



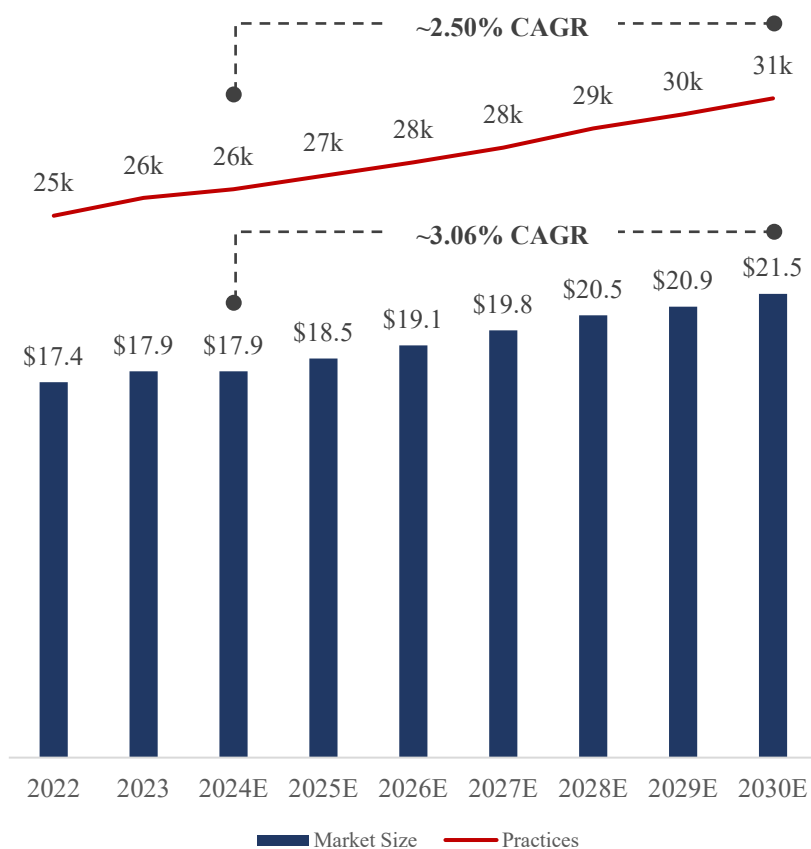
Mental Health
Sector Spotlight
November 2024

»—BGP—»
BAYSHORE GROWTH PARTNERS


Why Private Equity Funds are Investing in Psychiatry Practices


Highly Attractive and Growing Market...


(\$ in Billions)




...With Significant Tailwinds


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Psychiatrists continue to confront backlogs of care and long wait times nearly four years after the pandemic initially exacerbated rates of mental illness
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Telehealth has transformed psychiatric care by expanding access, alleviating staffing shortages, and enhancing patient experience with convenient and accessible treatment
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Licensing rules necessitate that patients needing medication see a psychiatrist first, ensuring stability in care
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Rising substance abuse rates in the US have spotlighted addiction treatment, with psychiatrists playing a critical role in managing patients with substance use disorders
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Providers are grappling with unprecedented demand from children and adolescents as rates of anxiety, depression, and other mental health conditions have surged in recent years
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Ongoing shortages in the psychiatric workforce and high demand for mental health services will sustain strong demand for general psychiatric care in the foreseeable future

Larger, consolidated provider groups have gained leverage with payors, resulting in increased reimbursement rates. Additionally, access to technology such as telemedicine and advanced health IT infrastructure enhances patient care and reduces costs.

Select Mental Health Platforms: Geographic Footprint



REFRESH
Mental Health

Investor: Optum
Providers: ~1,600
Locations: ~250
States: AL; AR; AZ; CA; CT; DE; FL; HI; IL; IN; KY; LA; MA; MD; MI; MN; NC; NE; NH; NJ; NY; OH; OK; OR; RI; PA; TN; UT; WA; WI; VA

LifeStance
HEALTH

Investor: Public Company (NAS: LFST)
Providers: ~7,500
Locations: ~600
States: AZ; CA; CO; DE; FL; GA; IL; IN; KS; KY; MA; MD; ME; MI; MN; MO; NV; NH; NJ; NY; NC; OH; OK; OR; PA; RI; SC; TN; TX; UT; VA; WA; WI

MINDPATH
HEALTH

Investor: Centerbridge Partners
Providers: ~400
Locations: ~80
States: AZ; CA; FL; NC; SC; TX

BEACON
BEHAVIORAL PARTNERS

Investor: Latticework Capital Management
Providers: ~450
Locations: ~30
States: AR; FL; LA; MS; PA; TX

ARC
HEALTH

Investor: Thurston Group
Providers: ~1,300
Locations: ~90
States: CA; CO; CT; DC; FL; GA; IL; KS; MI; MN; MO; NC; NJ; NY; OH; TN; TX; VA; WA

