FILED

MAY **2 5** 2021

INSURANCE REGULATION
Docketed by:

OFFICE OF INSURANCE REGULATION

DAVID ALTMAIER

COMMISSIONER

IN THE MATTER OF:

CASE NO.: 281436-21-CO

Application for Indirect Acquisition of ALIGN SENIOR CARE FLORIDA, INC. by SENIOR HOUSING BUYER, INC.

CONSENT ORDER

THIS CAUSE came on for consideration upon the filing by SENIOR HOUSING BUYER, INC. ("APPLICANT"), with the FLORIDA OFFICE OF INSURANCE REGULATION ("OFFICE"), of an application for the indirect acquisition of ALIGN SENIOR CARE FLORIDA, INC. ("ALIGN"), pursuant to Sections 628.461 and 641.255, Florida Statutes ("Application"). Following a complete review of the entire record, and upon consideration thereof, and being otherwise fully advised in the premises, the OFFICE hereby finds as follows:

- 1. The OFFICE has jurisdiction over the subject matter and the parties herein.
- 2. APPLICANT has applied for and, subject to the present and continuing satisfaction of the requirements, terms, and conditions established herein, has satisfactorily met all of the conditions precedent to the granting of approval by the OFFICE for the proposed indirect acquisition of ALIGN by APPLICANT, pursuant to the requirements of the Florida Insurance Code.
- 3. ALIGN is a licensed Health Maintenance Organization ("HMO") domiciled in the state of Florida and is subject to the jurisdiction and regulation of the OFFICE, pursuant to Part I of Chapter 641, Florida Statutes.

- 4. ALIGN is 100% owned by INNOVATIVE LONG-TERM CARE MANAGEMENT, INC. ("ILTCM"), which is 28.5% owned by Heritage Healthcare Innovation Fund, LP; 29.2% owned by Health Enterprise Partners II, LP; 11.5% owned by WILL F. SAUNDERS ("SAUNDERS"), an individual; and 30.8% owned by multiple entities, none of which are 10% or greater shareholders.
- 5. APPLICANT is a Delaware corporation that was incorporated on October 12, 2020, for the purpose of effecting the proposed indirect acquisition of ALIGN. APPLICANT is 100% owned by its sole shareholder, SENIOR HOUSING NEWCO, LLC ("NEWCO"), a Delaware limited liability company that was organized on October 9, 2020, also for the purpose of effecting the proposed, indirect acquisition of ALIGN. The ultimate controlling person of APPLICANT is MOHAMAD MAKHZOUMI ("MAKHZOUMI"), an individual, and one of 12 managing members of NEA 17 GP, LLC ("NEA GP"), a Delaware limited liability company that is the general partner of NEA Partners 17, L.P., a Delaware limited partnership that is the general partner of New Enterprise Associates 17, LP ("Enterprise LP"), a Delaware limited partnership and parent company of NEWCO.
- 6. APPLICANT has provided a Disclaimer of Control Affidavit for NEA GP certifying that, other than MOHAMAD MAKHZOUMI, no other person associated with NEA GP does or will exercise any control, either directly or indirectly, over the activities of APPLICANT, or any other entity owned or controlled by APPLICANT and licensed by the OFFICE. Further, no person affiliated with NEA GP, other than MOHAMAD MAKHZOUMI, will attempt to exercise any control, either directly or indirectly, over the activities of APPLICANT, or any other entity owned or controlled by APPLICANT and licensed by the OFFICE, without the advance written consent of the OFFICE.

