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Integrity | Expertise | Results

Investment Banking | Mergers & Acquisitions | Capital Raising

Nationally recognized investment bank  
founded in 2000

Over 300 transactions completed, totaling  
more than \$10 billion in transaction value

Extensive relationships with leading  
institutional lenders, PE investors,  
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Proven ability to source quality buyers  
and maximize deal value

### Industry Expertise

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- Business Services
- Financial Services
- Industrials
- Technology
- Consumer

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Capital raising of equity, mezzanine, and  
senior debt capital

Financial advisory, analytical support,  
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Comprehensive and targeted sell-side  
marketing efforts

### Hyde Park Capital Advisors, LLC

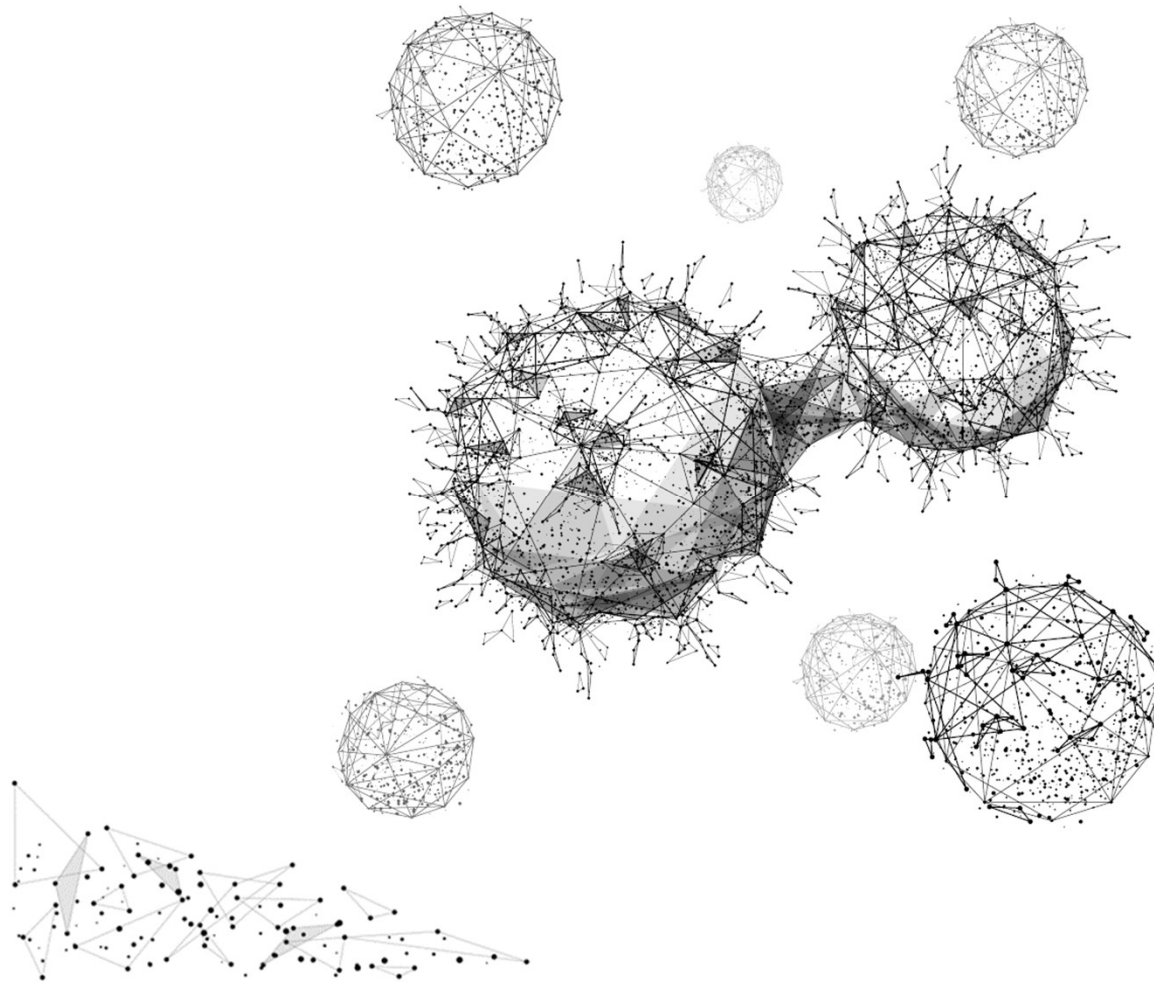
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# *Infectious Disease* Market Insights *Summer 2023*

