# ALTARIS

Investors in the Healthcare Industry

December 2019

# **Disclosures**

This presentation (this "Presentation") is being furnished on a confidential basis to a limited number of sophisticated investors solely for the purpose of providing certain information about Altaris Capital Partners, LLC ("Altaris") and its related investment vehicles and affiliates. This Presentation is for informational and discussion purposes only and does not constitute an offer to sell, or a solicitation of an offer to buy, an interest in any security or Altaris-sponsored private equity fund or other investment vehicle (each a "Fund" and together, the "Funds"). The information, including any summaries, set forth herein does not purport to be complete and is subject to change.

This Presentation is intended for authorized recipients only and must be held strictly confidential. This Presentation includes confidential, proprietary and trade secret information of Altaris. By accepting this Presentation, the recipient agrees that (i) no portion of this Presentation may be reproduced or distributed in any format without the prior express written consent of Altaris, (ii) it will not copy, reproduce or distribute this Presentation, in whole or in part, to any person or party, (iii) it will keep confidential all information contained herein that is not already public and (iv) it will cause its representatives and advisors to similarly agree to the foregoing.

Statements contained in this Presentation are based on current expectations, estimates, projections, opinions and beliefs of Altaris. Such statements involve known and unknown risks and uncertainties, and undue reliance should not be placed thereon. This Presentation may also include pro forma values and forward-looking statements, which are inherently uncertain and based on assumptions that could change as a result of a portfolio company's operating performance, capital markets risks and general economic conditions. Unless otherwise indicated, financial information is as of September 30, 2019, and the Funds or individual portfolio companies may have experienced, in certain instances, negative performance since such date. There can be no assurance that future Altaris-sponsored funds or individual portfolio companies will achieve comparable results as those presented herein or that the Funds will be able to implement their respective investment strategies or achieve their respective investment objectives.

None of the members of Altaris' investment team referred to herein hold themselves out to any person for any purpose as a general partner. Statements contained herein that are attributable to the members of Altaris' investment team are not made in any person's individual capacity, but rather on behalf of the Funds' respective investment managers and general partners, which manage and implement the investment program of the applicable Fund.

Certain of the information contained herein, particularly in respect of market data, economic and other forecasts and performance data, is from third-party sources. While Altaris believes such sources to be reliable, none of Altaris, the Funds, their general partners, their investment managers or any of their respective affiliates or employees have updated any such information through the date hereof or undertaken any independent review of such information. Altaris does not make any representation or warranty, express or implied, with respect to the fairness, correctness, accuracy, reasonableness or completeness of any of the information contained herein (including but not limited to economic, market or other information obtained from third parties, and the sponsors or managers of prior investments included herein), and it expressly disclaims any responsibility or liability therefor. Altaris has no responsibility to update any of the information provided in this Presentation.

The investment program of each Fund is speculative and entails substantial risks. There can be no assurance that the investment objective of such Fund will be achieved and that investors will not incur losses. Altaris and its affiliated entities cannot be held responsible for any direct or incidental loss incurred by applying any of the information in this Presentation. The statements and opinions expressed are subject to change without notice based on market and other conditions and may differ from an opinion expressed in other businesses and activities of the investment managers and their respective affiliates. Moreover, an investment in a Fund provides limited liquidity since the Interests are not freely transferable, and the investors in such Fund will have very limited withdrawal rights. Additional risks associated with an investment in the Funds include, but are not limited to, the following: (i) each Fund is speculative and involves a high degree of risk; (ii) each Fund may employ leverage; (iii) the performance of each Fund could be volatile; (iv) each Fund's general partner and investment manager have total trading authority over the investments of such Fund; (v) there is no secondary market for the interest in either Fund and none is expected to develop; (vi) there restrictions on transferring an investors' interest; (vii) the fees and expenses of a Fund may offset any profits; and (viii) certain conflicts of interests. All investments risk a total loss of capital. Investors in a Fund must be prepared to bear such risks for an indefinite period of time and able to withstand a total loss of the amount invested. The foregoing list of certain risk factors does not purport to be a complete enumeration or explanation of the risks involved in a Fund. For more information, see the "Certain Risk Factors and Potential Conflicts of Interest" section of each Memorandum, including without limitation all of the cautionary statements set forth in the front of each Memorandum and the "Certain Risk Factors and Potent

All "\$" references herein are to United States Dollars.

# **Altaris Capital Partners**

# Healthcare-Focused Investment Firm

# Overview

- Founded in 2003
- \$2.5 billion equity capital under active management
- Based in New York
- Healthcare industry is large, growing, fragmented and complex

# Well-honed, industry-specialized investment strategy

- Targeting companies that deliver value and efficiency to the healthcare system
- Leveraging industry knowledge and network
- Growth-oriented buyouts
- Focus on complicated and value-based situations
- Active approach to influencing the investment outcome

# Track record<sup>1</sup>

40 investments to date; 28 realized / substantially realized

<sup>1)</sup> As of September 30, 2019.