- 7. The Application represents that an Agreement and Plan of Merger ("Agreement") was executed on January 20, 2021, between APPLICANT, ILTCM, NEWCO, Senior Housing Merger Sub, Inc. ("Merger Sub"), a Delaware corporation and direct, wholly owned subsidiary of APPLICANT, and HEP MANAGEMENT CORPORATION ("HEP"), a Delaware corporation acting solely in its capacity as the Securityholders Representative, which is defined in the Agreement.
- 8. Pursuant to the Agreement, Merger Sub will merge with and into ILTCM, with ILTCM as the surviving company ("Merger"). After the Merger, ILTCM will be a direct, wholly owned subsidiary of APPLICANT and result in APPLICANT indirectly acquiring ALIGN. ("Transaction"). Consideration for the Transaction is approximately \$145,000,000, United States Dollars, which amount is subject to adjustments after closing, and is subject to an Equity Commitment Letter, dated January 20, 2021, by and among Enterprise LP, NEWCO and ILTCM ("Equity Commitment"), whereby Enterprise LP has agreed to make an equity investment in NEWCO, which NEWCO will contribute to APPLICANT, which APPLICANT will use at closing as consideration for the Merger.
- 9. If the OFFICE determines that any individual for whom APPLICANT is required to submit background information as part of this Application, and who has not otherwise disclaimed control, is unacceptable under the Florida Insurance Code, APPLICANT, ILTCM, NEWCO, HEP, or MAKHZOUMI shall cause the removal of said person within 30 days of notice from the OFFICE and replace them with a person or persons acceptable to the OFFICE or shall undertake such other corrective action as directed by the OFFICE. Failure to act would constitute an immediate serious danger to the public, pursuant to Sections 120.569(2)(n) and 120.60(6),

Florida Statutes, and the OFFICE may take administrative action as it deems appropriate upon the Certificate of Authority of ALIGN without further proceedings.

- 10. Notwithstanding other applicable surplus requirements, APPLICANT agrees that ALIGN will remain in compliance with the Risk Based Capital requirements described in Section 624.4085, Florida Statutes.
- 11. APPLICANT and ALIGN will cooperate with financial and market conduct examinations conducted by the OFFICE, and make their accounts, records, documents, files, information, assets, and matters in their possession or control freely available to the OFFICE, its examiners, or its investigators, in accordance with Sections 624.318 and 641.27, Florida Statutes.
- 12. ALIGN shall be required at all times to maintain capital and surplus as required by Sections 641.19(19) and 641.225, Florida Statutes. APPLICANT and ALIGN agree that failure to maintain compliance at all times with the capital and surplus requirement would constitute an immediate serious danger to the public and that the OFFICE may immediately suspend, revoke, or take other administrative action as it deems appropriate upon the Certificate of Authority of ALIGN without further proceedings, pursuant to Sections 120.569(2)(n) and 120.60(6), Florida Statutes.
- 13. APPLICANT will make all necessary funds available to ALIGN to maintain compliance with surplus requirements.
- 14. ALIGN will remain in compliance with the Risk Based Capital requirements described in Section 624.4085, Florida Statutes.
- 15. APPLICANT, ILTCM, NEWCO, HEP, and MAKHZOUMI represent there are no present plans or proposals to make substantive changes to the Plan of Operations of ALIGN. Prior

written approval must be secured from the OFFICE prior to any material deviation from said Plan of Operations.

- as described in the Application, there are no present plans or proposals to make any substantive changes to ALIGN, including liquidating it, selling any of its assets (except for transactions such as investment portfolio transactions in the ordinary course of business), merging or consolidating it with any person or persons, or making any other major change in its business operations, management, or corporate structure.
- 17. ALIGN shall, no later than 15 days after the month in which the Transaction occurs, file an update to their Holding Company Registration Statement, as required by Section 628.801, Florida Statutes, and Rule 69O-143.046, Florida Administrative Code.
- 18. ALIGN shall submit to the OFFICE, within 15 days of closing of the acquisition, any newly assigned National Association of Insurance Commissioners company group code.
- 19. APPLICANT shall cause the Enterprise Risk Report required by Section 628.801(2), Florida Statutes, and any and all information necessary to evaluate the enterprise risks of ALIGN, to be furnished to the OFFICE pursuant to Section 628.461(3)(f)-(g), Florida Statutes.
- 20. APPLICANT represents that there are no agreements, written or oral, related to the Application and Transaction that have not been provided to the OFFICE.
- 21. APPLICANT acknowledges that any amounts due to ALIGN from a Management Service Organization as part of a risk sharing arrangement are considered as non-admitted assets when determining compliance with solvency requirements under the Florida Insurance Code.

