

## Healthcare Private Equity

Investing in lower middle market companies that are driving outcomes for patients, providers, payors, and the communities they serve.

### APPROACH

#### DOMAIN EXPERTISE:

Leverage 20+ years investing in the healthcare vertical

#### TALENT:

Infuse talent where needed to drive scalability while respecting entrepreneurial cultures

#### GROWTH FOCUS:

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

#### COLLABORATION:

Partner with founder-owned and operated businesses

#### TECHNOLOGY:

Invest in technology to streamline processes and enhance productivity and efficiencies

#### RESOURCES:

Utilize Executive Healthcare Advisory Council (EHAC) to support portfolio investments

### INVESTMENT TEAM

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### TARGET COMPANY ATTRIBUTES

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

### INVESTMENT CRITERIA

- Total enterprise value of \$15M – \$300M
- Equity investment of \$15M – \$100M per platform
- EBITDA of at least \$3M for platform investments; no minimum for add-ons
- Control investments and select minority opportunities
- North American market focus

### BUSINESS MODELS



Outsourced  
Services



Tech-enabled  
Solutions



Products +  
Distribution



Multi-unit

### OUTSOURCED SERVICES



Technology-enabled provider of comprehensive wellness and population health management services to employers, health systems, health plans and resellers.



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



Full-service, 24/7 outsourced provider of vascular access insertion services to patients in facilities and home infusion services in partnership with specialty pharmacies.



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



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



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.



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



Leading reprocessor 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.



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

**We have extensive experience partnering with founders and management teams to help accelerate growth and scale great healthcare companies.**

### MULTI-UNIT



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



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



Dentist collective offering dentistry, orthodontics, and oral surgery services to toddlers, children, and teens, in a comfortable and fun office setting.



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



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



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



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



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



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



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