



REALIZED INVESTMENTS

Feb 2021 **3rd Party Administration**



Mar 2020 **Autism Therapy**



Florida Autism Center

May 2018 **Veterinary Services**



Oct 2016 **Behavioral Health Staffing**



Dec 2017 **Diagnostic Laboratories**



Aug 2016 **Urgent Care**



Oct 2013 **Home Infusion**



Aug 2013 **Physical Therapy**



INVESTMENT CRITERIA

PLATFORM INVESTMENT

\$5M to \$100M Revenue

\$1M to \$10M EBITDA

ADD-ON INVESTMENT

Greater than \$1M Revenue

No minimum EBITDA

TRANSACTION TYPES

Family Succession Transactions

Management/Leveraged Buyouts

Recapitalizations

Industry Consolidations

Corporate Divestitures

Growth Investments

ACTIVE SEGMENT FOCUS

Dental Support Organizations

Management companies partner with dental practices to perform administrative services, allowing dentists to focus on patient care.

Medical Device Reprocessing

Provide outsourced and supplemental offerings for medical equipment maintenance, refurbishment, and repair.

Cardiology

Provide care and treatment to patients related to the cardiovascular (heart, blood vessels, and blood) system.

Class II Consumable Medical Devices

Provide manufacturing and distribution of disposable class II medical devices.

Risk Bearing Primary Care

Provide primary care services to Medicare-Advantage lives through risk-sharing payment models.

Self-Directed Home Care

Help manage and facilitate the payments and administrative services needed for a patient to receive home care from a known party

Medical Device Outsourcing

Provide outsourced manufacturing, design, and engineering services for medical product manufacturers.

Orthopedic Services

Prevention, diagnosis, treatment and rehabilitation for injuries and disorders of the skeletal system.

Health Insurance / 3rd Party Administration

Help managed care payors to control costs and oversee administrative functions.

Healthcare Recruitment Process Outsourcing

Take ownership of the design and execution of the full recruitment process for healthcare providers.

Gastroenterology

Provide care and treatment to patients related to the GI tract (esophagus, stomach, small intestine, colon, rectum, gallbladder, and bile ducts), liver, and pancreas.

Medical Spas

Provide a hybrid service between an aesthetic medical center and a day spa that provides non invasive (non surgical) aesthetic medical services performed by trained and qualified practitioners overseen by a licensed healthcare professional.

CONTACT US



**Justin Ishbia**  
Managing Partner  
(312) 348-7579  
jishbia@shorecp.com

**Ryan Kelley**  
Partner  
(312) 348-7577  
rkelly@shorecp.com

**Mike Cooper**  
Partner  
(312) 348-7578  
mcooper@shorecp.com

**John Hennegan**  
Partner  
(312) 348-7572  
jhennegan@shorecp.com

**Don Pierce**  
Partner  
(312) 273-5040  
dpierce@shorecp.com

**Chris Mioton**  
Partner  
(615) 551-7002  
cmioton@shorecp.com

**Rory Kenny**  
Principal  
(312) 273-5043  
rkenny@shorecp.com

**Mickey Jiang**  
Principal  
(312) 348-6388  
mjiang@shorecp.com

**Matt Sweeney**  
Principal  
(312) 535-4927  
msweeney@shorecp.com

ADDITIONAL TARGET SECTORS

- Orthopedics
- Dermatology
- Pharma Services
- Respiratory / Anesthesia Disposables
- Testing, Inspection & Certification
- Urology
- Primary / Urgent Care
- Pharma CDMOs
- Health Cost Containment

Actively Targeting add-ons for all current portfolio sectors

# FIRM OVERVIEW

Shore Capital Healthcare Partners ("Shore") is a Chicago-based private equity fund focused exclusively on microcap healthcare investments. Shore supports management partners with capital, business development expertise, and industry knowledge to accelerate growth, fund acquisitions, and generate value to shareholders.

Shore targets investments in proven, successful private companies with superior management teams, stable cash flow, and significant growth potential, including organic and growth through industry consolidation. Shore has approximately \$2 billion of equity capital under management through various investment vehicles.

