MedEquity Capital

Approach

Healthcare Focus

We pursue investments in healthcare sectors where we have prior experience and a strong conviction regarding future growth

Growth Orientation

We target companies with strong cash flow and work with management teams to harness untapped organic and acquisitive growth potential

Value Additive

Our Partners have each had >25 years of relevant healthcare experience and have held CEO and other leadership roles multiple times

Record of Success

MedEquity has generated returns for founders and investors well in excess of our peers for over 20 years and for more than 70 investments

Sector Focus

Provider-based Services

The structures through which healthcare is delivered patients are undergoing continuous evolution, driven by new payor strategies, advanced analytics, innovative technologies and therapies, and changing patient preferences

Products with Low Technology Risk

We will consider investments in producers and distributors of medical devices, pharmaceuticals, and other products and supplies if the company has significant scale, a history of profitable operations, and the potential for superior growth

Specialty Pharmacy

Therapeutics are becoming more complex and personalized. Pharmacies must be able to handle the challenges of compounding, manufacturing and administration of these new and often unstable modalities.

Outsourced Services

The increasing growth, complexity, and cost of healthcare continue to challenge manufacturers, providers, payors, and other businesses. These challenges are a catalyst to outsourced service providers that can deliver specialized results.

Distribution

Healthcare is characterized by complicated interconnections among patients, physicians, providers, payors, producers, and regulators. This complex environment necessitates a new class of distributor to meet these needs.

Tech-enabled Services

While we will rarely invest in a specific technology, product or compound, we proactively look for healthcare service or distribution opportunities that can capitalize on a broad technology trend or innovation.

Investment Criteria

Target Profile

- Established, profitable businesses with high growth characteristics
- Steady cash flow with downside protection
- Proven, scalable, economic model
- Founder or family owned or controlled

Financial Profile

For Platform Investments:

- Revenue: $5 million or greater
- EBITDA: $1 million to $10 million

For Tuck-In Acquisitions:

- Revenue or EBITDA of any size

Investment Structure

- $5 million to $30 million initial investment size
- Common, preferred equity or blend of securities
- Control to significant minority positions

Uses of Capital

- Control buyout with conservative use of leverage
- Organic growth
- Acquisition strategies or consolidation plays
- Recapitalizations (full or partial liquidity)

Get in Touch

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MedEquity Capital

Current Investments

MAX Surgical Specialty Management	Provider-based Services	**Max Surgical Specialty Management** ("MAX") provides growth capital and administrative support services to partner oral and maxillofacial surgery practices across the Northeast.
Cardiovascular Associates of America	Provider-based Services	**Cardiovascular Associates of America** ("CVAUSA") provides growth capital and administrative services to partner cardiology practices with the common mission of saving lives, reducing costs, and improving patient care.
QLER	Tech-enabled Services	**QLER Solutions** is a leader in the provision of on-demand telepsychiatry consultation services to hospital emergency rooms and other patient care settings.
Belmar Pharma Solutions	Specialty Pharmacy	**Belmar Pharma Solutions** is a national source for compounded medication, education and consultation for hormone health and wellness. It is a national leader in compounding of women's health pharmaceuticals.
TristanMedical Care Centers	Provider-based Services	**Tristan Medical Primary Care Centers** provide primary care, urgent care, and other medical services from locations in southeastern Massachusetts.
PharmaLogic Take The Lead	Specialty Pharmacy	**PharmaLogic** operates regional nuclear pharmacies throughout the U.S. which compound and dispense patient-specific intravenous drugs and solutions for use in diagnostic imaging and radiopharmaceutical therapy.

Select Realized Investments

AppleCare Urgent Care	Provider-based Services	**AppleCare** operates urgent care centers and offers accessible, affordable, and high-quality healthcare in the Southeastern U.S.	CRH Healthcare — Get in. Get out. Get better.
Crescent Healthcare, Inc.	Distribution	**Crescent Healthcare** is a California-based distributor of specialty pharmaceutical products.	Walgreens
EnduraCare	Provider-based Services	**EnduraCare** provides contract therapy care to America's premier hospitals, long-term care facilities, and physician groups.	Select Rehabilitation
Heartlab	Tech-enabled Services	**Heartlab** develops systems for management and archiving of cardiac catheterization images and related patient information.	AGFA
medichem	Outsourced Services	**MediChem Life Sciences** provides contract medicinal chemistry and research services to the life science industry.	deCODE genetics
Oncure Medical Corp.	Provider-based Services	**Oncure Medical** is one of the largest providers of outpatient radiation oncology care in the U.S.	Genstar Capital