



Healthcare Investment Strategy

INVESTMENT TARGETS

- Medical devices
- Specialty distribution
- Outsourced services
- Healthcare IT

INVESTMENT THEMES

- Lower cost of care
- Wellness and prevention
- Outsourcing of non-core functions
- Increased consumer involvement in decision-making

OVERALL INVESTMENT PARAMETERS

- Large, under-penetrated markets
- Niche market leader (#1, 2, or 3 position)
- Multi-pronged value proposition (patient/provider/payor)
- Diverse product/service offering
- Recurring revenue model and favorable working capital dynamics
- World-class quality and operational excellence
- Proprietary technology and/or process advantages
- Sustainable, low-concentrated customer base

Representative Investments

DEVICES AND PRODUCTS



Pressure relief and temperature management products



Sports protection and sports medicine products



Orthopedic and pain management products



Cardiovascular devices

Continued

SPECIALTY DISTRIBUTION



Home health supplier serving the South Central U.S.



Consumer direct catalog

OUTSOURCED SERVICES



Leading provider of outpatient physical therapy services



Manufacturer of disposable medical products

HEALTHCARE IT



Provider of unified communications software solutions

Dan Gladney, Operating Partner

- 28 years in healthcare/12 years as CEO
- Products, distribution, and services expertise
- 14 years at The Kendall Company and Baxter in general management and sales and marketing leadership roles

CURRENT

DGIMED ORTHO

Trauma ortho products
Founder, Chairman
Angel Backed



Minimally invasive percutaneous aortic valves
Co-founder, Chairman, CEO
VC Backed

2002-2006



Orthopedic and pain management products
Chairman, CEO and President
Public

1996-2002



Cardiovascular device start-up
CEO and President
PE Backed

HEALTHCARE INVESTMENT TEAM

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