

HEALTHCARE-FOCUSED PRIVATE EQUITY

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Overview

- Grant Avenue Capital LLC, 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 \$30 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



Brian Berkin
Partner
Brian.Berkin@GrantAve.com



Eric Kim
Principal
Eric.Kim@GrantAve.com



Alex Ferree
Principal
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

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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
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