



Latticework Capital Management is a private equity investment firm established to make control equity investments in the lower middle-market focused exclusively on the healthcare industry. Latticework seeks to partner with entrepreneurs and management teams to execute customer focused acquisition strategies in targeted healthcare subsectors.



**LATTICEWORK
TEAM**

- Dallas, TX based team of investment professionals with over 40 years of combined investing experience having invested over \$1.0 billion of equity capital into healthcare companies
- Broad experience in middle-market healthcare investing completing 16 platforms, 50+ add-on acquisitions and 50+ de novo expansions across a diverse array of industry subsectors



**LOWER MIDDLE
MARKET FOCUS**

- Control investors targeting platform investments with \$1-\$10 million of EBITDA, with a focus on sub \$5 million EBITDA platforms
- No minimum for add-on acquisitions
- Focused on aggressive growth through both organic initiatives and add-on acquisitions
- Execute buy-and-build consolidations focused on adding products, services, or capabilities that make each platform more valuable to its end customers
- Operational improvements through Value Creation Plan



**HEALTHCARE
FOCUS**

- Experience building companies across the healthcare ecosystem including: behavioral health, hospice, physical therapy, home infusion, diabetic supply distribution, pharmaceutical services and medical device/equipment manufacturing
- Healthcare is a \$3 trillion, recession resistant market projected to grow 6.0% annually through 2023. The complex and changing landscape of the healthcare industry requires specialization in order to be a value-added partner to management teams



**VALUE-ADDED
PARTNER**

- Strive to form value-added partnerships with management teams to support them in their achievement of strategic goals
- Tactically engage operating partners, board members, and former industry executives to be a resource to our management teams
- Established network of key industry executives and thought leaders that provides strategic guidance during diligence and post-acquisition
- Utilize a process based evaluation approach. Taking best practices from large cap private equity and applying them to the lower middle-market



SUBSECTOR

RELEVANT INVESTMENTS

HIGHLIGHTS



HEALTHCARE
PROVIDERS &
BUSINESS SERVICES



- Favorable demographics
- Expanding access
- Cost containment
- Favorable industry & reimbursement trends
- Recession resistance



PHARMACEUTICAL
SERVICES



- Continued trend towards outsourcing
- Value-add service proposition
- Recession resistance
- Minimal reimbursement risk
- High switching costs and stable customer relationships



MEDICAL
EQUIPMENT



- Emerging market growth potential
- Long-term customer relationships
- Technical expertise and regulatory requirements provide high barriers to entry
- Continued trend towards outsourcing
- High switching costs and stable customer relationships

LATTICEWORK CAPITAL MANAGEMENT

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