



WHAT WE DO

- ▶ Advise clients on the **business and regulatory aspects of transactions** involving healthcare companies.
- ▶ **Structure and execute on M&A**, including equity, debt and add-on transactions.
- ▶ Provide full-service **portfolio company representation**, including corporate, labor and employment, and healthcare regulatory assistance.
- ▶ **Connect clients with sources of capital** for acquisitions, growth and other business strategies, and with potential buyers and sellers of target companies.

WE SERVE

- ▶ **INVESTORS**—Private equity firms, strategic acquirers, family offices, REITs and venture/angel and other investors in healthcare.
- ▶ **LENDERS**—Commercial banks and finance companies providing first position, mezzanine, asset-based, mortgage and other types of financing and debt to healthcare enterprises and investors.
- ▶ **HEALTHCARE SERVICES PROVIDERS**—Hospitals, post-acute and long-term care, senior housing, home care, hospice care, rehabilitation, urgent care, wound care, ambulatory surgery, physician groups, integrated delivery systems, pharmacies and specialty pharmacies, radiology and imaging centers, behavioral health and addiction treatment, outpatient and retail clinics, telemedicine and other service providers.
- ▶ **HEALTH INFORMATION AND MOBILE TECHNOLOGY**—EHR vendors, mobile health applications and software, health data analytics, health data security, processing and storage companies, and IT solutions consultants.
- ▶ **ENTREPRENEURS**—Founders, family businesses, executives and startup ventures.
- ▶ **MANAGEMENT, ADMINISTRATIVE AND SUPPORT SERVICES**—Professional practice management companies, disease and population health management, third-party administrators, provider networks, and utilization review and payer services companies.
- ▶ **MANUFACTURERS AND SUPPLIERS**—Durable medical equipment and supplies, custom prosthetics and orthotics, custom medical equipment, medical device and pharmaceutical manufacturers, and wholesalers and distributors of medical products, devices and pharmaceuticals.

ACCOLADES AND LEADERSHIP

Chambers AND PARTNERS

CHAMBERS USA rated Duane Morris' national healthcare practice—servicing almost every aspect of the healthcare industry with national reach in every state—with **TOP-TIER** status for the firm's Pennsylvania Healthcare Practice, and ranked the firm in Illinois for Healthcare. Duane Morris was also cited for Corporate/M&A & Private Equity.



U.S. NEWS-BEST LAWYERS 2021 Best Law Firms awarded Duane Morris top-tier national rankings in healthcare and corporate law.

Our lawyers are actively involved in and serve as leaders of the **AMERICAN HEALTH LAWYERS ASSOCIATION**.



Duane Morris has four times been named **LAW FIRM OF THE YEAR**.

REPRESENTATIVE MATTERS

INVESTORS AND SERVICE PROVIDERS

- ▶ Represented a private equity firm in its acquisition of a physical medicine network, including \$395 million in incremental term loans to fund the acquisition and \$610 million in 8.875% senior notes, due 2021.
- ▶ Represented a private equity firm in funding a \$75 million senior secured credit facility to support the growth of a pharmaceutical company.
- ▶ Represented a healthcare staffing company regarding its acquisition by two private equity firms, with first lien credit facility of \$575 million and second lien credit facility in the amount of \$190 million.
- ▶ Handled a \$100 million offering in limited partnership formed to make private equity investments in lower middle-market businesses in the healthcare industry in the United States.
- ▶ Represented **CAPX PARTNERS** in a major sale-leaseback transaction with 21st Century Oncology.

REPRESENTATIVE MATTERS (CONTINUED)

- ▶ Represented **QUEST DIAGNOSTICS** in the acquisition of ConVerge Diagnostic Services, a New England-based diagnostic laboratory.
- ▶ Represented skilled nursing facility in securing over \$1 billion in refinancing for its more than 150 facilities nationwide.
- ▶ Represented nonprofit nursing facility in its sale to a for-profit entity, which included skilled beds and supportive living (assisted living) beds on two campuses, including: letter of intent; agreements for asset purchases, interim management and operations transfer; due diligence; and complex real estate issues in preparation for sale.
- ▶ Represented a large REIT in the acquisition of 16 assisted living facilities in Illinois, including real estate and licensing/regulatory issues and negotiation of agreements for asset purchases, interim management and operations transfer.
- ▶ Conducted regulatory due diligence and licensure and certification applications for 14 assisted living facilities and one skilled nursing facility in Illinois on behalf of a sophisticated operator of senior housing developments, including special Alzheimer's care licensure and certification.
- ▶ Represented a Singapore-based pharmaceutical firm in its issue of preferred shares and warrants to raise funds for the expansion of its business.
- ▶ Represented a medical diagnostic management services company in being acquired by a private equity firm for more than \$2 billion.
- ▶ Represented a specialty pharmaceutical company in connection with a \$106 million sale of its business to a private equity fund.

HEALTHCARE IT AND MOBILE HEALTH

- ▶ Designing Medicare Downstream and HIPAA Privacy & Security compliance programs for a private equity-backed media group that provides medical content and direct mail services for payor education programs, e-prescribing and discharge medical content (e.g., dosage information) for providers and medical content through mobile applications.
- ▶ Represented an "in the cloud" web-based medical office and healthcare application software company in the recapitalization of its equity structure and holdings.

MANUFACTURERS AND SUPPLIERS

- ▶ Represented **NEW SPRING HEALTH CAPITAL FUND I & II** in the formation of a \$150 million fund investing in specialty pharmaceuticals, healthcare services and medical devices.
- ▶ Represented Ology Bioservices, Inc., an integrated biopharmaceutical company with a focus on advanced development and manufacturing, in negotiating a \$30 million loan facility from Hercules Technology Growth Capital, Inc. (NYSE:HTGC) to support the company's efforts to expand its manufacturing infrastructure.
- ▶ Represented hearing-aid distributor **WIDEX HEARING AID CO., INC.** in the sale of assets to its Danish manufacturer, Widex A/S, for an undisclosed cash sum plus the assumption of debt.
- ▶ Represented **BGS ACQUISITION CORP.** in its acquisition of Transnetyx Holding for the purchase price of \$95 million.
- ▶ Represented **SKYLINE GLOBAL PARTNERS, LLC** in connection with the acquisition of Captek Softgel International, Inc. and Winning Laboratories, Inc. for \$31.1 million.

OFFICE LOCATIONS & REACH



UNITED STATES

Atlanta Los Angeles
Austin Miami
Baltimore New York
Boca Raton Newark
Boston Philadelphia
Cherry Hill Pittsburgh
Chicago San Diego
Dallas San Francisco
Houston Silicon Valley
Lake Tahoe Washington, D.C.
Las Vegas Wilmington

INTERNATIONAL

Hanoi Myanmar
Ho Chi Minh City Shanghai
London Singapore

- > Also satellite offices, including Bangor and Portland, Maine; and Seattle, Washington
- > Alliances in Mexico and Sri Lanka
- > Leadership position with international network of independent law firms

LINKEDIN HEALTH CARE PRIVATE EQUITY ROUNDTABLE GROUP

To engage in discussion with our healthcare and private equity attorneys, visit our LinkedIn Group page, www.linkedin.com/groups/8360896, and click on "Ask to Join."

FOR MORE INFORMATION, PLEASE CONTACT:

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