

DW Healthcare Partners (DWHP), a healthcare focused private equity firm, invests in companies at the smaller end of the middle market, generating over \$3 million in EBITDA.

DWHP Background

DWHP was founded in 2002 as a healthcare oriented private equity firm, and today we manage \$250 million of capital across two separate funds.

- Majority ownership preferred (may consider minority)
- Equity investment \$5+ million

Additionally, we are looking for smaller investments in the following markets:

- Specialty pharmacies
- Long-term care and hospice pharmacies
- Regenerative therapies in the orthopaedic, spine, cardiac and sports medicine markets
- Online educational courses and programs
- Dialysis clinics
- Behavioral health providers

Investment Philosophy

The core of our investment philosophy is predicated on two pillars:

- Flexibility - We are flexible in catering to an owner's desires post-closing, as well as in structuring transactions. We prefer partnering with management teams, but have the bench strength of executives to complete a buyout if the owners seek full liquidity. We prefer to purchase control in transactions, but have the ability to invest in minority transactions as well.
- Growth - One area where we are not flexible is our orientation toward growth, whether it be through organic initiatives or via strategic acquisitions. Our focus on growth also impacts the way we capitalize businesses, and we avoid burdening our businesses with undue leverage. We generate returns by working with management teams to grow businesses and not by handcuffing growth with excessive debt.

Experienced Team

At DWHP, our greatest asset is the strength of our investment team members. DWHP's healthcare operational, transactional and clinical expertise separates the firm from other private equity firms in the marketplace.

Industry Expertise

Our knowledge and operational expertise across multiple sectors of healthcare allows us greater insight into the unique challenges facing our partners today. This investment focus allows us to better understand and monitor the regulatory climate, pending and current reimbursement issues, and government policies and trends that impact the healthcare marketplace. This knowledge is valuable as our due diligence process is much more expeditious than other firms and it is invaluable to our partners as we work together to develop the company's strategic plan.

Investment Criteria

- \$3 million EBITDA and above
- Strong historical growth rates
- North American companies



DW Healthcare Partners
1413 Center Drive, Suite 220
Park City, UT 84098
(435) 645-4050
www.dwhp.com