

Firm Overview

Shore Capital Partners ("Shore" or "SCP") is a Chicago-based private equity firm 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 \$600 million of equity capital under management through various investment vehicles including Shore Capital Partners Fund II, L.P. with \$190.5 million of capital commitments.

Current Portfolio

Segment	Companies	Description
Veterinary Services		Southern Veterinary Partners (Birmingham, AL) offers general practice veterinary services to the Southeast. The company is comprised of 47 animal hospitals that collectively service over 600,000 patients annually and conduct tens of thousands of pet treatments every month.
Medical Products		Innovia Medical (St. Paul, MN and Denver, CO) is comprised of two 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		Chicagoland Smile Group (Chicago, IL) 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.
Autism Therapy		Florida Autism Center (Orlando, FL) provides center-based applied behavior analysis ("ABA") treatment services to children diagnosed with Autism Spectrum Disorder ("ASD"). The company provides therapy through more than 20 centers in central and northern Florida.
Personalized Medicine		Specialdocs Consultants (Highland Park, IL) 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 30 states across the US.
Interventional Radiology		IZI Medical Products (Baltimore, MD) is a leading manufacturer of high quality medical consumable accessories used in radiology, radiation therapy and image guided surgery procedures. IZI has built a diverse portfolio of products backed by strong intellectual property and currently sells to more than 1,000 domestic customers as well as internationally across 25 countries.
Advanced Wound Care		Argentum Medical (Geneva, IL) manufactures and sells innovative wound care products across a wide number of clinical applications, including the Silverlon® ("Silverlon") brand, its rapidly-growing, proprietary range of silver-based antimicrobial products. Silverlon dressings 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 (Atlanta, GA) is an eye care services organization providing support services to 20 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 (Dallas, TX) 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		Hulin Health (New Iberia, LA) was founded in 2011 by a group of Emergency Room professionals with over 40 years combined experience. Hulin'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 (Cincinnati, OH) 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		Midwest Veterinary Partners (Detroit, MI) 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 29 hospitals located throughout the Midwestern United States.
Third-Party Administration		Navia Benefit Solutions (Seattle, WA) 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.

Realized

Physical Therapy	Home Infusion	Urgent Care Clinics	Diagnostic Laboratories	Behavioral Health Staffing
				
Realized: August 2013	Realized: October 2013	Realized: August 2016	Realized: October 2016	Realized: December 2017

Contact

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 Principal (312) 348-7573 cmioton@shorecp.com	Tom Smithburg Vice President (312) 273-5049 tsmithburg@shorecp.com
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Investment Criteria

Platform Investment Size:

- \$5M - \$50M of Revenue
- \$1M - \$7M of EBITDA

Add-On Investment Size:

- Greater than \$1M of Revenue
- No minimum EBITDA requirement

Transaction Types:

- Family Succession Transactions
- Management / Leveraged Buyouts
- Recapitalizations
- Industry Consolidations / Corporate Divestitures
- Growth Investments

Active Segment Focus

Dental Services Organizations

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

Physical Therapy

Treat individuals with disabilities and chronic conditions in order to regain and/or maintain their maximum level of function and independence.

Dermatology

Diagnose and treat ailments or cosmetic issues surrounding the skin, nails and hair.

Healthcare Staffing

Involved in the provision of specialized niche healthcare providers into various areas of care.

Infection Control – Surgical Products

Manufacture differentiated surgical products designed to reduce infection risk within the operating room.

Optometry / Ophthalmology

Prescribe and fit lenses to improve vision, and diagnose and treat various eye diseases.

Podiatry

Provide care, treatment, and upkeep of the feet, ankles, and lower legs of patients.

Pediatric Home Health

Provide skilled care in the home for children requiring medical attention to ensure the activities of daily life are met.

Home Health

Provide skilled care in the home for adults requiring medical attention to ensure the activities of daily life are met.

Primary Care / Urgent Care

Primarily treat injuries or illnesses requiring immediate care, but not serious enough to require an ER visit.

Health Insurance / Third-Party Administration

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

Respiratory Consumables

Manufacture consumable products used to manage the transfer of oxygen through the airways as well as the delivery of anesthetic drugs in the inpatient setting.

Additional Target Sectors

- ◆ Gastroenterology
- ◆ Orthopedics
- ◆ Women's Health
- ◆ Testing, Inspection, & Certification
- ◆ Medical Reprocessing
- ◆ Urology
- ◆ Long-Term Care (Ancillary Services)
- ◆ Adult Day Services
- ◆ Vein Clinics
- ◆ Pharma Services
- ◆ Eating Disorders

Actively targeting add-ons for all current portfolio sectors