Recent Psychiatry Transactions

Date	Target	Platform	Sponsor	State
Jul-24	Capital City Psychiatry*	New Platform	Trivest Partners	Florida
Jul-24	Psychiatry Associates of Tallahassee*	New Platform	Trivest Partners	Florida
Mar-24	The Neuropsychiatry & TMS Group	Beacon Behavioral Partners	Latticework Capital Management	Florida
Feb-24	Arkansas Psychiatric Clinic	Beacon Behavioral Partners	Latticework Capital Management	Arkansas
Feb-24	Genesis Behavioral Health Services	Beacon Behavioral Partners	Latticework Capital Management	Louisiana
Feb-24	Memorial Park Psychiatry	Beacon Behavioral Partners	Latticework Capital Management	Texas
Feb-24	Precise Clinical Neuroscience Specialists	Beacon Behavioral Partners	Latticework Capital Management	Mississippi
Feb-24	Prestige Clinic	Beacon Behavioral Partners	Latticework Capital Management	Texas
Feb-24	Right Track Medical Group	Beacon Behavioral Partners	Latticework Capital Management	Mississippi
Feb-24	The Grant Group	Beacon Behavioral Partners	Latticework Capital Management	Texas
Feb-24	The Holiner Psychiatric Group	Beacon Behavioral Partners	Latticework Capital Management	Texas
Feb-24	Upswing Psychiatry	Beacon Behavioral Partners	Latticework Capital Management	Texas
Feb-24	Roots Behavioral Health	Hightop Health	JLL Partners; SV Health Investors	Texas
Jan-24	Mindsoother Therapy Center	ARC Health	Thurston Group	New Jersey
Dec-23	Exult Healthcare	ARC Health	Thurston Group	Texas
Nov-23	GROW Counseling	ARC Health	Thurston Group	Georgia
Nov-23	Manhattan Psychology Group	ARC Health	Thurston Group	New York
Oct-23	LynLake Psychotherapy and Wellness	ARC Health	Thurston Group	Minnesota
Oct-23	Psych Atlanta	Hightop Health	JLL Partners; SV Health Investors	Georgia
Aug-23	APG Health*	ARC Health	Thurston Group	Florida
Aug-23	Dayspring Behavioral Health	ARC Health	Thurston Group	Washington

*Bayshore Growth Partners represented the seller in this transaction

Introduction to Bayshore Growth Partners

Overview

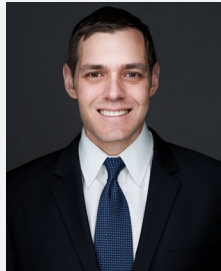
- Bayshore Growth Partners (BGP) is an independent mergers & acquisitions advisory firm focused exclusively on healthcare services.
 - ✓ Experience: successfully closed more than 25+ sell-side M&A healthcare services transactions in last three years, helping the owners maximize value and accomplish their goals in a sale
 - ✓ Focus: we exclusively focus on healthcare services opportunities, including Physician Practices, Med Spas & Aesthetics, Behavioral Health, and Wellness businesses
 - ✓ Deal Size: focused on lower middle market transactions with EBITDA \$1M-\$10M
 - ✓ Process: we complete a full sell-side QoE and run comprehensive M&A process with a large network of buyers to ensure we maximize valuation and fit considerations for clients
 - ✓ Team: 40+ years combined experience across investment banking, private equity, financial due diligence, and management consulting
 - ✓ Buyer Network: deep network of private equity buyer relationships, and frequent dialog with buyers due to our firm's deal volume
 - ✓ Client Approach: always provide direct and honest feedback and communication

Bayshore Growth Partners Team



Steven Carmen
Managing Partner

- 15+ years of M&A and business development strategy experience
- Previously worked for BNP Paribas, PwC, and GCA
- MBA from Kellogg and BS from Florida State



Andrew Adams
Managing Director

- 15+ years of M&A, operations, and strategy experience
- Previously worked for Bain, Lake Capital, and JP Morgan
- MBA from Wharton (HCM) and BBA from Michigan



Daniel Shaw
Managing Director

- 10+ years of financial diligence and accounting experience
- Previously worked for Alvarez & Marsal and KPMG
- Licensed CPA
- BS from Louisiana Tech



Alexander Dean
Vice President

- 10+ years of strategy, operations, and finance experience
- Previously worked for DaVita and the US Marine Corps
- MBA from Darden and BA from Seton Hall

Recent Transactions



MOBILE NURSES

October 2024




midtown
OB·GYN

September 2024



COMPREHENSIVE
WOMEN'S HEALTHCARE

August 2024



CAPITAL CITY
PSYCHIATRY

July 2024



PSYCHIATRY ASSOCIATES
OF TALLAHASSEE, LLC.

July 2024



Desert Sage
Obstetrics and Gynecology

July 2024



RITA
MEDICAL
ELITE

December 2023




Flagstaff OB/GYN

October 2023



APGHEALTH

August 2023



CENTRAL PHOENIX
Women's Health Care

June 2023



Laguna
Aesthetics

June 2023



EIT
EAR INSTITUTE OF TEXAS
EIT

May 2023




my
ob.gyne

February 2023



GHS
Gastroenterology
& Hepatology
Specialists, Inc.

November 2022




Camelback
Women's Health

August 2022



INTEGRATED PAIN
Consultants

July 2022



DESERT ROSE
OBSTETRICS & GYNECOLOGY
TERRY A. HUFF, M.D., F.A.C.O.G.
LISA ROSE HUFF, M.D., Ph.D., M.P.H.

May 2022



Sunrise Women's
Healthcare

March 2022



Arizona
Women's Health
Partners

February 2022



GREAT LAKES
GASTROENTEROLOGY

January 2022