

# Chris Dobbin on Nova Leap's 877% increase in revenue in 2018

written by InvestorNews | May 2, 2019

"We were pretty open with the market in terms of what our plans were. In the tail end of 2017 we said that we would do up to four acquisitions in 2018. We ended up doing five. Our operations are performing well in the US. We made one acquisition in Canada in Halifax last June. We have come back out and said we plan on doing up to four acquisitions again in 2019. So, a lot of our revenue has been driven by the acquisitions. We have made some really good acquisitions which will lead to some long-term growth for the company." States Chris Dobbin, President and CEO of [Nova Leap Health Corp.](#) (TSXV: NLH), in an interview with InvestorIntel's Tracy Weslosky.

**Tracy Weslosky:** Chris you have one of the best performing stocks. In 2017 you had a million in revenue and you have jumped to over 10 million in one year. Is that correct?

**Chris Dobbin:** That is right. Close to 900% improvement in revenue which we report in US dollars.

**Tracy Weslosky:** I think I read in your most recent fourth quarter results, a 877% lift. Can you tell us a little about the highlights from this fourth quarter?

**Chris Dobbin:** It really goes back to our strategy to be honest. We were pretty open with the market in terms of what our plans were. In the tail end of 2017 we said that we would do up to four acquisitions in 2018. We ended up doing five. Our

operations are performing well in the US. We made one acquisition in Canada in Halifax last June. We have come back out and said we plan on doing up to four acquisitions again in 2019. So, a lot of our revenue has been driven by the acquisitions. We have made some really good acquisitions which will lead to some long-term growth for the company.

**Tracy Weslosky:** If you did ten times last year. What do we expect for 2019? Are you going to do it again?

**Chris Dobbin:** Ten times might be a bit aggressive, but we have certainly indicated to the market that we plan of growing by at least 50-100%. That's not really from the US\$ 10 million that we reported in 2018. That really has to do more with our annualized revenue run rate now which is north of US\$ 15 million and with the latest acquisition that we just announced, yet to close but we are getting it close, we would be close to US\$ 18 million in revenue.

**Tracy Weslosky:** For those of you out there in InvestorIntel may not understand or have never heard about Nova Leap Health story before. Chris can you give us kind of an overview about what the company vision is because people like me, we are fallen in love with your story.

**Chris Dobbin:** We are in the home care services industry. We help people, usually seniors, within their home. A lot of our client base has some form of dementia, but we are really after a demographic that is fast growing. It is sort of the biggest change in our lifetime from a demographic perspective. We have people that have some form of long term chronic condition that need assistance within their home and we provide it...to access the complete interview, [click here](#)

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# Chris Dobbin on older adult care and Nova Leap Health's double-digit growth

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"We are a homecare services company. The industry itself has been one of the fastest growing industries in Canada and the U.S. for the last few years. Really it is based on demographics. It should continue to be so. I think as a management team we have been fairly good at identifying targets that are attractive to us. First we tend to go into rural or secondary markets in the U.S., primarily in New England. We have been able to find good quality companies run by good management teams. We have had a lot of success in acquiring those companies and then integrating them or bringing them together. It is really for those reasons that we have been able to have some good success over the course of the last 12 to 14 months." States Chris Dobbin, President and CEO of [Nova Leap Health Corp.](#) (TSXV: NLH), in an interview with InvestorIntel Corp. CEO Tracy Weslosky.

**Tracy Weslosky:** You have just basically had double-digit growth again for your fifth consecutive quarter. Chris can you tell me how you are managing to achieve this in these current market conditions?

**Chris Dobbin:** Sure. Well I guess it starts with the industry that we are in. We are a homecare services company. The industry itself has been one of the fastest growing industries in Canada and the U.S. for the last few years. Really it is based on

demographics. It should continue to be so. I think as a management team we have been fairly good at identifying targets that are attractive to us. First we tend to go into rural or secondary markets in the U.S., primarily in New England. We have been able to find good quality companies run by good management teams. We have had a lot of success in acquiring those companies and then integrating them or bringing them together. It is really for those reasons that we have been able to have some good success over the course of the last 12 to 14 months.

**Tracy Weslosky:** We have noticed over the last 14 quarters, I believe it is seven acquisitions that you have done. Can you tell me a little bit more about how you have managed to do so many acquisitions so seamlessly Chris?

**Chris Dobbin:** Since last September, so September 2017, we have been fairly active on the acquisition front. In September we went to Rhode Island. We purchased a company called All About Home Care. In October we entered into Vermont and New Hampshire. This past February we made an acquisition in Massachusetts; made another acquisition in Massachusetts in April. Acquired a company in Halifax in June and then made two more acquisitions since then, one at the end of September, again in Massachusetts, and then one mid-October in New Hampshire.

**Tracy Weslosky:** Nova Leap has consecutively been, not only showing that they have revenue, making acquisitions. Obviously you have a competitive advantage or two. Can you tell us more about this?

**Chris Dobbin:** Two things, we look at it from a pure acquisition strategy. I think going into the secondary markets or more rural areas has been attractive for us. They are certainly areas that have less competition, great caregivers, great referral sources, down to earth people; just areas that we really like. Once we

are in at the operational level our focus really is on dementia care. Just over 60% of our client base would have some form of dementia. That is really the niche market for us. We are focused on helping those folks that have dementia. We have a specific training program that we are rolling out in Canada and the U.S. that is dementia related. That is our strategy going forward as I think about growing this company and providing great service to the areas that we are in now.

**Tracy Weslosky:** Nova Leap has a number of competitive advantages. I think one thing that I would love our audience to notice is not to assume that your acquisitions are all focused on Canada. In fact most of them seem to be in the United States...to access the complete interview, [click here](#)

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