# **Altaris Team**

# Culture: Honesty, Fairness, Teamwork, Rigor

## **Investment Professionals**

#### **GEORGE AITKEN-DAVIES**

**Co-Founder, Managing Director** 

Merrill Lynch University of Oxford MBIOC Biochemistry

## **GARIKAI NYARUWATA**

**Principal** 

McKinsey & Company Univ. of Cape Town; Univ. of Oxford BS Economics, MSci. Economics

## **DANIEL TULLY**

Co-Founder, Managing Director

Merrill Lynch University of Pennsylvania BS Economics

#### NICHOLAS FULCO

Vice President

CCMP Capital Advisors
Boston College
BA International Studies

## DAVID ELLISON

**Managing Director** 

Lehman Brothers
Washington & Lee University
BA Mathematics & Economics

#### **MELANIE BOYLE**

**Senior Associate** 

Barclays Princeton University BA Molecular Biology

#### JAMES O'BRIEN

**Managing Director** 

Merrill Lynch Princeton University BA History

#### PFTFR PARTFF

**Senior Associate** 

Wells Fargo
Washington & Lee University
BA Economics & Politics

## MICHAEL AMBROSIA

Associate

Citibank Princeton University BA Economics & Finance

## MAX MEEHAN

Associate

Bain & Company Harvard University AB Chemistry

## **MYLES TANG**

**Associate** 

Lazard Frères & Co. Amherst College BA Economics

# **Operations**

## **CHARLES MULLENS**

**Chief Financial Officer** 

JC Flowers, Deloitte & Touche University of Scranton BS Accounting

## RINA LYSOCHENKO

Controller

Pomona Capital, PwC Pace University BA Computer Science, MS Accounting

#### **OTABEK KHAKIMOV**

**Assistant Controller** 

Deloitte & Touche Queens College BA Accounting & Economics

#### ANTHONY BALZOFIORE

**Tax Manager** 

KPMG St. John's University BS MBA Accounting

#### JENNIFER GRACI

Office Manager

Merrill Lynch

#### **COURTNEY POPE**

**Operations Associate** 

ONEX Corporation
State Univ. of New York at Plattsburgh
BS Hospitality Management

#### **NIKKI ROUEL**

**Operations Associate** 

Theorem Capital
Cal. State Univ. of Northridge
BS Consumer Sciences & Marketing

# Healthcare Industry: Key Dynamics

# Large, Growing, Fragmented, Complex

\$3.5 trillion Annual expenditure

18% of GDP In 2017

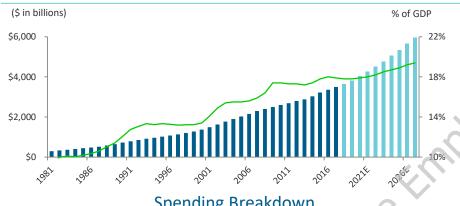
5.5% Projected growth 2017-2027

10.000 Americans turning 55 every day

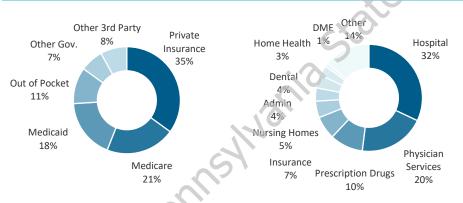
Spending on chronic

90%

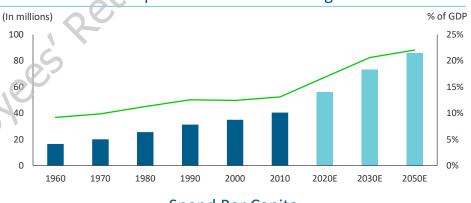




# Spending Breakdown



# Population > 65 Years of Age



## Spend Per Capita



Sources: Centers for Medicare & Medicaid Services, February 2019. United States Census Bureau, September 2018. The Fiscal Times, 2017. "Multiple Chronic Conditions in the US.", Rand Corp, 2017. The Commonwealth Fund, "U.S. Health Care from a Global Perspective.", 2015.

# **Altaris Investment Strategy**

# Companies that Address the Needs of the Healthcare System

## **Central Tenets**

Improve patient outcomes

Eliminate unnecessary costs to the system

Increase efficiency

Align stakeholder incentives

# **Trends**

- Consolidation / "re-verticalization"
- Digitization of paper-based systems and interoperability
- Innovation in patient care
- Increasing regulation and compliance oversight
   Shift to lower cost setting
- Integration/coordination of care
- Outsourcing of non-core functions
- Payment model reform
- Shortage of clinicians
- Value based purchasing
- Consumer engagement

# Leveraging Healthcare Knowledge and Network

Attractive Deal Flow; Disciplined Investment Process

Corporates

**Health Systems** 

**Industry Executives** 

**Deal Intermediaries** 

**Portfolio Companies** 

Proprietary Thesis
Development

- ✓ Attractive fundamental value
- ✓ Downside protection / capital preservation
- ✓ Multiple paths to achieve target return
- ✓ Upside asymmetry

 $\sim 2 - 4$ 

Investments per year

**Typical Altaris Transactions** 

- Carve-outs
- Breakups
- Corporate partnerships
- Overlooked / undervalued public situations
- First institutional capital, founder / family businesses
- Agent of change

There can be no assurance regarding the composition of any Fund's investments or the frequency of consummated investments.

# **Endnotes**

Realized Value represents the sum of gross proceeds generated from dispositions and distributions and includes principal repayments, equity proceeds, interest and dividends.

Realized investments represent investments for which there has been a sale, redemption, repurchase or recapitalization of all of the investment. Altaris considers an investment "Substantially Realized" when the aggregate proceeds received by the relevant Altaris Fund in respect of a portfolio company exceed the amount of capital invested by such Altaris Fund in such portfolio company. Unrealized investments are investments for which there has been no significant disposition related to the original investment. Unrealized investments may include investments in respect of which there have been partial minority dispositions and/or receipt of interest or other current income earned in respect the portfolio investment (for example, interest income on equity-linked securities). An investment is considered "Fully Exited" when it has gone through a change in control transaction.