

Petra Capital Partners is a private equity firm engaged in providing growth capital for companies located throughout the United States. Our investment team has an established record of success spanning over 20 years and deploying more than \$900 million of capital invested into more than 100 companies. We are seeking investments for our new fund, Petra Growth Fund V.

Transaction Types

- Growth capital
- Recapitalizations
- Buyouts
- Shareholder liquidity
- Platform buy and build

Financial Characteristics

- 10M or greater revenue
- 1M or greater EBITDA
- Fragmented industries or strong organic growth
- 10-25M investments

Flexible Capital Solutions

Minority Equity

Subordinated Debt

Control Equity

Healthcare Themes

Solving Access Challenges

Emerging care delivery models and solutions that enhance accessibility and bridge care gaps in rural and underserved markets

Site of Care Optimization

Enabling transition of care from high-cost inpatient & institutional settings to outpatient, home and community based sites

Consumer Driven Healthcare & Patient Empowerment

Adapting care models to evolving consumer preferences, self-directed care, and emerging wellness solutions

High Cost, High Complexity Patient Populations

Care models, services, and technology that target patient populations associated with outsized costs

Supply-Demand Imbalances

Providing resources and capital or leveraging unique business models to better service high demand sectors in healthcare

Innovative Care & Payment Models

Evolution of volume-based reimbursement to value-driven models aligning incentives for better outcomes and lower costs

Application of Emerging Technologies

Utilizing technology to improve clinical care, patient experience, and administrative efficiency

Current Segments of Interest

Multi-Unit Provider Services & Specialty Care Delivery

- Behavioral and Mental Health
- Post-Acute Care
- Women’s Health & Fertility
- Infusion Services
- Specialty Dental
- ASC Management & Development

Novel Treatment Models & Outsourced Clinical Solutions

- Risk-Based Primary Care
- Hospital at Home and Advanced Home Care
- ESRD & CKD Care Models
- PACE Service Providers
- Prescribed Pediatric Extended Care
- Specialty Lab & Diagnostic Outsourcing
- Provider Education

Pharma Services

- Outsourced Pharma Commercialization & Clinical Trial Support Services
- Patient Access Solutions
- Specialty Pharmaceutical Products & Distribution
- Contract Development Manufacturing
- Cold Chain Storage

Consumer Health & Wellness

- Concierge Health and Membership Models
- Functional Health and Alternative Care Modalities
- Longevity & Preventive Health Clinics
- Nutrition as Medicine

Healthcare IT & Tech Enabled Services

- Tech Enabled Disease Management and Population Health
- Revenue Cycle Management
- Healthcare Enterprise Asset Management
- Consumer Healthcare Payment Solutions
- Non-Emergent Medical Transport
- Medical Translation Services

Payor & Employer Services

- Health Plan and Network Services
- Transparent PBM Models
- Cost Containment and Member Engagement Solutions
- Third Party Administration (“TPA”) Platforms
- Benefits Management Solutions
- Direct to Payer / Employer Provider Services

Team



David Fitzgerald
Managing Partner
df@petracapital.com



Matt Sotelo
Partner
matt@petracapital.com



Sean Murphy
Vice President
skm@petracapital.com

Current Healthcare Portfolio

Nutrition Services

RD Nutrition



Provider of specialized dietician consulting services to healthcare facilities across the U.S.

Healthcare IT

Pivot Point Consulting



IT services firm specializing in digital transformation, IT strategy, and workforce solutions for healthcare organizations.

Pediatric Homecare

Sunbridge Home Health Care



Alabama based provider of pediatric private duty nursing and IDD services.

Pharma Services

Lieberman



Primary market research and analytics firm serving the pharmaceutical and healthcare industries.

Pharma Services

Keystone Specialty Pharmacy



Madison, MS based compounding pharmacy serving the specialized wound care market.

Med Spa

Viva Day Spa + Med Spa



Multi-location provider of day and med spa services in Texas.

Cardiovascular Care

American Vascular Associates



Network of outpatient vascular and endovascular centers in the South, Mid-Atlantic, Midwest and Northeast.

Mental Health

Turnwell Mental Health Network



Outpatient mental health company providing care to patients suffering from a range of mental health issues.

Behavioral Health

Acute Behavioral Health



Operator of non-hospital inpatient psychiatric treatment facilities serving adolescents.

Post-Acute Care

Centerline Healthcare



Provider of non-clinical support services to post-acute care medical practices throughout the U.S.

Behavioral Health

Support, Inc.



The largest provider of residential IDD services in the state of Colorado.

Homecare

Aging With Comfort



Philadelphia, PA based provider of non-medical homecare services to the elderly and disabled.

Physical Therapy

Doctors of Physical Therapy



Provider of physical therapy services utilizing doctorate-level therapists to serve clinics in the Midwest.

Homecare

Etairos Health



Etairos Health is a St. Petersburg, FL based provider of skilled and non-medical home-based care.

Autism Services

ABS Kids



Provider of ABA therapy services to children with autism spectrum disorder.

Behavioral Health

SUN Behavioral Health



Operator of freestanding psychiatric hospitals and outpatient programs.

Healthcare Case Studies



Salveo Specialty Pharmacy was formed to acquire and manage high quality specialty pharmacies throughout the United States servicing patients with chronic conditions. Petra backed the management team to pursue an acquisition strategy in partnership with co-investors Three Arch Partners, New Spring Capital and Sofinnova Ventures. In addition to providing creatively structured capital, Petra served on the Board of Salveo and was instrumental in providing strategic direction to the Company. Petra also recruited a former CVS Caremark EVP of Specialty Pharmacy Services to serve as an industry expert on the Board of Directors. Salveo was the recipient of the 2015 SBIA Portfolio Company of the Year Award and was eventually acquired by publicly-traded pharmacy benefit manager Catamaran.



New Century Hospice, based in Dallas, was formed to acquire and manage high quality hospice operations throughout the United States. The management of New Century has over 50 years experience in the industry including co-founding Odyssey Hospice, the largest pure play hospice in the U.S. Petra invested \$8 million of subordinated debt and \$4.7 million of equity to support the Company's growth plans. In January 2016, New Century was acquired by Curo Health Services, a portfolio company of Thomas H. Lee Partners.



Santé Pediatric Services, based in Fort Worth, TX, is the largest independent pediatric therapy provider in Texas, providing physical, occupational and speech therapies in either a home or clinic setting. Petra invested \$5.4 million of subordinated debt and equity in support of the buyout of the company in partnership with Enhanced Equity Fund and Transition Capital Partners. Santé was acquired in 2012 in a strategic transaction with Epic Health Services.



SpecialtyCare (SCSG), based in Nashville, provides outsourced clinical services to hospitals and health systems nationwide. SCSG provides outsourced perfusion, autotransfusion, anesthesia technician, surgical blood management, intra-operative monitoring, and endoscopy services. Petra invested \$14 million of subordinated debt in partnership with equity from Altaris Capital Partners to recapitalize the Company and to support SpecialtyCare's acquisition strategy. SpecialtyCare was recapitalized by American Securities in 2011.