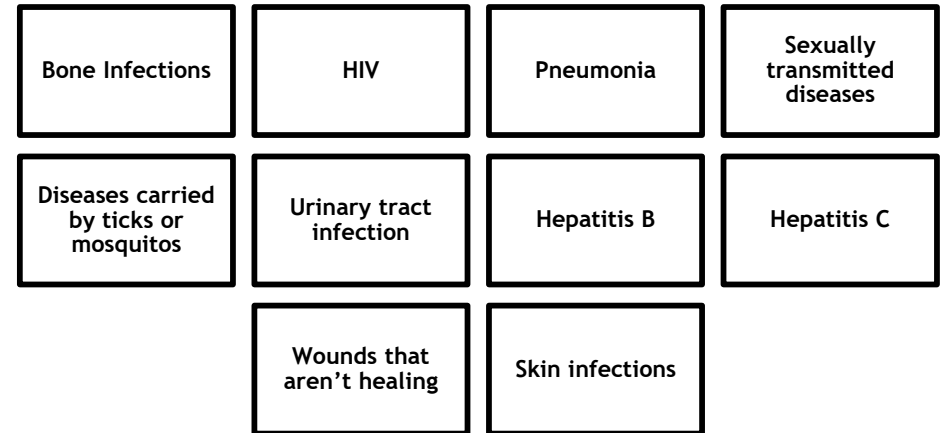


# Market Observations

## Overview - Infectious Disease Treatments

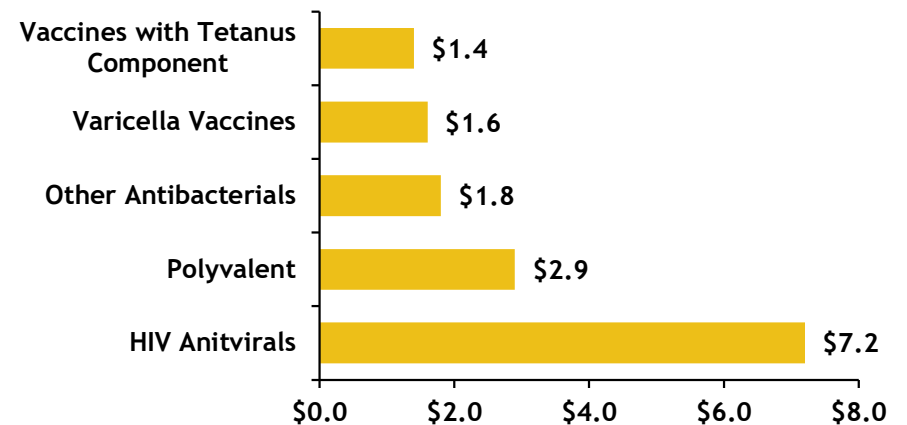
- The US infectious disease treatment market was valued at **\$17.2 billion** in 2022 and is expected to expand at a **CAGR of 3.5%**, reaching **\$21.1 billion** by 2028.
- In recent decades, emerging and reemerging infectious diseases (ID) have caused outbreaks with national and international implications and have underscored the critical need for ID expertise. Due to the unique communicable nature of ID, ID physicians provide a population-level service by helping to secure the health of the community. However, as ID threats to public health continue to emerge, the number of young physicians applying for ID subspecialty training continues to wane.
- Approximately **1.2 million** people in the United States are infected with HIV. The healthcare industry expects a significant increase in antiretroviral therapy to combat cases of HIV. Only 75% of the **28.7 million** people globally with HIV have received access to treatment. **247 million** malaria cases were reported globally across 84 malaria endemic countries as of 2021.
- The infectious disease specialty has seen little to no institutional investment historically, while common ancillaries such as wound care and infusion therapy are receiving significant interest from private equity and strategic buyers. As infectious disease providers continue to expand their suite of services, the specialty is poised for consolidation due to the fragmentation, demographics, and addressable market.