SEGMENT	COMPANY	DESCRIPTION
Veterinary Services	 SVP Southern Veterinary Partners	<b>Southern Veterinary Partners (Birmingham, AL)</b> offers general practice veterinary services to the Southeast. The company is comprised of 157 animal hospitals that collectively service over 1,000,000 patients annually and conduct tens of thousands of pet treatments every month.
Medical Products	 innovia medical	<b>Innovia Medical (St. Paul, MN)</b> is comprised of leading medical device manufacturers. The entire product portfolio includes ear, nose, and throat (ENT), Instru-Safe® instrument protection, fat transfer, and a variety of other microsurgery products.
Dental Support Organization	 GREAT LAKES DENTAL PARTNERS	<b>Great Lakes Dental Partners (Chicago, IL)</b> is a dental support organization based in the Midwest. The company provides general dentistry services including fillings and crowns, dentures, bridges, dental implants, teeth whitening, veneers, tooth extractions, root canals, and X-rays.
Personalized Medicine	 Specialdocs Consultants	<b>Specialdocs Consultants (Highland Park, IL)</b> provides consulting services and assists in the transition of traditional medical practices to a personalized or concierge medicine model. The company has transitioned nearly 200 physicians in more than 20 states across the US.
Interventional Radiology	 IZI Medical	<b>IZI Medical Products (Baltimore, MD)</b> is a leading developer, manufacturer, and provider of medical consumable devices used in interventional radiology and oncology, radiation therapy, neuro-spine, and image guided surgery. IZI has built a diverse portfolio of products and currently sells to more than 1,000 domestic customers and internationally across 25 countries.
Advanced Wound Care	 Argentum Medical	<b>Argentum Medical (Geneva, IL)</b> manufactures and sells innovative wound care products across a wide number of clinical applications, including the Silverlon® ("Silverlon") brand, which are used today by surgeons and other healthcare professionals around the world on surgical wounds, burns, chronic wounds, IV catheter-related wounds, and for negative pressure wound therapy.
Eye Care Services	 EYESOUTH PARTNERS	<b>EyeSouth Partners (Atlanta, GA)</b> is an eye care services organization providing support services to 126 medical and specialty surgical eye care practices in the Southeast. Affiliated practices provide medical and surgical eye care services, including treatment for cataracts, corneal disease, glaucoma, disease of the retina and macula, oculoplastics and medical optometry.
Autism Therapy	 behavioral INNOVATIONS	<b>Behavioral Innovations (Dallas, TX)</b> provides center-based and in-home applied behavior analysis therapy, speech therapy and occupational therapy services to children ages birth through 18 with autism spectrum disorder and other related developmental disabilities in Texas and Oklahoma.
Urgent Care	 SouthStar URGENT CARE	<b>SouthStar Urgent Care (New Iberia, LA)</b> was founded in 2011 by a group of Emergency Room professionals with over 40 years combined experience. SouthStar's purpose is to offer non-critical, but urgent medical care to patients as an alternative to long waits in the emergency room or when they cannot reach their primary physician after office hours or on weekends.
Medication-Assisted Treatment	 BrightView	<b>BrightView (Cincinnati, OH)</b> is an outpatient addiction medicine practice based on clinical best practices and outcomes measures. Through the use of medical treatment in conjunction with psychological and social services, BrightView delivers the necessary support to help patients meet both their mental and physical goals.
Veterinary Services	 MVP mission veterinary PARTNERS	<b>Mission Veterinary Partners (Detroit, MI)</b> is a veterinarian owned and managed network of general practice animal hospitals with a common goal of providing best-in-class care to companion animals. Their clinics provide wellness exams, senior pet care, vaccinations, oncology, ophthalmology, surgery, nutritional counseling, and allergies and dermatology via their 70+ hospitals located throughout the United States.
Third-Party Administration	 navia	<b>Navia Benefit Solutions (Seattle, WA)</b> is a third-party administrator of flexible spending accounts ("FSA") and other tax advantaged benefits including Commuter and Transit Benefits, Health Savings Accounts ("HSA"), Health Reimbursement Arrangements ("HRA") and COBRA services. Navia has historically focused on public-sector and technology employers throughout the U.S. Navia offerings help consumers to manage first dollar out-of-pocket healthcare expenses.

