



## ZIEGLER LINK•AGE FUNDS

FOR IMMEDIATE RELEASE

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### Announcing The Formation And Close Of The Ziegler Link•Age Fund III, L.P.

**CHICAGO, IL – July 6, 2022** – Ziegler, a leading healthcare investment bank with a significant presence in the senior living, healthcare, and information technology sectors as well as other related investment activities, and Link•Age Ventures, Inc. (Link•Age), a venture firm focused on investing in leading companies that provide products, services and technology to the aging marketplace, are pleased to announce the formation and close of the Ziegler Link•Age Fund III, L.P. (the “Fund”), the third fund in the Ziegler Link•Age fund family.

The General Partner of the Fund is Ziegler Link•Age Management III, LLC, a Delaware limited liability company, which is a 50/50 joint venture between Ziegler Longevity III, LLC, an affiliate of The Ziegler Companies, Inc. and Link•Age Ventures Management III, LLC, an affiliate of Link•Age, (collectively, the “General Partner”). Amid demographic shifts in the United States (“U.S.”) where the population of older adults requiring care continues to grow, while the number of eligible caregivers continues to shrink, the General Partner believes the marketplace for technologies and tech-enabled service solutions addressing the health, care and wellness of the aging population is crucially important. The growing aging population is living longer on average, and with a higher prevalence of chronic disease (e.g., heart disease, cancer, diabetes). This combination of factors is expected to increase the burden on many resources needed to provide for this growing demographic, including healthcare, labor, and financial resources, which in turn is anticipated to drive demand for technology and tech-enabled solutions and services that have the ability to alleviate stress on the healthcare system, and help those in all healthcare settings more efficiently support and care for seniors. The General Partner believes these trends present an attractive opportunity to

generate investment returns while also supporting development of critical tools to support the industry.

The Fund will target equity and equity-like (including debt and convertible debt), usually minority investments in early to mid-stage, emerging-growth companies that are operating in or developing businesses focused on aging and related care. The profile of companies in which the Fund will invest will typically have reached commercialization stage with a differentiated solution, and are believed to feature prospects for growing revenue.

Key investment themes will include, but are not limited to, the following:

- Workforce Solutions;
- Emerging Managed Care Models;
- Patient and Provider Engagement Solutions;
- Coordination of Care;
- Telehealth (Telemedicine, Virtual Care, and Remote Monitoring);
- Value-Based Care Enablement; and
- Social Determinants of Health.

The Fund also provides a unique platform for collaboration and innovation amongst the limited partner investors which consist primarily of organizations across the senior living and care, healthcare, and aging services landscape that have a significant interest in finding innovative solutions to improve the independence, quality and cost of care, and overall lives of the aging population. A key goal of the General Partner's investment policy for the Fund is to foster collaboration between these strategic investors and portfolio companies in order to increase awareness of technologies and services they can use in their businesses, to network with like-minded, progressive organizations, and to share best-practices in adopting and implementing new technologies, all while building Portfolio Company momentum to generate a positive financial return. The General Partner seeks to accomplish these goals through a variety of investor-exclusive content and programming including webinars, conferences, and focus groups.

John Hopper, the Chief Investment Officer of the Fund, stated, "A silver lining of the pandemic has been a staggering advance in not only acceptance of healthcare technologies, but an overall focus in the healthcare and senior living space on innovation. While many things have slowed in the market and elsewhere of late, one area that continues to increase is the demand for longevity services and

technology to improve the quality of life for older adults. We are excited to play a role in funding the high growth innovators providing solutions in this market.”

Dan Hermann, President and CEO of Ziegler added, “While we are focused on generating financial returns, we are also committed to driving increased society and community benefits, and greater awareness of technologies and services that will advance successful aging. Thus, our goals are aligned with those of our limited partners – to positively impact the lives of seniors and improve the healthcare experience.”

Hermann continued, “The investments we make advance solutions for older adults by supporting development of new technologies and services, streamlining evaluation and adoption of emerging technologies among senior living and care providers, and fostering connections. As these companies grow and scale, they build the tools and technology senior living providers and older adults need to support healthy aging.”

#### **ABOUT LINK·AGE VENTURES:**

Link-age Ventures leverages deep consumer insights to identify and invest in the aging services of tomorrow—providing you the foresight required to ignite future growth in a competitive marketplace. Our team provides resources, expertise and relationships that seek to deliver above-average investment returns, and help establish a differentiated position for long-term success. To learn more visit [www.LinkageConnect.com](http://www.LinkageConnect.com)

#### **ABOUT ZIEGLER:**

Ziegler is a privately held investment bank, capital markets and proprietary investments firm. Specializing in the healthcare, senior living and education sectors, as well as general municipal and structured finance, enables Ziegler to generate a positive impact on the clients and communities it serves. Headquartered in Chicago with regional and branch offices throughout the United States, Ziegler provides its clients with capital raising, strategic advisory services, equity and fixed income sales & trading and research. To learn more, visit [www.ziegler.com](http://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 outcome of pending litigation and the ability to attract and retain qualified employees.*

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