

Chris Dobbin on Nova Leap Health's focus on dementia care

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"Dementia care is very important to us. In some of our agencies, upward of 75% of our clients have some form of dementia. After we make an acquisition, we bring a very specific dementia training program to that agency. We train our senior people, they get certified through a third party and then they train all of our caregivers and we pay our caregivers to take that training. It has a tremendous impact both on retention of our caregivers and also directly to the families that we provide service to." States Chris Dobbin, President and CEO of [Nova Leap Health Corp.](#) (TSXV: NLH), in an interview with InvestorIntel's Tracy Weslosky.

Chris went on to provide an update on Nova Leap's expansion into South Central USA with an acquisition in Oklahoma. He said that the company has been very successful in New England and saw an opportunity in a home care business in Oklahoma. Nova Leap considers the acquisition to be a meaningful investment in a new geographic area that it intends to expand upon. Chris also said that Nova Leap has announced record financial results for the third quarter and has seen nine consecutive quarters of revenue growth. The company has made two meaningful acquisitions at the beginning of the fourth quarter and expects to deliver a record revenue growth going forward.

To access the complete interview, [click here](#)

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Chris Dobbin on Nova Leap's record financial results for third quarter 2019

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"When it comes to our (business) model. Essentially we are looking for small home care businesses primarily in the US. They are generally between a million to three million dollars in revenue. They are in secondary market where its less competitive. We have been buying in New England and most recently in South Central. These businesses have been around for 10 to 15 years. They are predominantly owned by a founder who is looking for a succession plan. We identify these businesses as part of our role up strategy. We look to make incremental improvement weather it be revenue or expense management or training or marketing. Every agency is little bit different and unique but we bring those incremental improvements and as we add these small businesses to a larger platform we start to see payoffs from a financial perspective." States Chris Dobbin, President and CEO of [Nova Leap Health Corp.](#) (TSXV: NLH), in an interview with InvestorIntel's Tracy Weslosky.

Chris went on to say that Nova Leap has had nine consecutive quarters of revenue growth and the management is delivering results that they said they would do. Chris further added that Nova Leap has made three aquisitions this year and it continues to pursue more acquisitions. The company recently made an acquisition in Massachusetts and expanded to South Central USA with an acquisition in Oklahoma.

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

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"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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