



# HPE NEW YORK 2021

OCTOBER 15

[mwe.com/HPENewYork2021](https://mwe.com/HPENewYork2021)

McDermott  
Will & Emery

# ABOUT HPE NEW YORK

We are experiencing the most extraordinary pace of healthcare private equity transactions in recent history, with no slowdown in sight. Unprecedented deal volume is being driven by a number of factors, including attractive credit markets, more money than ever chasing deals, lasting healthcare delivery changes spurred by the pandemic, and the surprising pace at which large scale physician aggregation is accelerating.

As a result, investors are facing new issues, including limited bandwidth among fund professionals, scarce quality advisory resources and the need to modify transaction approaches, for both buyers and sellers, in order to succeed. At this important moment, HPE New York 2021 brings together leaders from across health private equity to discuss the key issues facing buyers and sellers, as well as how government actions are likely to impact the market.

## AGENDA

FRIDAY, OCTOBER 15, 2021

*All times are displayed in EDT*

12:00 – 12:05 pm

### OPENING REMARKS

- Ira Coleman, Chairman, McDermott Will & Emery
- Jerry Sokol, Partner, McDermott Will & Emery

12:05 – 12:45 pm

### THE NEED FOR SPEED: CRITICAL ISSUES FACING BUYERS

The latest healthcare investing trends and the evolution of market terms, including the impact of larger funds willing to move down market, RWI headwinds and the need to be nimble and aggressive in order to close deals and secure financing.

- Paige Daly, Partner, Harvest Partners
- Sean Dempsey, Partner, Sheridan Capital Partners
- Carmine Petrone, Managing Director, Advent International
- Neel Varshney, M.D., Founding Partner, Patient Square Capital

**MODERATOR:** Krist Werling, Partner, McDermott Will & Emery

*Continued on Next Page*

[mwe.com/HPENewYork2021](https://mwe.com/HPENewYork2021)

# AGENDA

FRIDAY, OCTOBER 15, 2021

*All times are displayed in EDT*

12:45 – 1:25 pm

## SUPER CHARGING SELLERS' STRATEGIES FOR TODAY'S MARKET

The critical seller strategies to ensure efficient and successful processes that maximize value and consider all exit options.

- Chris Harris, Managing Partner, FFL Partners
- Geoff Lieberthal, Partner, Two Sigma Impact
- Megan Preiner, Managing Director, Thomas H. Lee Partners

**MODERATOR:** Frank Steinherr, Partner, McDermott Will & Emery

1:25 – 2:00 pm

## PREPARE FOR TOMORROW: HOW GOVERNMENT ACTIONS WILL IMPACT THE MARKET

The impact on transactional activity from anticipated tax changes, continued scrutiny of PE's role in healthcare, and revenue opportunities around Medicare and Medicaid reform.

- Diane Daych, Managing Partner and Co-Founder, Granite Growth Health Partners
- Brian Fortune, Senior Managing Director, Farragut Square Group
- Mara McDermott, Vice President, McDermott+Consulting
- Alex Ruiz, Partner, McDermott Will & Emery
- Thomas Scully, General Partner, Welsh, Carson, Anderson & Stowe

**MODERATOR:** Kevin Miller, Partner, McDermott Will & Emery

8:00 – 9:00 am

## BIG BANKERS BREAKFAST DISCUSSION

Early risers can join us virtually for a discussion with leading investment bankers who will discuss the current market climate for healthcare investing and share their insights on hot sectors, growth strategies and the dealmaking outlook for 2022.

- Fritz Buerger, Managing Director, William Blair
- Richard Harding, Managing Director and Head of the US Private Equity Solutions Group, Moelis & Company
- Philip Pucciarelli, Partner, Perella Weinberg Partners
- Geoffrey Smith, Managing Director and Co-Head of the Healthcare & Life Sciences Group, Harris Williams

**MODERATOR:** Curtis Lane, Founder, WindRose Health Investors

# GUEST FACULTY



**FRITZ BUERGER**

Managing Director,  
Healthcare Services, William Blair



**PAIGE DALY**

Partner, Harvest Partners



**DIANE DAYCH**

Managing Partner and Co-Founder,  
Granite Growth Health Partners



**SEAN DEMPSEY**

Partner,  
Sheridan Capital Partners



**BRIAN FORTUNE**

Senior Managing Director,  
Farragut Square Group



**RICHARD HARDING**

Managing Director and Head of the US  
Private Equity Solutions Group,  
Moelis & Company



