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| <p>WHY WE'RE DIFFERENT</p> | <p>With over twenty years of experience across all stages of a company's lifecycle, Bullet Partners brings a unique blend of financial, operating, and strategic expertise to each investment. We have launched, sold, acquired, advised, restructured, and invested in both healthcare and non-healthcare businesses. A keen appreciation for the intangibles – <i>daily execution, incentive alignment, transparency, and accountability</i> – helps create valued partnerships between management, employees, and investors, where long-term success is ultimately shared by all.</p> <p>We approach each transaction with <i>focus, commitment, and flexibility</i> to ensure the needs of each business are met pre- and post-closing – while providing exiting shareholders the needed 'peace of mind' during their transition. Our structures provide full or partial liquidity to business owners and allow incumbent management to participate in the buying group.</p> |
| <p>PROFILE</p> | <p>Experience: Team has completed 40+ transactions representing more than \$1bn in enterprise value</p> <p>Transaction Types: Management buyouts (MBOs); Entrepreneur/family-owned recapitalization; Corporate divestitures; and Growth capital</p> <p>Ownership: Control equity; super minority positions</p> |
| <p>PLATFORM CRITERIA</p> | <ul style="list-style-type: none"> ◦ Headquartered in North America ◦ Recurring revenue Diverse customer base ◦ Defensible market position Differentiated product/service delivery ◦ Identifiable organic growth expansion and/or add-on prospects ◦ \$1 – \$5 million of EBITDA ◦ ~30%+ gross margins ~15%+ EBITDA margins ◦ Asset light minimal capex requirements |
| <p>AREAS OF FOCUS</p> | <p>Value accretive solutions that are addressing and solving core industry issues</p> <ul style="list-style-type: none"> ◦ Cost containment Fraud, Waste, & Abuse ◦ Aging population ◦ Convenience, access, and choice ◦ Consumerism ◦ Quantifiable behavior change ◦ Administrative complexity & burden ◦ Certification & Training Regulatory compliance ◦ Acuity-based care delivery ◦ Payments & Financing ◦ Benefit design & Network management ◦ Interoperability & Communication ◦ Behavioral & Mental health ◦ Rx pricing Benefit design ◦ Care continuum tracking & Monitoring ◦ Workflow & Productivity enhancement <div data-bbox="1063 1176 1502 1617" style="text-align: right;"> </div> |
| <p>INCENTIVE FEES</p> | <p>We pay finder's fees to intermediaries for introductions that result in closed transactions.</p> |

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