



# Healthcare Investment Advisors

## Corporate Overview

# Strategy

.Healthcare Investment advisors has focused its investment activities in two major growth industries: information/ business services and healthcare.

.Our strategy is to buy or develop growing businesses, partner with outstanding management teams and increase value for investors. We do this through a combination of operational improvements, internal growth initiatives and strategic acquisitions.

# Healthcare Sectors Of Interest



# Historical & Current Investment Sectors

.Healthcare

.IT/Software

.Service

.Lease and Finance

.Rental

# Leadership

## **Scott Patrick Carson: Chief Strategist/Healthcare**

.Carson has more than 30 years of marketing, business development, sales and management experience. Most of his career has been focused on the medical equipment arena. He is a seasoned speaker, having presented on various topics at many industry trade association seminars.

.Carson, is a true entrepreneur. In 1996, he founded, then sold in 1999, Denver-based US Medical, Inc., a leading distributor of capital medical equipment (CME) to the healthcare industry. Started in his basement, US Medical emerged 5 years later as a member of the Inc. 500.



## Scott Carson Bio Cont'd.

**.Scott Patrick Carson: Chief Strategist/Healthcare**

.Carson was named a finalist in the Ernst & Young's Entrepreneur of the Year Award competition in both 2000 and 2001. In addition, US Medical was named among the *Inc. 500's* fastest growing companies in 2001.

- During the course of his career, Carson developed expertise in finance, raising 10's of millions in equity and debt financing for his companies as well as helping these entities grow through acquisitions. It was his reputation and the success that enabled him to attract high-level senior executives in the healthcare arena to join his growing teams. Carson's business acumen and financial savvy enabled him to forge many exclusive, strategic relationships with distributors and medical manufacturers. One of his companies was named a "Company to Watch" in 2001 by both of Denver's daily newspapers.



# A Disciplined Investment Process

## The Discovery Phase

Hurdle rates for quantitative and qualitative measurements are applied to screen a universe of securities:

- Growth potential
- Management
- Market position
- Financial Strength
- Risks and Liquidity



## In the Portfolio Phase

Securities in the portfolio are continuously:

- Monitored
- Analyzed
- Evaluated



The Evaluation Phase incorporates:

- Industry Analysts
- Competitors
- Suppliers
- Customers



Securities that exhibit the appropriate Risk/Reward and growth characteristics in the **Decision Phase** are added to the **Portfolio Phase**



The Valuation Phase incorporates:

- Detailed, Proprietary Valuation Process
  - Discounted Cash Flow
  - Economic Value Added
  - EPS Projections
  - Ratio Analysis
  - Comparable Analysis
  - Multiple Analysis
  - What-If and Sensitivity analysis



The **Decision Phase**: Undervalued/Attractively priced securities are evaluated for:

- Portfolio Impact
- Risk/reward ratio
- Risk-adjusted Price-
- Earnings Growth rate





.We focus on growth-oriented companies. Our significant experience investing in various business cycles has given us a strong understanding of the fundamentals of growth companies.

.We concentrate on organic growth and expansion acquisitions.

.We approach with a “deal-size agnostic” mindset.

.We specialize in:

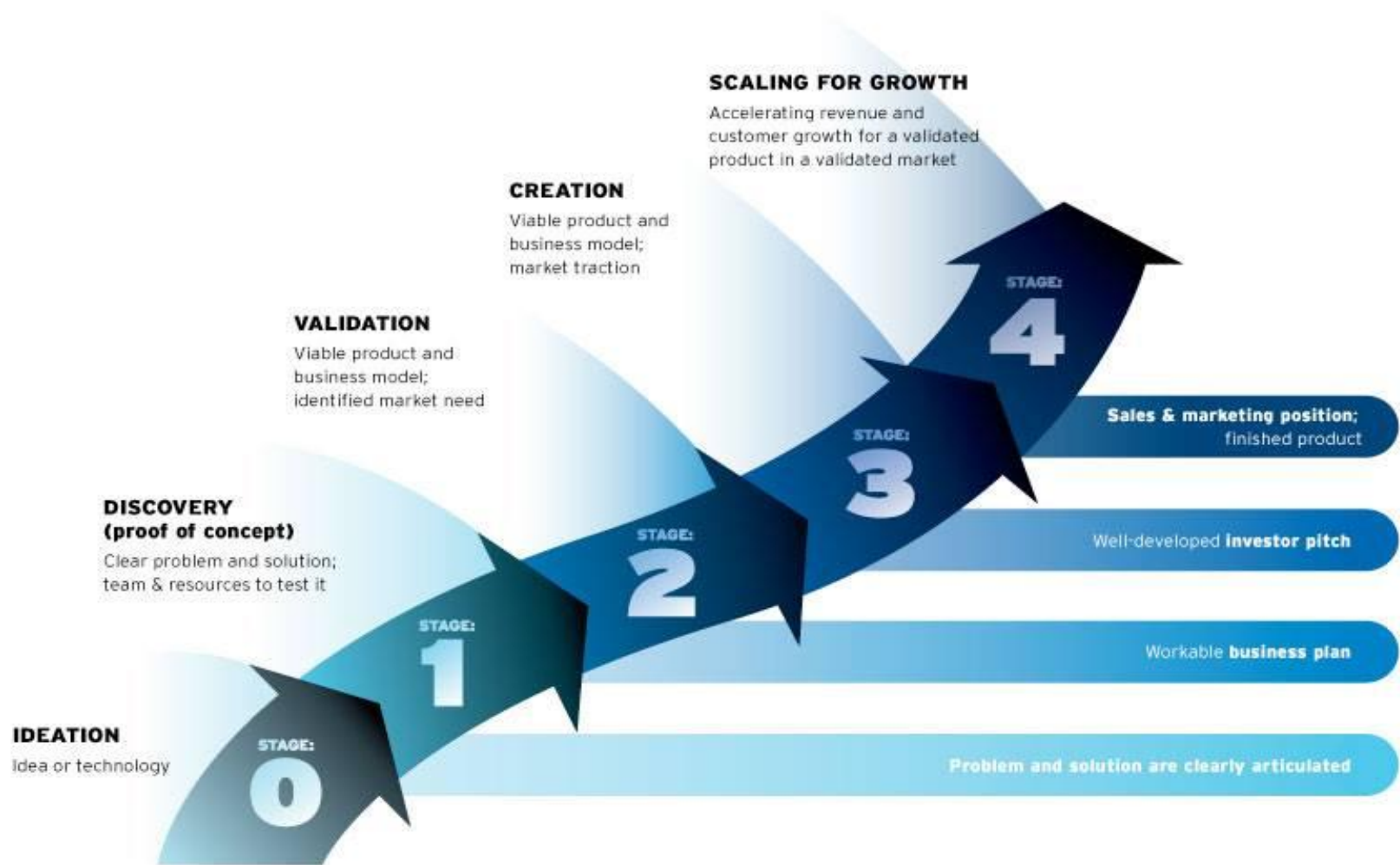
–conceiving and creating new market opportunities

–providing capital to meet the needs of growing businesses

–investing in growth-oriented later-stage buyouts and special situations

# Healthcare Investment Advisors. Our Investment Strategy

# Key Points of Investment



# Healthcare Distribution and Service Investments

.For inquiries please visit :

[www.scottpcarson.com](http://www.scottpcarson.com)

[www.HealthcareInvestmentAdvisors.com](http://www.HealthcareInvestmentAdvisors.com)

We'd like to connect with you.