## FOUNDER FRIENDLY

Our vision is to be the first choice for founders and executives seeking a growth partner. This vision was recognized when Shore Capital Partners was named for the 2nd year in a row to Inc.'s 2021 Private Equity list as one of the **50 Best Private Equity Firms for Entrepreneurs**.

Inc.'s independent research produced the list of 50 firms with **a track record of successfully backing entrepreneurs and treating them as partners and operators**.



**TOP 1%**  
IN REALIZED RETURNS

Across 8 exits to date, Shore's average cash on cash and annual rate of return are in the top 1% of all private equity firms.

SEGMENT	COMPANY	DESCRIPTION
Long-Term Care Services		<b>Assembly Health (Chicago, IL)</b> is a leading provider of ancillary healthcare and business services into long-term care facilities across the country. Assembly coordinates podiatric, dental, vision, and audiology care to over 3,500 facilities nationwide and offers revenue cycle management, compliance, staffing & recruiting, and consulting services for the long-term care industry.
Urgent Care		<b>Nova Health (Eugene, OR)</b> was founded by an independent alliance of Eugene-Springfield Emergency physicians and other specialty practitioners with the aim of providing affordable, accessible care to the people of Eugene-Springfield and the surrounding communities. The physicians, RN's, and mid-levels working at Nova Health have been providing medical care to the people of Lane County for over 25 years.
ENT & Allergy		<b>Southern Ear Nose Throat &amp; Allergy Partners (Atlanta, GA)</b> is an ear, nose and throat ("ENT") and allergy services organization providing support services to leading ENT and allergy providers in the Southeast. Affiliated practices provide comprehensive medical and surgical specialty ENT and allergy services, including treatment for thyroid disorders, sinus conditions, ear pain, allergies, and throat disorders.
Physical Therapy		<b>Golden Bear Physical Therapy (Modesto, CA)</b> is a leading provider of outpatient physical therapy services on the West Coast. Golden Bear promotes healing and aims to improve patients' function, mobility, prevent disability, and increase strength. In addition to traditional physical therapy services, Golden Bear also provides aquatic therapy and anti-gravity treadmill training.
Orthodontics		<b>Southern Orthodontic Partners (Nashville, TN)</b> is a network of orthodontic practices in the Southeast. Affiliated practices offer general orthodontic services including correction of crowding and overbite, spacing via braces and Invisalign, as well as teeth whitening solutions.
Benefit Plan Administrators		<b>Point C (Eau Claire, WI)</b> is a third-party administrator of medical and dental benefits for self-insured employers. Point C's administrative service offering includes claims processing, network management, and utilization review.
Women's Health		<b>The Women's Health Group (Denver, CO)</b> is an obstetrics and gynecology services provider offering comprehensive medical and surgical obstetrics and gynecology services including in-office procedures, pelvic support treatment, and minimally invasive surgical techniques.
Outpatient Mental Health		<b>Transformations Care Network (Boston, MA)</b> is a comprehensive provider of outpatient mental health services for issues such as anxiety and depression to children, adolescents and adults.
Pain Management		<b>PartnerCare (Naples, FL)</b> is a leading provider of interventional pain management services. PartnerCare blends rehabilitation medicine, pain specialists, and therapeutic services all under one roof to provide a fulsome suite of services to each patient.
Third-Party Administration		<b>Tandem (Westchester, IL)</b> provides custom, high-touch Fortune 500 caliber human resources to small, mid-sized and enterprise businesses throughout the United States. By managing the administrative aspects of human resources such as payroll processing, benefits administration, compliance, risk management, employee relations etc., Tandem's HR experts allow client executives to focus on growing their businesses.
Women's Health		<b>Together Women's Health (Detroit, MI)</b> is a network of gynecologic and obstetric care providers headquartered in Detroit, MI. Together Women's Health offers a full suite of women's health services from its dedicated team of board-certified physicians, certified nurse midwives, and other healthcare professionals, including laboratory services, skincare & rejuvenation, and mammography, in addition to traditional OB/GYN services.
Medication-Assisted Treatment		<b>Column Health (Arlington, MA)</b> facilitates full recovery from mental illness and substance use disorders; enabling stability and self-actualization for our patients and team members. We restore hope to individuals and families suffering from these debilitating illnesses through evidence-based world-class treatment and education, while conducting industry-leading research and analysis to continuously improve the efficacy of treatment and service delivery.