

# First Choice Healthcare Solutions Announces Execution of Letter of Intent for Acquisition of Ancillary Services Business and Release of Third Quarter 2017 Results

MELBOURNE, FL -- (Marketwired) -- 11/09/17 -- First Choice Healthcare Solutions, Inc. (OTCQB: FCHS) ("FCHS," "First Choice" or the "Company"), one of the nation's only non-physician-owned, publicly traded healthcare services companies focused on the delivery of total musculoskeletal solutions with an emphasis on Orthopaedics and spine care, announced it has signed a non-binding letter of intent for the acquisition of a multi-site ancillary services business to expand its market presence and also has released its financial results for the three months and nine months ended September 30, 2017.

Chris Romandetti, President and CEO of First Choice, stated, "We are pleased to have signed our letter of intent to acquire a complementary business, which if completed, will expand our footprint within our industry, and will also generate incremental revenue and offer additional revenue streams. We anticipate closing the transaction during the first quarter of 2018."

# **Letter of Intent for Ancillary Services Business**

- Offers an expanded market presence through multiple locations
- Additional revenue streams from ancillary modalities not currently offered by FCHS
- Ability to manage broader base of patient pre-and post-operative ancillary services
- Anticipated incremental revenue of \$7 to \$9 million
- Transaction is subject to due diligence and negotiation of definitive agreements (no assurance can be given that FCHS will consummate the transaction)

# **Third Quarter Highlights:**

- The Company's results of operations were negatively impacted by Hurricane Irma.
   Most of the Company's revenues are generated from elective procedures. Therefore,
   anticipation of the hurricane and its subsequent impact, the Company experienced a
   significant number of postponed or canceled surgeries. The Company estimates
   results were negatively impacted by up to \$1.2 million.
- Total revenues increased 0.2% in the third quarter of 2017 to \$7,688,493 from \$7,669,743 in the same period of 2016.
- 2017 third quarter net patient service revenue rose 0.6% to \$7,127,045 from

- \$7,083,765 in the same period of 2016.
- Net loss attributable to First Choice for the third quarter totaled \$440,398 or \$0.02 loss per share, compared to a net income of \$544,940, or \$0.02 earnings per share for the third quarter of 2016.
- Non-GAAP adjusted EBITDA\*, after deducting certain non-cash and one-time cash gains and expenses, totaled \$417,106 in the third quarter of 2017, compared to \$1,438,798 for the same period in 2016.
- During the third quarter of 2017 the Company repurchased 96,303 shares of common stock under the share buyback program and has continued purchasing shares. The total shares purchased through November 6, 2017 is 155,089 shares.

Mr. Romandetti concluded, "While the impact of Irma on our operations was greater than we initially forecast, our disaster preparedness plan has already allowed us to return to normal operations." Mr. Romandetti further stated, "We continue to remain excited about our future growth in our core business and the expected growth stemming from our strategic acquisition pipeline."

### **Details for Conference Call and Webcast**

First Choice's management team will host a conference call and webcast for the investment community later today beginning at 10 AM Eastern Time to discuss the results and recent corporate developments. Participants can register and access the conference call by dialing toll-free 1-866-682-6100 (for U.S. and Canada dial-in) or 1-404-267-0373 (for international dial-in). The conference call will also be webcasted and available for replay at <a href="https://www.webcaster4.com/Webcast/Page/1527/23447">https://www.webcaster4.com/Webcast/Page/1527/23447</a> and via the investor relations section of the Company's website at <a href="http://ir.myfchs.com/">http://ir.myfchs.com/</a>. For those who cannot listen to the live broadcast, a replay will be available shortly after the call on the investor relations page of First Choice's website, found at <a href="http://ir.myfchs.com/">http://ir.myfchs.com/</a>.