### Top 10 Conditions Treated by ID Doctors



### Top 5 Infectious Disease Treatment Revenue Segments

(\$ Billions)



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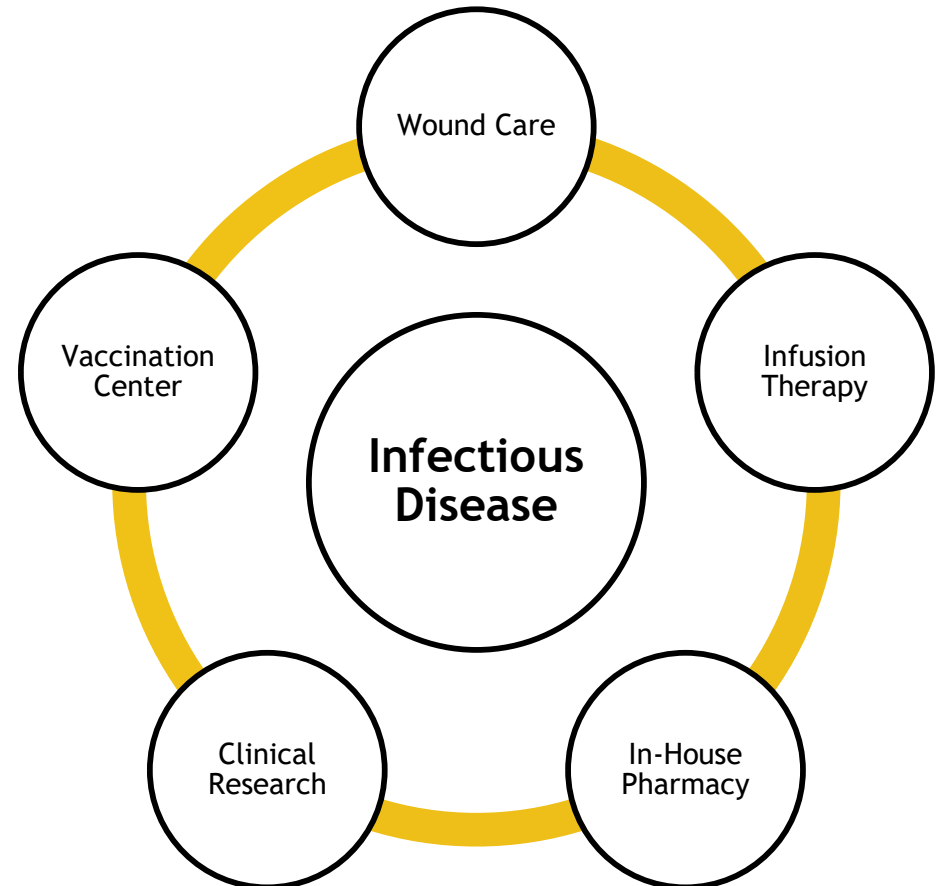
Sources: Market Watch, Markets & Markets, HIV.gov, Pitchbook, World Health Organization, Biopharma Dealmakers, NCBI, ID Care

# Investment Opportunity

## Overview - Infectious Disease Practice Opportunity

- An infectious disease doctor is an expert in diagnosing, managing and treating acute (sudden) and chronic (present for a long time) diseases caused by bacteria, viruses, fungi, parasites and prions.
- A full-service infectious disease practice will provide ancillary services on top of traditional ID care. The most common ancillary service is infusion therapy. Many of the treatments required of an ID provider will require intravenous injections. Practices will provide their patients to Ambulatory Infusion Centers in or near their office.
- The IV global Ambulatory Infusion market size in 2022 was \$80.4 bn and is expected to grow at a CAGR of 8.9% to 134.1 bn in 2028.
- Another common service provided is wound care. Wound care, as it pertains to an ID provider, is the treatment of skin infections commonly caused by pressure sores and diabetic ulcers.
- The global wound care market size is estimated to be worth \$20.8 bn and is projected to grow at an annualized CAGR of 5.4% to \$27.2 bn in 2027.
- The total global market size of the common offerings of an ID doctor is in excess of \$120 bn making it a very attractive investment opportunity for institutional capital.

