

# 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 Gumina**  
Founder & Managing Partner  
[Buddy@GrantAve.com](mailto:Buddy@GrantAve.com)



**Brian Berkin**  
Partner  
[Brian.Berkin@GrantAve.com](mailto:Brian.Berkin@GrantAve.com)



**Eric Kim**  
Principal  
[Eric.Kim@GrantAve.com](mailto:Eric.Kim@GrantAve.com)



**Alex Ferree**  
Principal  
[Alex.Ferree@GrantAve.com](mailto:Alex.Ferree@GrantAve.com)

## Current Portfolio



Physical therapy & other rehab services across 270+ clinics



Shared services to ~400 hospitals and health systems



Home health and hospice services in UT and IN



Clinical research site organization with 20+ sites



Strategy and tech enablement services to life sciences companies



Home medical equipment and supplies



Emergency & non-emergency ground ambulance services










Branded & private label vitamins and minerals manufacturer

# HEALTHCARE-FOCUSED PRIVATE EQUITY

GRANT  
AVENUE

## 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
Outsource Services		To Employers and Payers	Workers Comp Managed Care Managed Networks	Program or Carveout Management Third-Party Administrators
		To Providers	RCM Supply Chain Strategy Consulting	Value-Add Shared Services Equipment Maint. & Repair Differentiated Staffing
		To Pharma & Device	Manufacturing & Supply Chain Clinical Research Commercialization	Device Design and Development Quality and Regulatory
Products		Products	Consumer Medical Products FDA-Regulated Safety Products	Single-Use Disposables