

# Leading Growth-Oriented Private Equity Firm that Invests in Healthcare Companies

RiverGlade Capital is a growth-oriented private equity firm that invests in **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.

## 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

## TARGET COMPANY ATTRIBUTES

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

## TARGET DEAL ATTRIBUTES

- ✓ Companies with \$3M+ EBITDA
- ✓ \$20 – \$80M equity invested per platform
- ✓ Prudent leverage structure
- ✓ Strong growth profile

## BUSINESS MODELS



Multi-unit



Outsourced  
Services



Tech-enabled  
Solutions



Products +  
Distribution

## SECTORS OF INTEREST

Animal health

Behavioral health

Education and training

Employer health services

Health and wellness

Home care services

Infusion services

Pharma services

Post-acute care services

Payor and provider  
services

Revenue cycle management

Specialty pharmacy

Staffing services

Value-based care models

Women's health

## TEAM

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# Investments\*

## PATIENT-CARE MULTI-UNIT



### KIDS CARE DENTAL & ORTHODONTICS

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.



### CITYVET

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

### 2ND CHANCE

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

### RESULTS PHYSIOTHERAPY\*

Network of outcomes-based outpatient physical therapy clinics focused on changing the delivery of physical therapy through a consistent, reproducible patient experience.

### ADEPTUS HEALTH\*

Patient-centric network of innovative, freestanding emergency rooms, fully equipped with state-of-the-art diagnostic technology and onsite labs.

### FOUNDATIONS RECOVERY NETWORK\*

Leading provider of behavioral healthcare services for people dually diagnosed with both a mental health and substance abuse disorder, offering a full range of inpatient and residential treatment options.

### CENTERRE HEALTHCARE\*

Nationally focused inpatient rehabilitation hospital management company that operates inpatient rehabilitation facilities in partnership with acute care hospital partners.

## PAYOR SERVICES



### TENDERHEART HEALTH OUTCOMES\*\*

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



### PARADIGM OUTCOMES\*

Evidence-based provider of complex and catastrophic medical management services, primarily focused on catastrophic injuries that occur on the job and result in workers' compensation claims.

## HOSPITAL AND FACILITY SERVICES



### DYNAMIC INFUSION THERAPY

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



### HOME HELPERS HOME CARE

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



### SURGICAL SOLUTIONS\*

Outsourced hospital operating room solutions, including on-site surgical technicians and equipment services, for minimally invasive surgical procedures for hospitals throughout the US.



### Q-CENTRIX\*

Healthcare information solutions company that provides outsourced data abstraction to help healthcare providers measurably improve safety and quality of delivered care, while reducing costs.



### PACIFIC INTERPRETERS\*

High-quality language services provided by experienced, medically qualified interpreters to eliminate communication barriers.



### STERILMED\*

Leading reprocessor of and provider of repair services for single-use devices ("SUDs") to help hospitals and surgery centers reduce medical device costs and relieve the regulatory burden of reprocessing SUDs.

## PHYSICIAN PRACTICE MANAGEMENT



### U.S. ORAL SURGERY MANAGEMENT

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



### BLUE SKY VISION\*

Healthcare management services company to the eye care sector, providing partnership and support services to market leading ophthalmologists and optometrists.



### PLATINUM DERMATOLOGY PARTNERS\*

Healthcare management services company to the dermatology sector, providing partnership and support services to market leading dermatologists.

\*Selected healthcare investments in which the Managing Partners held key leadership roles as investment team members during their tenure at another private equity firm.

\*\* Formerly Longhorn Health Solutions.