- 22. APPLICANT and ALIGN shall not enter into any reinsurance or brokerage agreement, whether affiliated or not, that requires the approval from the reinsurer or broker regarding any potential sale of ALIGN.
- 23. APPLICANT and ALIGN shall notify the OFFICE within 10 business days of any breach, non-performance, or default of any servicing agreement with affiliates or third-party vendors providing services directly or indirectly to ALIGN that could result in or cause a material adverse change in the financial condition, business, performance, operations, or property of ALIGN.
- 24. Any material changes to the information submitted in the Application filing shall be reported to the OFFICE for its review prior to the closing date. APPLICANT, ILTCM, NEWCO, HEP, SAUNDERS, ALIGN, and MAKHZOUMI acknowledge that if the OFFICE determines that any of these reported changes would have a material negative impact to the financial condition or operation of ALIGN, the OFFICE may rescind its approval as granted in the Consent Order by written notice to APPLICANT.
- 25. Within 10 business days after the Transaction is completed, APPLICANT shall submit, or cause to be submitted, to the OFFICE final executed closing documents and final copies of all related agreements. Further, APPLICANT shall notify the OFFICE within 3 business days of a final determination that the Transaction will not occur.
- 26. All parties to this Consent Order acknowledge that completion of the Transaction is subject to obtaining any other required regulatory or governmental approvals and that this Consent Order shall be deemed null and void if the Transaction is not completed within 60 days of the execution of this Consent Order. Accordingly, if APPLICANT fails to receive any other

required approvals or the Transaction is not completed timely, the provisions of this Consent Order shall terminate automatically and have no effect.

- 27. Any prior orders, consent orders, or corrective action plans that ALIGN has entered into with the OFFICE prior to the execution of this Consent Order shall apply and remain in full force and effect for ALIGN, except where provisions of such orders, consent orders, or corrective action plans have expired; have been superseded by subsequent orders, consent orders, or corrective action plans; or are inconsistent with this Consent Order.
- APPLICANT, ILTCM, NEWCO, HEP, SAUNDERS, and MAKHZOUMI affirm and represent that all information, explanations, representations, statements, and documents provided to the OFFICE in connection with the Application, including all attachments and supplements thereto, are true and correct and fully describe all transactions, agreements, ownership structures, understandings, and control with regard to the acquisition and future operations of ALIGN. APPLICANT, ILTCM, NEWCO, HEP, SAUNDERS, and MAKHZOUMI further agree and affirm that said information, explanations, representations, statements, and documents, including all attachments and supplements thereto, are material to the issuance of this Consent Order and have been relied upon by the OFFICE in its determination to enter into this Consent Order.
- 29. Any deadlines, reporting requirements, other provisions, or requirements set forth in this Consent Order may be altered or terminated by written approval of the OFFICE. Such approval must be requested in writing prior to any proposed deviation from the terms of this Consent Order.
- 30. APPLICANT, ALIGN, ILTCM, NEWCO, HEP, SAUNDERS, and MAKHZOUMI expressly waive a hearing in this matter, the making of findings of fact and

conclusions of law by the OFFICE, and all further and other proceedings herein to which they may be entitled by law or rules of the OFFICE. APPLICANT, ALIGN, ILTCM, NEWCO, HEP, SAUNDERS, and MAKHZOUMI hereby knowingly and voluntarily waive all rights to challenge or to contest this Consent Order in any forum available to them, now or in the future, including the right to any administrative proceeding, state or federal court action, or any appeal.

- 31. APPLICANT, ALIGN, ILTCM, NEWCO, HEP, SAUNDERS, and MAKHZOUMI affirm that all requirements set forth herein are material to the issuance of this Consent Order.
- 32. APPLICANT, ALIGN, ILTCM, NEWCO, HEP, SAUNDERS, and MAKHZOUMI agree that, upon execution of this Consent Order, failure to adhere to one or more of the terms and conditions contained herein may result, without further proceedings, in the OFFICE suspending, revoking, or taking other administrative action as it deems appropriate upon ALIGN's Certificate of Authority in this state in accordance with Sections 120.569(2)(n) and 120.60(6), Florida Statutes.
 - 33. Each party to this action shall bear its own costs and fees.
- 34. The parties agree that this Consent Order shall be deemed to be executed when the OFFICE has signed and docketed a copy of this Consent Order bearing the signatures of SAUNDERS and MAKHZOUMI as well as the authorized representatives of APPLICANT, ALIGN, ILTCM, NEWCO, and HEP.

