

# HEALTHCARE-FOCUSED PRIVATE EQUITY

GRANT AVENUE

## ➤ Overview

- Grant Avenue Capital LLC, [www.GrantAve.com](http://www.GrantAve.com), founded in 2019 and based in New York, invests in middle-market healthcare companies primarily in North America
- Partners with founders, entrepreneurs, and management teams to transform middle-market healthcare businesses

## ➤ Core Investment Themes

- Thematic healthcare investment strategy focused on the following:
  - Cost Containment:** Products or services that reduce overall healthcare cost and generate strong clinical outcomes
  - Custom Solutions:** Outsourcing or technology solutions that drive efficiency, reduce expenses, and improve results
  - Consumerism:** Retail or other consumer-oriented health and wellness services or products that provide individuals more personalized care options
  - Compliance:** Tech-enabled businesses that attack fraud, waste, and abuse or ensure payment compliance

## ➤ Target Size (Platforms)

- EBITDA: \$5 to \$25 million
- Enterprise Value: \$25 to \$350 million

## ➤ Flexible Transaction Structure

- Flexible transaction structure and partnership approach, including majority investments of the following types:
  - Corporate carve-outs
  - Partnerships with founders
  - Private company recapitalizations and buyouts
  - Industry consolidations and buy & builds
  - Special situations

## ➤ Investment Team

- Significant investment experience and over ~\$6.0 billion of invested equity capital across all sectors of healthcare
- Works closely with Advisory Board and Grant Accelerator operating partner executives

## ➤ Senior Investment Professionals



**Buddy Gurnia**  
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## ➤ Current Portfolio



Physical therapy & other rehab services across 270+ clinics



Strategy and tech enablement services to life sciences companies



Shared services to ~400 hospitals and health systems



Home medical equipment and supplies



Home health and hospice services in UT and IN



Emergency & non-emergency ground ambulance services



Clinical research site organization with 20+ sites



Branded & private label vitamins and minerals manufacturer

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## Current Target Categories

## Example Sub-Sectors

### Healthcare Services



Home-Based Care

Hospice

Pediatric

Home Medical Equipment

Personal Care



Behavioral

Outpatient Mental Health  
Services to Behavioral Providers

Developmental Services  
Autism



Retail Health and Wellness

Physical Therapy  
OTC & VMS Products  
Veterinary Services

Women's Health  
Urgent Care  
Infusion



To Employers and Payors

Workers Comp Managed Care

Managed Networks

Program or Carveout Management

Third-Party Administrators



To Providers

RCM

Value-Add Shared Services

Supply Chain

Strategy Consulting

Non-Emergency Medical Transport

Equipment Maint. & Repair

Differentiated Staffing



To Pharma & Device

Manufacturing & Supply Chain

Clinical Research

Commercialization

Device Design and Development

Quality and Regulatory

### Outsource Services



Products

Consumer Medical Products

FDA-Regulated Safety Products

Single-Use Disposables

### Products