

# Pharmacy & Infusion Services

Q2 2024

## Market Update

Q2-24 saw a continuation of the growing interest investors have for the infusion services sector and the services that accompany it, including specialty pharmacy. The underpinnings for the investment model center around the shift in site of care from the once dominate hospital setting to a mix of ambulatory (AIC), office-based (OIC), and home-based infusion services. While each of these outpatient settings has its own unique clinical and operational pros and cons, they all present the common themes of reduced cost to the healthcare system and increased convenience to patients, while maintaining or even improving upon clinical outcomes in certain cases.









To stem the loss in infusion-related revenue, hospitals and health systems have shown an increased willingness to develop joint venture agreements with the outpatient service providers in their markets, not dissimilar to what's been seen in ambulatory surgery centers. This allows for preferred drug pricing to benefit the outpatient provider and is a way for the hospital to retain at least some of the infusion economics.

## Notable Transaction

Frazier Healthcare Partners, a Seattle-based, healthcare-focused investment firm, completed its acquisition of BioMatrix in June 2024. BioMatrix is a national provider of home-based infusion services with clinical expertise in neurological diseases, immunology deficiencies and transplants, as well as blood disorders. The Company serves a diversified base of patients with over 2,500 physician-referral relationships across all 50 states. Frazier and BioMatrix plan to expand its footprint with via de novo and M&A growth. Additionally, it will work with regional and national payors to increase its managed care penetration and add new therapies to its service offering. BioMatrix' prior investors include ACON Investments and Triton Pacific Capital Partners.



## Select Transactions

Month	Investor	Target	Deal Description
June			Founded in 2006, Apex Infusion is a fast-growing provider of ambulatory infusion therapy services company. The Company provides intravenous immunoglobulin, specialty infusion, total parental nutrition, and other therapeutic services. Apex currently operates 11 locations in California. Apex plans to expand geographically through de novo locations, as well as strategic acquisitions to build scale.
May	 Waud Capital		Coastal Infusion Services provides at-home and alternate-site infusion services throughout the southern U.S. It also cares for patients at six state-of-the-art Ambulatory Infusion Suites (AISs) strategically located throughout Southern Louisiana. As an ACHC-accredited specialty pharmacy, Coastal Infusion Services also provides an extensive portfolio of infusion and injection medications. With the addition of Coastal Infusion Services, PromptCare further expands its national footprint and mission to help patients with rare and chronic medical conditions.
May			Genefic, a wholly-owned subsidiary of Dalrada Corporation, acquired IV Services, LLC, pharmaceutical business and infusion management leader. With IV Services' full pharmacy licenses in Louisiana and Mississippi, Genefic adds more regional U.S. states to its pharmaceutical fold, complementing its existing licenses and operational presence in a growing roster of states, including North Carolina, South Carolina, Tennessee, Georgia, Alabama, and Texas.
May			Linden Capital increased its equity position in IVX Health by acquiring Great Hill's minority equity stake in the business in May-24. Linden is now a majority equity shareholder in IVX, which is a national provider of infusion and injection therapy for those with complex chronic conditions. As a result, the transaction does not reflect a new platform investment for Linden.

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## Media Citations & Publications

### Provident Whitepaper

#### [Consolidation Trends within Infusion Therapy](#)

Read Provident's latest infusion services whitepaper which highlights the shift in site of care, and why investment in the sector will continue to be attractive for many private equity investors.