

BERENSON CAPITAL IS A PRIVATE EQUITY FIRM INVESTING EXCLUSIVELY IN TECHNOLOGY.

Berenson Capital is proactively seeking investment opportunities in the Behavioral Health Technology sector, given the critical nature of the products and services and Berenson’s specific resources and expertise.

DEMAND DRIVERS

Eating disorders

- 30mm Americans suffer from eating disorders
- Only 1 in 10 receive treatment

Psychiatric disorders

- 1 IN 5 American adults live with a psychiatric disorder
- ~10% of Americans will suffer from depressive illness each year

Medication assisted treatment (“MAT”)

- 70% of drug overdoses involved opioids in 2018
- MAT is commonly used to support treatment of opioid SUD
- New regulations require all state Medicaid programs to cover MAT (at least through 2025)

Substance use disorders (“SUD”)

- 70% of drug overdoses involved opioids in 2018
- MAT is commonly used to support treatment of opioid SUD
- New regulations require all state Medicaid programs to cover MAT (at least through 2025)
- ~22mm Adults needed substance abuse treatment in 2019, but only 10% of these individuals reported receiving treatment

Intellectual and developmental disabilities (“IDD”)

- 8mm Americans suffer from IDD
- 18% of children in the US have 1 or more IDD

Autism spectrum disorder (“ASD”)

- 1 in 44 Americans are diagnosed with ASD by age 8
- 31% of children with ASD have an intellectual disability

MARKET SNAPSHOT

- Social stigma surrounding mental illness and SUD has diminished, driving more people to seek services
- Growing recognition amongst key healthcare stakeholders that these services reduce healthcare costs by (i) reducing emergency room usage, (ii) decreasing readmission rates in hospitals and (iii) increasing adherence to drug regimens
- The ACA and the Mental Health Parity and Addiction Equality Act have expanded behavioral health benefits to approximately 60mm Americans
- There are an estimated ~60k behavioral health professionals in the US, a number that is expected to grow at 3% annually through 2025

BEHAVIORAL HEALTH PRACTICE REVENUE GROWTH



Sources: Globe Newswire, Grand View Research, Acumen, WHO, AHA, CDC, Bureau of Labor Statistics

INVESTMENT CRITERIA

- \$5mm run-rate revenue
- Strong financial profile: recurring revenue, strong revenue growth, expanding gross margins, and high FCF conversion
- Multiple growth levers available (GTM, Product, International, M&A)

BERENSON'S BHCIT INVESTMENT THESIS

- \$1bn+ market growing at 10%+ CAGR
- Highly fragmented market of care providers in the early stages of adopting technology
- Competitive but highly fragmented vendor market creating a void / opportunity for well capitalized and operated technology vendors to gain significant market share

ATTRACTIVE TARGET CHARACTERISTICS

- Deep subspecialty content with ability to serve primary care providers
- Platform that can accommodate outpatient and in-patient care
- Platform that has a comprehensive, integrated set of offerings to help practices grow and better serve patients
- Modern technology platform / architecture

BERENSON'S ADVISORY NETWORK

Berenson leverages a network of industry advisors that include former senior executives from leading BH companies

qualifacts

Streamline
Healthcare Solutions

CREDIBLE Secure. Proven. Easy To Use.

Netsmart

BERENSON'S OPERATING PARTNER



DAVID FETTEROLF

Berenson
Operating Partner

David has nearly thirty years of experience as CEO/President of healthcare technology and service companies. He previously served as President of Stratus Video, a private equity-backed healthcare remote interpreting company, where he grew revenue to over \$100 million before the company was sold to AMN Healthcare for \$475 million. Before that role, David served as President of MDeverywhere, a software and revenue cycle company serving physicians and hospitals.

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