### \* Non-GAAP Financial Measures

To supplement our consolidated financial statements, which are prepared and presented in accordance with GAAP, we use non-GAAP EBITDA. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. We use this non-GAAP financial measures for financial and operational decision-making and as a means to evaluate period-to-period comparisons. Our management believes that this non-GAAP financial measure provides meaningful supplemental information regarding our performance and liquidity by excluding certain items that may not be indicative of our recurring core business operating results. We believe that both management and investors benefit from referring to this non-GAAP financial measure in assessing our performance and when planning, forecasting, and analyzing future periods. This non-GAAP financial measure also facilitates management's internal comparisons to our historical performance and liquidity. We believe this non-GAAP financial measure is useful to investors both because they allow for greater transparency with respect to a key metric used by management in its financial and operational decision-making. For more information on this non-GAAP financial measure, please see the table captioned "Reconciliation of non-GAAP Adjusted EBITDA Performance".

For additional details relating to First Choice's Third Quarter 2017 results, please refer to the Interim Report on Form 10-Q filed with the U.S. Securities and Exchange Commission and found at <a href="https://www.sec.gov">www.sec.gov</a>.

# About First Choice Healthcare Solutions, Inc.

Headquartered in Melbourne, Florida, First Choice Healthcare Solutions (FCHS) is implementing a defined growth strategy aimed at expanding its network of non-physician-owned medical centers of excellence, which concentrate on treating patients in the following specialties: Orthopaedics, Spine Surgery, Neurology, Interventional Pain Management and related diagnostic and ancillary services in key expansion markets throughout the Southeastern U.S. Serving Florida's Space Coast, the Company's flagship integrated platform currently administers over 100,000 patient visits each year and is comprised of First Choice Medical Group, The B.A.C.K. Center and Crane Creek Surgery Center. For more information, please visit <a href="https://www.myfchs.com">www.myfcmg.com</a>, <a href="https://www.myfcmg.com">www.myfcmg.com</a>, <a href="https://www.myfcmg.com">www.myfcmg.com</a>,

### Safe Harbor Statement

Certain information set forth in this news announcement may contain forward-looking statements that involve substantial known and unknown risks and uncertainties. These forward-looking statements are subject to numerous risks and uncertainties, certain of which are beyond the control of First Choice Healthcare Solutions, Inc. Such forwardlooking statements are based on current expectations, estimates and projections about the Company's industry, management beliefs and certain assumptions made by its management. Readers are cautioned that the assumptions used in the preparation of such information, although considered reasonable at the time of preparation, may prove to be imprecise and, as such, undue reliance should not be placed on forward-looking statements. Information concerning factors that could cause the Company's actual results to differ materially from those contained in these forward-looking statements can be found in the Company's periodic reports on Form 10-K and Form 10-Q, and in its Current Reports on Form 8-K, filed with the Securities and Exchange Commission. Unless required by law, the Company undertakes no obligation to update publicly any forwardlooking statements, whether as a result of new information, future events, or otherwise to reflect future events or circumstances or reflect the occurrence of unanticipated events.

# FIRST CHOICE HEALTHCARE SOLUTIONS, INC. CONDENSED CONSOLIDATED BALANCE SHEETS

	Se	September 30, 2017		December 31, 2016	
	(unaudited)			_	
ASSETS					
Current assets					
Cash (amounts related to VIE of \$1,118,749 and \$708,858)	\$	2,695,482	\$	4,593,638	
Cash -restricted (amounts related to VIE of					