**CHRIS HARRIS**

Managing Partner,  
FFL Partners



**CURTIS LANE**

Founder,  
WindRose Health Investors



**GEOFF LIEBERTHAL**

Partner,  
Two Sigma Impact



# GUEST FACULTY CONTINUED



**MARA MCDERMOTT**

Vice President,  
McDermott+Consulting



**CARMINE PETRONE**

Managing Director,  
Advent International



**MEGAN PREINER**

Managing Director,  
Thomas H. Lee Partners



**PHILIP PUCCIARELLI**

Partner,  
Perella Weinberg Partners



**THOMAS SCULLY**

General Partner,  
Welsh, Carson, Anderson & Stowe



**GEOFFREY SMITH**

Managing Director and Co-Head of  
the Healthcare & Life Sciences Group,  
Harris Williams



**NEEL VARSHNEY, M.D.**

Founding Partner,  
Patient Square Capital

# McDERMOTT FACULTY



**IRA COLEMAN**

Partner & Chairman



**KEVIN MILLER**

Partner



**ALEX RUIZ**

Partner



**JERRY SOKOL**

Partner & Chair of  
Health Transactions Group



**FRANK STEINHERR**

Partner & Co-Head of  
Private Equity Group



**KRIST WERLING**

Partner & Co-Head of  
Private Equity Group

# ABOUT MCDERMOTT'S HEALTH PRIVATE EQUITY PRACTICE

## **Ranked #1 in Healthcare Private Equity**

four years in a row (*PitchBook*, 2020, 2019, 2018, 2017)

---

## **Ranked #4 in US PE Deal Volume** (*PitchBook*, Q2 2021)

---

## **“Leader in Transformative and Mega Deals”**

(*BTI Consulting Group*, 2021)

---

## **Ranked #3 Most Active in PE in the US Representing Investors** (*PitchBook*, Q2 2021)

---

## **Tier 1 Rankings 12 Years in a Row in Healthcare by Top Legal Industry Directories**

(*Chambers USA*, *The Legal 500 USA*, and *USA News - Best Lawyers*, 2010-2021)

---

## **Ranked #3 in PE – Advisors to Firm: LBO & Related Rounds**

(*Refinitiv*, Q1 2021)

---

## **Ranked #3 in US PE Debt Deals by Volume** (*PitchBook*, Q1 2021)

---

## **Ranked #4 in US PE Buyouts League Table by Deal Count**

(*Merger Market*, Q1 2021)



McDermott  
Will & Emery

WSJ INTELLIGENCE

# SEE WHAT'S IN STORE FOR THE FUTURE OF HEALTHCARE PRIVATE EQUITY



McDermott  
Will & Emery

WSJ INTELLIGENCE

## The Next Evolution of Healthcare Private Equity



CLICK TO READ THE REPORT

The Wall Street Journal news organization was not involved in the creation of this content.

[mwe.com/futureofhealthpe](https://mwe.com/futureofhealthpe)



# EVENT PARTNERS

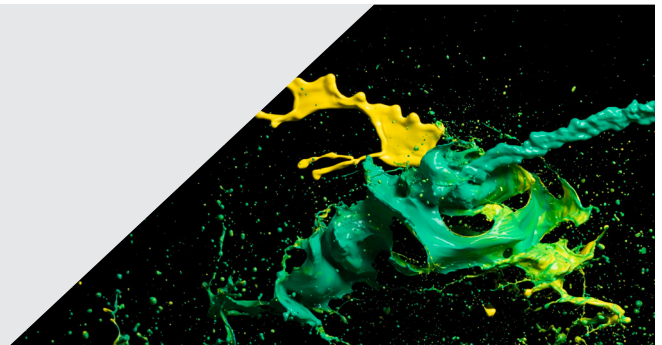


## UPCOMING EVENTS

### JPM 2022

JANUARY 10–11, 2022

Details Coming Soon



### HPE MIAMI 2022

MARCH 9–10, 2022

Details Coming Soon





[mwe.com/health](https://www.mwe.com/health)

©2021 McDermott Will & Emery. McDermott Will & Emery conducts its practice through separate legal entities in each of the countries where it has offices. For a complete list visit [mwe.com/legalnotices](https://www.mwe.com/legalnotices). This may be considered attorney advertising. Prior results do not guarantee a similar outcome.

**McDermott  
Will & Emery**