

Infusion Services

Q3 2024

Market Update

The infusion therapy market continues to undergo significant expansion pushed by various drivers and a notable transition toward the outpatient setting. Hospitals currently comprise 55% of the estimated \$120B infusion service market, but that percentage is expected to diminish in the years to come as primarily the ambulatory and home infusion settings gain market share. To stem the losses, there's a growing trend of hospital joint ventures with private infusion care providers, allowing the hospital retain a portion of this revenue and infusion providers to selective gain access to 340B drug pricing. Investors are capitalizing on sector tailwinds including an aging population, an increase in chronic diseases including cancer and diabetes, and a growing pipeline of infusible therapies in line for FDA approval.

Transaction activity in Q3-24 remained strong with several notable transactions closing, including platform developments, strategic add-ons, and a private equity exit.

Notable Transaction

Vital Care Infusion Services, a leading franchisor of infusion therapy pharmacies, received a strategic investment from Berkshire Partners and Leonard Green & Partners. Linden Capital, which invested in Vital Care in 2020, remains an ongoing investor in the Company.

Vital Care is dedicated to providing high-quality, safe, convenient, and cost-effective infusion therapy services for chronic and acute patients across its 160 infusion pharmacy locations in 35 states.

The entry of new investors is expected to bolster Vital Care's network to reach new geographies and improve patient access, while maintaining high-quality care and clinical outcomes.



Select Transactions

| Month | Investor | Target | Deal Description |
|-----------|---|---|---|
| September |  |  | Dynamic Infusion acquired Columbus Specialty Nursing, based in Ohio, and ProNurse HomeCare & Infusion, based in Virginia. Together these transactions expand Dynamic's reach for providing home infusion nursing services to five additional states. The acquisitions extend Dynamic's coverage for patients and aligns well with its growth-oriented strategy to become the nation's leading platform for home infusion nursing services in support of its client pharmacies. |
| July |  |  | Access Infusion Care, backed by New Harbor Capital, acquired Big Sky IV Care, a provider of home and specialty infusion services in Montana. The Company offers a wide range of infusion therapies, including specialty medications, antibiotics, and total parenteral nutrition for chronically ill patients in the home and infusion suite settings. The acquisition marks Access' first add-on in partnership with New Harbor and is a key part of its broader strategy to align with high-quality infusion providers in underserved areas with diversified therapy offerings and delivery settings. |
| July |  |  | Infusion Associates, formerly backed by Boyne Capital, was acquired by Vivo Infusion, a portfolio company of InTandem Capital Partners. Infusion Associates, headquartered in Grand Rapids, Michigan, is a leading provider of ambulatory infusion services across the Midwest region. The Company specializes in long-term treatment of chronic health conditions across a range of therapeutic areas. |

Provident Industry Coverage Team

Scott Davis
Managing Director
(617) 226-4259
sdavis@providenthp.com

Michael Patton
Managing Director
(617) 226-4272
mpatton@providenthp.com

Ash Vytheswaran
Analyst
(617) 226-4284
avytheswaran@providenthp.com

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