\$6,522,191)	6,522,191	-
Accounts receivable, net (amounts related to VIE of \$6,131,720 and \$6,010,961)	11,119,757	9,536,830
Employee loans (amounts related to VIE of \$490,900 and \$491,850)	1,129,131	820,341
Prepaid and other current assets (amounts related to VIE of \$418,435 and \$329,427)	646,184	422,512
Total current assets	22,112,745	15,373,321
Property, plant and equipment, net of accumulated depreciation of \$1,640,400 and \$1,165,219 (amounts related to VIE of \$506,621 and \$693,629)	2,353,150	2,544,816
Other assets	3,956,649	4,227,957
Total assets	\$ 28,422,544	\$ 22,146,094
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LIABILITIES AND EQUITY Current liabilities		
Accounts payable and accrued expenses (amounts related to VIE of \$1,867,340 and \$1,366,143)	\$ 2,499,396	\$ 2,083,231
Accounts payable, related party (amount related to VIE of \$251,588)	251,588	251,588
AMT tax payable	181,029	181,029
Settlement payable, due to non controlling interest (amount related to VIE of \$6,521,655)	6,521,655	-
Line of credit, short term (amount related to VIE of \$440,024)	1,540,024	1,539,524
Notes payable, current portion	-	519,452
Unearned revenue	44,638	26,936
Deferred rent, short term portion (amount related	105,171	237,923
to VIE of \$45,203 and \$237,923)  Total current liabilities	11,143,501	4,839,683
Long term debt: Deposits held	41,930	41,930
Notes payable, long term portion	223,101	14,531
Deferred rent, long term portion (amount related to		,
VIE of \$2,484,558 and \$2,214,909)	2,556,515	2,293,594
Total long term debt	2,821,546	2,350,055
Total liabilities	13,965,047	7,189,738
Equity	_	

Preferred stock, \$0.01 par value; 1,000,000 shares

Common stock, \$0.001 par value; 100,000,000			
shares authorized, 26,828,538 and 24,631,327			
shares issued; 26,699,847 and 24,631,327 shares			
outstanding as of September 30, 2017 and			
December 31, 2016, respectively	26,829		24,631
Additional paid in capital	24,492,194		24,020,610
Treasury stock, 128,691 and 0 common shares, at			
cost, respectively	(187,121)		-
Accumulated deficit	(10,469,988)	_	(10,100,534)
Total stockholders' equity attributable to First			
Choice Healthcare Solutions, Inc.	13,861,914		13,944,707
Non-controlling interest (note 10)	 595,583		1,011,649
Total equity	 14,457,497		14,956,356
Total liabilities and equity	\$ 28,422,544	\$	22,146,094

# FIRST CHOICE HEALTHCARE SOLUTIONS, INC CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(unaudited)

	For the three months ended September 30,		For the nine m	
	2017	2016	2017	2016
Revenues:				
Patient Service Revenue	\$ 7,333,547	\$ 7,403,084	\$ 22,610,804	\$ 21,571,205
Allowance for bad debts	(206,502)	(319,319)	(710,852)	(849,037)
Net patient service revenue less provision for				
bad debts	7,127,045	7,083,765	21,899,952	20,722,168
Rental Revenue	561,448	585,978	1,723,585	1,842,428
Total Revenue	7,688,493	7,669,743	23,623,537	22,564,596
Operating expenses:				
Salaries and benefits	3,609,494	3,158,172	10,555,321	9,077,783
Other operating				
expenses	1,855,642	2,255,334	7,016,648	6,729,219
General and administrative	2,592,989	1,555,151	6,147,641	4,783,534
Depreciation and amortization	361,680	195,821	744,592	631,571
Total operating expenses	8,419,805	7,164,478	24,464,202	21,222,107

Net (loss) income from operations	(731,312)	505,265	(840,665)	1,342,489
Other income (expense):				
Gain on sale of property and improvements	-	-	-	9,212,346
Miscellaneous income (expense)	41,153	135,544	144,951	241,213
Amortization financing costs	-	-	-	(15,654)
Interest expense, net Total other income	(27,625) 13,528	(56,560 ) 78,984	(89,806) 55,145	(288,748) 9,149,157
Net (loss) income before				
provision for income taxes	(717,784)	584,249	(785,520)	10,491,646
Income taxes (benefit)	-	_	-	-
Net (loss) income	(717,784)	584,249	(785,520)	10,491,646
Non-controlling interest (note 10)	277,386	(39,309)	416,066	(226,628)
NET (LOSS) INCOME ATTRIBUTABLE TO FIRST CHOICE HEALTHCARE SOLUTIONS, INC.	\$ (440,398)	\$ 544,940	\$ (369,454)	\$ 10,265,018
Net (loss) income per common share, basic	\$ (0.02)	\$ 0.02	\$ (0.01)	\$ 0.43
Net (loss) income per common share, diluted	\$ (0.02)	\$ 0.02	\$ (0.01)	\$ 0.38
Weighted average number of common shares outstanding, basic	26,765,021	24,238,613	26,622,335	23,664,723
Weighted average number of common shares outstanding, diluted	26,765,021	27,751,946	26,622,335	26,998,057

