

## WHO WE ARE

RiverGlade Capital is a private equity firm focused on **control buyouts of growth-oriented, lower middle market healthcare companies**. Through **partnership** with founder-owned, high-quality, differentiated businesses, RiverGlade strives to **accelerate value, professionalize, and transform** organizations into highly attractive strategic assets. RiverGlade's Managing Partners, who founded the firm in 2017, have been investing together for more than two decades and bring the **resources, relationships, and validated methodologies** to help scale exceptional healthcare companies.

## OUR APPROACH

### DOMAIN EXPERTISE

Leverage 20+ years investing in the healthcare vertical

### COLLABORATION

Partner with founder-owned and operated businesses

### GROWTH FOCUS

Drive value creation through organic growth, acquisition, and de novo-based expansion strategies

### TALENT

Infuse talent where needed to drive scalability while respecting entrepreneurial cultures

### RESOURCES

Utilize highly experienced operating executives to support portfolio investments

## DELIBERATE FOCUS

### TARGET BUSINESS MODELS



Multi-unit



Outsourced  
Services



Tech-enabled  
Solutions



Products +  
Distribution

### SECTORS OF INTEREST

Animal health

Home care services

Payor services

Revenue cycle mgmt.

Behavioral health

Infusion Services

Pharma services

Specialty pharmacy

Employer health services

Lab services

Post-acute care services

Staffing services

Health and wellness

Medical products and  
distribution

Provider services

Value-based care models

Women's health

## TARGET INVESTMENTS

### COMPANY ATTRIBUTES

- ✓ Founder-owned healthcare businesses
- ✓ Proven organic growth
- ✓ Multiple value-creation levers
- ✓ Culture of compliance and clinical excellence
- ✓ Differentiated service offering and strong market reputation

### DEAL ATTRIBUTES

- ✓ Meaningful founder rollover
- ✓ Alignment with RiverGlade operating resources and expertise
- ✓ Prudent leverage structure

**\$3M+**  
EBITDA

**\$20 - \$80M**  
EQUITY INVESTMENT  
per platform

## RIVERGLADE INVESTMENTS



Healthcare management services company to the oral surgery sector, providing partnership and support services to market leading oral surgery providers.



Leading multi-unit kids dentist collective offering high-quality oral health services including dentistry, orthodontics and oral surgery to toddlers, children and teens, in a comfortable and fun office setting.



Leading network of veterinary practices offering comprehensive pet care services including medical, surgical, retail, pharmacy, boarding, grooming and wellness.



Provider of care management solutions, in partnership with leading managed care organizations, for patients with incontinence issues.



Full-service, 24/7 outsourced provider of vascular access insertion services to hospitals, long-term acute care, skilled nursing and related healthcare facilities.



Leading franchisor of largely private-pay, customizable home care services for the elderly and others needing support with activities of daily living.



Leading regional network of outpatient behavioral centers providing treatment services for mental health and substance use disorders.

## RIVERGLADE TEAM

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