



FOR IMMEDIATE RELEASE

Christine McCarty
312 596 1617
cmccarty@ziegler.com

ZIEGLER ADVISES CareConnectMD ON ITS \$25M INVESTMENT FROM TT CAPITAL PARTNERS

CHICAGO – JULY 14, 2022 – Ziegler, a specialty investment bank, is pleased to announce its role in advising CareConnectMD (CCMD), a Costa Mesa, Calif. provider of primary care coordination services tailored to meet the needs of complex Medicare participants, on its \$25 million financing round led by Minneapolis-based TT Capital Partners (TTCP). CareConnectMD will leverage the investment to deepen its presence in California, Ohio and Texas and expand into other markets — and to enhance its technology platform to scale and streamline care delivery.

CCMD's California-based medical group contracts with managed care and insurance plans to provide comprehensive primary and palliative care to high-risk populations in their homes or choice of care environments, such as skilled nursing facilities (SNFs). The company also partners with other primary care physician groups, enabling them to participate in value-based care (VBC) programs as a part of CCMD's high-needs Direct Contracting Entity (DCE).

CCMD is currently one of only eight high-needs DCEs in the country selected by the Centers for Medicare & Medicaid Services (CMS) to participate in the first performance of the Global and Professional Direct Contracting Model (GPDC), recently rebranded by CMS as the Accountable Care Organization Realizing Equity, Access, and Community Health program (ACO REACH).

The DCE model is a financial risk-sharing arrangement developed by CMS to reduce Medicare expenditures while enhancing the quality of care to members. CMS designed the program to help drive the shift to value in Medicare, reduce the administrative burden on providers, and empower beneficiaries to engage in their own healthcare. CMS has introduced several Medicare value-based programs in recent years to reward healthcare providers with incentive payments for the quality of

care they deliver, all part of CMS's larger strategy to reform how healthcare is delivered and compensated.

“High-needs patients account for only 5 percent of the U.S. population, but 50 percent of the nation's overall healthcare costs, providing a tremendous opportunity for innovative care models to improve quality, drive savings, and enhance the quality of life for the most frail participants,” said Dawn Owens, CEO and Partner of TT Capital Partners, who will join CCMD's board of directors as part of the investment. “CCMD has extensive experience designing successful risk-based care delivery models and delivering care to high-needs seniors. We are delighted to be partnering with a company that is poised to be a next-generation leader in the shift to value in Medicare.”

“For 25 years, we've been pioneers in the healthcare of the fragile, delivering clinical care to medically complex patients,” said Kim Phan, founder and CEO of CCMD. “We've developed a highly repeatable care model that has proven to improve both care and quality of life while also reducing costs. And as one of just eight high-needs DCEs in CMS's new program, we now have the opportunity to revolutionize care delivery by allowing providers and facilities to enter into value-based contracts. We are excited about the opportunities before us and thrilled to welcome TT Capital Partners as an investor and a partner.”

CCMD Managing Director Alan Hoops, who previously served as executive chairman of HealthEssentials, as chairman and CEO of CareMore Health Plan, and as chairman and CEO of PacifiCare Health Systems, added, “CCMD has assembled a highly skilled team with extensive experience delivering quality care for medically complex and high-needs patients. The company is addressing an urgent market need and is well positioned to drive improved outcomes and meaningfully impact in the shift to value in Medicare.”

Chris Hendrickson, Senior Managing Director in Ziegler's Healthcare Corporate Finance practice stated, “This is one of the most satisfying and impactful transactions we have had the honor of leading. Kim Phan and her committed team have built one of the most exciting platforms addressing the critical needs of the most vulnerable high-needs patients – the CareConnectMD team is improving care while reducing costs every day. We strive to identify strategically and mission aligned

partners in our investment banking efforts and are thrilled to have helped CareConnectMD solidify its partnership with TT Capital Partners.”

CCMD provides comprehensive care for medically complex and high-needs patients, whether they live in specialized facilities or their own homes, including routine visits, supportive care, geriatric behavioral services, and 24/7 on-call providers. The company also offers palliative care services and telemedicine.

For more information about Ziegler, please visit us at www.ziegler.com.

About Ziegler:

Ziegler is a privately held, national boutique investment bank, capital markets and proprietary investments firm. It has a unique focus on healthcare, senior living and education sectors, as well as general municipal and structured finance. Headquartered in Chicago with regional and branch offices throughout the U.S., Ziegler provides its clients with capital raising, strategic advisory services, fixed income sales, underwriting and trading as well as Ziegler Credit, Surveillance and Analytics. To learn more, visit www.ziegler.com.

Certain comments in this news release represent forward-looking statements made pursuant to the provisions of the Private Securities Litigation Reform Act of 1995. This client’s experience may not be representative of the experience of other clients, nor is it indicative of future performance or success. The forward-looking statements are subject to a number of risks and uncertainties, in particular, the overall financial health of the securities industry, the strength of the healthcare sector of the U.S. economy and the municipal securities marketplace, the ability of the Company to underwrite and distribute securities, the market value of mutual fund portfolios and separate account portfolios advised by the Company, the volume of sales by its retail brokers, the outcome of pending litigation, and the ability to attract and retain qualified employees.

#