# FIRST CHOICE HEALTHCARE SOLUTIONS, INC CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(unaudited)

For the nine months ended September 30, 2017 2016

CASH FLOWS FROM OPERATING ACTIVITIES:		
Net (loss) Income	\$ (785,520)	\$ 10,491,646
Adjustments to reconcile net (loss) income to cash used in operating activities:		
Depreciation and amortization	744,592	631,571
Amortization of financing costs	-	15,654
Bad debt expense	710,852	849,037
Gain on sale of property	-	(9,212,346)
Stock based compensation	473,782	668,591
Changes in operating assets and liabilities:		
Accounts receivable	(2,293,779)	(3,702,212)
Prepaid expenses and other current assets	(223,672)	(129,948)
Restricted funds	-	359,414
Employee loans	(308,790)	(110,716)
Accounts payable and accrued expenses	416,165	(1,718,516)
Settlement payable	-	(600,000)
Deposits	-	(25,502)
Deferred rent	130,169	230,671
Unearned income	 17,702	 946
Net cash used in operating activities	(1,118,499)	(2,251,710)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Proceeds from sale of property	-	15,113,497
Purchase of equipment	(281,618)	 (239,418)
Net cash (used in) provided by investing activities	(281,618)	14,874,079
CASH FLOWS FROM FINANCING ACTIVITIES:		
(Repayments) of advances	-	(43,082)
Proceeds from settlement, due to non controlling		
interest	6,521,655	-
Proceeds from notes payable	86,713	-
Proceeds from line of credit	500	372,636
Purchase of treasury stock	(187,121)	-
Net payments on notes payable	 (397,595)	 (7,955,886)
Net cash provided by (used in) financing activities	6,024,152	(7,626,332)
Net increase in cash, cash equivalents and resticted cash	4,624,035	4,996,037
Cash and cash equivalents, beginning of period	4,593,638	1,594,998
Cash, cash equivalents and restricted cash, end of period	\$ 9,217,673	\$ 6,591,035
SUPPLEMENTAL DISCLOSURES OF CASH FLOW		

### **INFORMATION:**

Cash paid during the period for interest	\$	90,386	\$	288,748
Cash paid during the period for taxes	\$	_	\$	-
Supplemental disclosure of non-cash investing and financing activities:				
Common stock issued in settlement of accrued	•		•	404.000
expenses	<u>\$</u>	<u>-</u>	\$	481,900

# FIRST CHOICE HEALTHCARE SOLUTIONS, INC. RECONCILIATION OF NON-GAAP ADJUSTED EBITDA PERFORMANCE

For the three months ended September 30,

			•	
		2017		2016
Net income (loss)	\$	(440,398)	\$	544,940
Interest		27,625		56,560
Taxes		-		-
Depreciation and Amortization		361,680		195,821
Bad Debt		206,502		319,319
Stock Issuance- non cash transactions		261,697		322,158
Building		_		_
Adjusted EBITDA	\$	417,106	\$	1,438,798

# For the nine months ended September 30,

	2017	2016	
Net income (loss)	\$ (369,454)	\$	10,265,018
Building	-		(9,212,346)
Interest	89,806		288,748
Taxes	-		-
Depreciation and Amortization	383,142		647,225
Bad Debt	710,852		849,037
Stock Issuance- non cash transactions	325,021		720,174
Adjusted EBITDA	\$ 1,139,368	\$	3,557,856

## **CONTACT INFORMATION**

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Source: First Choice Healthcare Solutions, Inc.