WHEREFORE, subject to the terms and conditions set forth above, the Application for the indirect acquisition of ALIGN SENIOR CARE FLORIDA, INC., by SENIOR HOUSING BUYER, INC., pursuant to Sections 628.461 and 641.255, Florida Statutes, is APPROVED.

FURTHER, all terms and conditions contained herein are hereby ORDERED.

DONE and ORDERED this 25 day of _______,

David Altmaier, Commissioner Office of Insurance Regulation By execution hereof, SENIOR HOUSING BUYER, INC., consents to entry of this Consent Order, agrees without reservation to all of the above terms and conditions, and shall be bound by all provisions herein. The undersigned represents that they have the authority to bind SENIOR HOUSING BUYER, INC., to the terms and conditions of this Consent Order.

SENIOR HOUSING BUYER, INC.
By: My
Print Name: Mark Price
Title: CEO
Date: 5/24/21
STATE OF
COUNTY OF Havis
The foregoing instrument was acknowledged before me by means of Tphysical presence
or online notarization, this 24 day of May 2021, by Mark Price
or \square online notarization, this 24 day of 2021 , by 2021 , contains of person) (name of person) (type of authority; e.g., officer, trustee, attorney in fact)
HONG Q PHAM (Signature of the Notary) Notary ID #11193442 My Commission Expires
April (Print Type or Stamp Commissioned Name of Notary)
Personally Known OR Produced Identification
Type of Identification Produced TDL #
My Commission Expires: 4.27.2022

By execution hereof, ALIGN SENIOR CARE FLORIDA, INC., consents to entry of this Consent Order, agrees without reservation to all of the above terms and conditions, and shall be bound by all provisions herein. The undersigned represents that they have the authority to bind ALIGN SENIOR CARE FLORIDA, INC., to the terms and conditions of this Consent Order.

	ALIGN SENIOR CARE FLORIDA, INC.
	By: Well B
	Print Name: Will Saunders
	Title:
	Date: 5-24-2 p 21
STATE OF Virginia	
COUNTY OF Hurico	
	day of Marian Serior Core Florida. attorney in fact) owledged before me by means of D physical presence (name of person) (company name)
	(Signature of the Notary)
Commission of Virginia Notary Public Commission No. 7715084 My Commission Expires 1/31/2025	Bri Hony Pussell (Print, Type or Stamp Commissioned Name of Notary)
Personally Known OR Pr	roduced Identification
Type of Identification Produced	
My Commission Expires: 1/31	12025

By execution hereof, HEP MANAGEMENT CORPORATION, as Representative for the Securityholders, consents to entry of this Consent Order, agrees without reservation to all of the above terms and conditions, and shall be bound by all provisions herein. The undersigned represents that they have the authority to bind HEP MANAGEMENT CORPORATION, as Representative for the Securityholders, to the terms and conditions of this Consent Order.

	MANAGEMENT CORPORATION, as
Kepre	esentative for the Securityholders,
Ву: _	Peter B. Tedesco Soprod on 20210024 12 20:08 4 00
Print	Name: Peter Tedesco
Title:	Managing Partner
Date:	May 24, 2021
STATE OF Virginia	
COUNTY OF Henrico	
or 🗵 online notarization, this 24th day of Managing Partner	(name of person)
(type of authority; e.g., officer, trustee, attorney in	101
Brittany Loren Russell	BA Room tary)
Registration # 7715064	Brittany Russell
Commonwealth of Virginia My commission expires the 31 day of Jan 2025	(Print, Type or Stamp Commissioned Name of Notary)
cory Stamp 2021/05/24 12:20:25 PST	•
Personally Known OR Produced	
Type of Identification Produced Drivers L	cense
My Commission Expires:January 31, 2	025

By execution hereof, INNOVATIVE LONG-TERM CARE MANAGEMENT, INC., consents to entry of this Consent Order, agrees without reservation to all of the above terms and conditions, and shall be bound by all provisions herein. The undersigned represents that they have the authority to bind INNOVATIVE LONG-TERM CARE MANAGEMENT, INC., to the terms and conditions of this Consent Order.

