remove the burden of day-to-day management, helping you achieve a more balanced lifestyle while you continue to practice veterinary medicine. If retirement is what you are looking for, a merger with VCA can be your exit strategy.

We recognize the success of your practice can be attributed to the culture you created for your staff, your clients and their pets. We pledge to maintain the same level of commitment to your clients' satisfaction and the well-being of their pets as you have shown.

VCA is the nation's largest network of freestanding animal hospitals. We currently own or manage more than 600 animal hospitals in 41 states and Canada. We employ more than 14,000 dedicated professionals. VCA is the largest provider of post-graduate education; this year we will train more than 750 externs and 165 interns, and fund more than 70 residency programs. Our educational programs significantly benefit the profession. Our projected 2014 company revenue will exceed \$1.9 billion. VCA is a very successful and profitable company. VCA has the capital required to acquire today's successful practices. You can place your trust in us to carry on your legacy. We are a publicly traded company on the NASDAQ; our stock symbol is WOOF. VCA is also the parent company of ANTECH Diagnostics, Sound-Eklin and VetStreet.

**Transactions are done entirely with cash.**

The founders' vision and VCA's senior management team have guided the company's exceptional growth for more than two decades. Our original mission of building a company based on quality medicine, investments in technology, exceptional service and professional integrity has set the standard in the industry and we are proud of our accomplishments. Let us help you better understand how to plan and position your hospital for a merger into the VCA family. If you would like to discuss your exit strategy, please call or email one of our Directors of Acquisitions.

If you are located in the Northeast or Southeast, contact:

**Peter Kilkelly**

A handwritten signature in black ink that reads 'Peter Kilkelly'.

Director of Acquisitions  
203.707.0850  
[peter.kilkelly@vcaantech.com](mailto:peter.kilkelly@vcaantech.com)

If you are located in the Midwest, Northwest or Southwest, contact:

**Sean Hayes**

A handwritten signature in black ink that reads 'Sean Hayes'.

Director of Acquisitions  
248.915.5794  
[sean.hayes@vcaantech.com](mailto:sean.hayes@vcaantech.com)

Complete your info confidentially online at: [VCAantech.com/acquisitions\\_form.php](http://VCAantech.com/acquisitions_form.php)