### Infectious Disease Ancillary Opportunities



# HPC Overview

## Case Study - Emerald Coast Infectious Disease (Broad Process)



*has been acquired by*



### Transaction Overview

- Emerald Coast Infectious Disease (“ECID”) was acquired by Renovus Capital.
- Headquartered in Fort Walton Beach, FL, ECID is a full-service provider of infectious disease care, infusion services, and wound care treatment
- ECID specializes in the treatment of diseases such as MRSA, Tuberculosis, HIV/AIDS, HepC, travel health, tropical diseases, and common infections of the skin, lung, kidney, bones, and blood.
- Founded in 2010, Renovus Capital Partners is a lower middle market private equity based in the Philadelphia area. The firm’s current portfolio includes over 25 U.S. based businesses specializing in education and training, healthcare services, technology services and professional services.

### Hyde Park Capital’s Role

- Hyde Park Capital was engaged as the exclusive investment banker and financial advisor to ECID for this transaction.
- Hyde Park Capital originated, negotiated and closed the transaction with Renovus Capital.



# HPC Overview

- Founded in 2000 by the prior head of the Healthcare Investment Banking Groups at Raymond James
- Advised on **300+ transactions** and has been a consistent leader in providing independent and unbiased strategic counsel and advisory services to global sellers and buyers of middle-market firms
- Diverse team with extensive execution experience across all areas of Healthcare
- Bulge bracket capabilities with a boutique touch



Offices In:

- Tampa, FL (Headquarters)
- Nashville, TN

Industry Leading. . . Healthcare Coverage. . . With a Focus on Physician Practices



- M&A Atlas Awards Boutique Investment Bank of the Year and Deal of the Year Winner (Business Services)

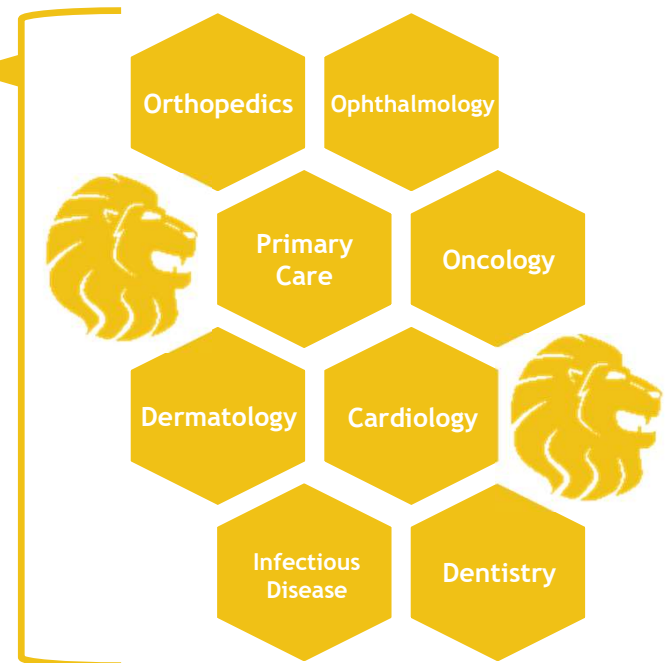


- Global Finance World's Best Investment Bank (Southeast Region)



- Ernst & Young Entrepreneur of the Year (Florida Region, Financial Services)

- Physician Practice Management
- Pharmaceuticals
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# Dedicated Bankers Committed to Healthcare Sector Coverage

Healthcare coverage banker with extensive experience in sell-side M&A and a relentless commitment to clients

## Experienced Healthcare Banker



**Joshua Paul**  
 Vice President  
 (321) 394-5824  
 jpaul@hydeparkcapital.com

### Experience:

- 5+ years investment banking experience
- Advised on 10+ healthcare strategic M&A and financing transactions
- Sector Experience: Infectious Disease, Orthopedics, Urology, Ophthalmology, Dermatology, Retina, Home Health Care

### Education:

- B.S. in Finance from the University of Central Florida

## Select Physician Practice Management Transactions

### Infectious Disease



has been acquired by



### Orthopedics



has been acquired by



### Primary Care



has been acquired by



### Gynecology



has been acquired by



### Primary Care



Has merged with



### Primary Care



has been acquired by