	INNOVATIVE LONG-TERM CARE MANAGEMENT, INC.
	By: Wlon
	Print Name: Will Saunders
	Title: CFO
	Date: 5-29-2021
STATE OF Virginia	
COUNTY OF Hurico	
	ay of way 2021, by will Sounders (name of person) for Incustive Cong Term Care management (company name)
Brittany Loren Russell Commonwealth of Virginia Notary Public Commission No. 7715084 My Commission Expires 1/31/2025	(Signature of the Notary) Bri Hory Persell (Print, Type or Stamp Commissioned Name of Notary)
Personally Known _ OR Pro	oduced Identification
Type of Identification Produced	
My Commission Expires: 1/31/2	o25

By execution hereof, SENIOR HOUSING NEWCO, LLC, consents to entry of this Consent Order, agrees without reservation to all of the above terms and conditions, and shall be bound by all provisions herein. The undersigned represents that they have the authority to bind SENIOR HOUSING NEWCO, LLC, to the terms and conditions of this Consent Order.

	SENIOR HOUSING NEWCO, LLC
	By: Mr.
	Print Name: Mark Pice
	Title: CEO
	Date: 5/24/21
STATE OF	
COUNTY OF KAMO	
The foregoing instrument was acknowledged	owledged before me by means of \square physical presence
or □ online notarization, this <u>24</u> d	lay of MAY 2021, by Mark Price
as officer (type of authority; e.g., officer, trustee, at	for Senior Housing New (o, llc. (company name)
	Total Type Stamp Commissioned Name of Notary) Print Type Stamp Commissioned Name of Notary)
Personally KnownOR Pr	roduced Identification_
Type of Identification Produced	TOL
My Commission Expires: 4	. 27.2022

By execution hereof, NEA 17 GP, LLC, consents to entry of this Consent Order, agrees without reservation to all of the above terms and conditions, and shall be bound by all provisions herein. The undersigned represents that they have the authority to bind NEA 17 GP, LLC, to the terms and conditions of this Consent Order.

	NEA 17 GP, LLC
	Ву:
	Print Name: Mohamad Makhzoumi
	Title: General Partner
	Date: 5/23/2021
STATE OF	
COUNTY OF	NOTARY ATTACHED
The foregoing instrument was acknow	wledged before me by means of □ physical presence
or □ online notarization, this da	y of 2021 by
	y 012021, 0y
as	for (name of person)
as	y of2021, by
as(type of authority; e.g., officer, trustee, atto	for (name of person) prney in fact) (company name)
as(type of authority; e.g., officer, trustee, atto	(name of person) for
as (type of authority; e.g., officer, trustee, atto	
as (type of authority; e.g., officer, trustee, atto	(Signature of the Notary) (Print, Type or Stamp Commissioned Name of Notary)
	(Signature of the Notary) (Print, Type or Stamp Commissioned Name of Notary) duced Identification

	\$
A notary public or other officer completing this certificate verifito which this certificate is attached, and not the truthfulness,	ies only the identity of the individual who signed the document accuracy, or validity of that document.
State of California	
County of San Matco	
county of	T (())
on May 21, 2021 before me,	1. Cirardle, Notary officer
Date	Here Insert Name and Title of the Officer UAKNZOM
personally appearedMONGNO	Maknzomi
٨	lame(3) of Signer(3)
who proved to me on the basis of satisfactory evidence to the within instrument and acknowledged to me that authorized capacity(ies); and that by his/her/their signatupon behalf of which the person(s) acted, executed the	ature(s)-on the instrument the person(s), or the entity
T. GRAVELLE Nation Public Culifornia	I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.
Notary Public - California San Mateo County Commission # 2307604 My Comm. Expires Oct 3, 2023	WITNESS my hand and official seal.
	(Carll
	Signature
Place Notary Seal and/or Stamp Above	Signature of Notary Public
	ONAL
	deter alteration of the document or form to an unintended document.
Description of Attached Document	
Title or Type of Document: Align Set	nor are-Florida-NEA17P8 15
5/20/21	
Document Date: J 21 21	Number of Pages:
Signer(s) Other Than Named Above:	
Capacity(ies) Claimed by Signer(s)	
Signer's Name:	
□ Corporate Officer – Title(s):	□ Corporate Officer - Title(s):
☐ Partner — ☐ Limited ☐ General ☐ Individual ☐ Attorney in Fact	☐ Partner — ☐ Limited ☐ General☐ Individual☐ ☐ Attorney in Fact
☐ Individual ☐ Attorney in Fact ☐ Guardian or Conservator	,
□ Other:	□ Other:
Signer is Representing:	

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By execution hereof, WILL F. SAUNDERS consents to entry of this Consent Order, agrees without reservation to all of the above terms and conditions and shall be bound by all provisions herein.

Wille
WILL F. SAUNDERS
Date: 5-24-2021
STATE OF Victina
COUNTY OF Hear 100
The foregoing instrument was acknowledged before me by means of physical presence or online notarization, this 24 day of
(name of person) as induicted for verself (type of authority; e.g., officer, trustee, attorney in fact) (company name)
Brittany Loren Russell Commonweelth of Virginia Notary Public Commission No. 7715064 Rev. Loren Russell (Signature of the Notary)
My Commission Expires 1/31/2025 (Print, Type or Stamp Commissioned Name of Notary)
Personally KnownOR Produced Identification
Type of Identification Produced
My Commission Expires: 1/21/2075

Order, agrees without reservation to all of the above terms and conditions and shall be bound by all provisions herein. MOHAMAD MAKHZOUMI Date: ____5/23/2021 STATE OF NOTARY ATTACHED COUNTY OF The foregoing instrument was acknowledged before me by means of \square physical presence or \square online notarization, this ____ day of _____ 2021, by____ (name of person) (type of authority; e.g., officer, trustee, attorney in fact) (company name) (Signature of the Notary) (Print, Type or Stamp Commissioned Name of Notary) Personally Known OR Produced Identification Type of Identification Produced_____

By execution hereof, MOHAMAD MAKHZOUMI consents to entry of this Consent

My Commission Expires:

CALIFORNIA ACKNOWLEDGMENT		CIVIL CODE § 1189
	tificate verifies only the identity of the individual who s outhfulness, accuracy, or validity of that document.	
State of California County of MACO	me, T. Gravelle, Not	The Office
On 1964 17 2021 before	Here Insert Name and Title of t	the Officer
personally appeared Mo ha	imad Makhzoumi	ne omeer
	Name(s) of Signer(s)	
to the within instrument and acknowledged t	y evidence to be the person(s) whose name(; o me that he/ she/they executed the same in heir signature(s) on the instrument the perso ecuted the instrument.	his/h er/thei r
T. GRAVELLE Notary Public · California San Mateo County	I certify under PENALTY OF PERJU laws of the State of California that paragraph is true and correct.	
Commission = 2307504 My Comm. Expires Oct 3, 2023	WITNESS my hand and official sea	ıl.
	Signature	ell
Place Notary Seal and/or Stamp Above	Signature of No	otary Public
	OPTIONAL ion can deter alteration of the document or t of this form to an unintended document.	
Description of Attached Document Title or Type of Document: <u>件(な) So</u>	enor care-Plancia -NEAIT	1-pag 17
Document Date:	Number of Pa	ages:
Signer(s) Other Than Named Above:		
Capacity(ies) Claimed by Signer(s) Signer's Name: Corporate Officer – Title(s): Partner – Limited General Individual Attorney in Fac	Signer's Name: Corporate Officer – Title(s): Partner – Limited Gener	
☐ Trustee ☐ Guardian or Con: ☐ Other:		an or Conservator

Signer is Representing: _

Signer is Representing: _____

COPIES FURNISHED TO:

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Email: sdobecki@sidley.com

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Email: beth.vecchioli@hklaw.com

MOHAMAD MAKHZOUMI

Senior Housing Buyer, Inc., President/Director Senior Housing NewCo, LLC, President/Manager NEA 17 GP, LLC, Managing Member 1954 Greenspring Drive, Ste 600 Timonium, MD 21093

Email: mmakhzoumi@nea.com

WILL FRANKLIN SAUNDERS,
PRESIDENT/CEO
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Innovative Long-Term Care Management, Inc.
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10900 Nuckols Road
Glen Allen, VA 23060
Email: will@allyalign.com

PETE TEDESCO, SECURITYHOLDERS' REP HEP management Corporation 565 Fifth Avenue, 26th Floor New York, NY 10017

Email: ptedesco@hepfund.com

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Email: Carter.Layton@floir.com

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