

Bobby Guy

SHAREHOLDER

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Bobby Guy believes that the uncertainty surrounding the US healthcare market presents the greatest investment opportunity in healthcare for the last half-century. He is a healthcare deal lawyer, and he spends his time focused on growing, buying and selling healthcare companies. In 2016 and 2017, he led the two largest skilled nursing spinoffs in the country each year, involving more than 30 buyers in 25 states in those deals. In the post-acute and behavioral space, his team has bought and sold more than 500 healthcare facilities in the last several years. He represents clients across the healthcare sector, including:

- Senior living and skilled nursing owners and operators
- Acute care, post-acute care, and behavioral providers
- Life science companies
- Private equity fund investors

One of his favorite recent engagements was handling the sale of the last antibiotics manufacturer in the western hemisphere during the COVID pandemic, keeping it under US ownership and preserving its critical infrastructure designation.

With the firm belief that proprietary market intelligence is one of the most important services that a lawyer can provide to clients, in 2014 Bobby co-developed a financial research index comparing distress in the healthcare services sector to distress in the overall U.S. economy. For more information on our distress index findings, please visit [Polsinelli/TrBK Distress Indices](http://Polsinelli/TrBK) or go to www.distressindex.com.

Bobby is the host of The 10 Minute HealthBizCast, and he chairs the national Healthcare Dealmaker's Conference in Dallas each May. He is also a frequent speaker and author on healthcare investing and healthcare transformation. He has appeared on Cable News, and has been published or quoted in *The New York Times*, *The Wall Street Journal*, *CNN Money*, *The Deal*, *McKnight's Senior Living*, *Healthcare Mergers & Acquisitions*, *Senior Housing News*, and *HealthLeaders*, among others.

Education

- Vanderbilt University Law School (J.D., 1994)

Capabilities

- Corporate & Transactional
- Mergers, Acquisitions & Divestitures
- Private Equity - Mergers & Acquisitions
- Private Equity
- Behavioral Health
- Distressed Health Care
- Health Care Mergers & Acquisitions
- Health Care
- Senior Housing & Long Term Care
- Public Company M&A, Going Private & Other Transactions

- Order of the Coif; Elliot E. Cheatham Scholar; Vanderbilt Law Review, Associate Editor
- Whittier College (B.A., *summa cum laude*, 1991)
 - Economics
 - Presidential Scholar

Bar Admissions

- Tennessee, 1994

Court Admissions

- State of Tennessee
- United States Supreme Court
- U.S. Court of Appeals, Sixth Circuit
- U.S. Court of Appeals, Federal Circuit

Memberships

- American Bar Association
- American Health Law Association
- Nashville Bar Association, Fellow
- Turnaround Management Association

Recognition

- IAE Award Winner
 - Health Care Mergers and Acquisitions - Tennessee, 2022
- Selected for inclusion in *Best Lawyers in America*® for:
 - Corporate Law, 2013-2024
 - Health Care Law, 2024
- Selected for inclusion in Corporate LiveWire Global Awards as Securities Lawyer of the Year, 2020
- Selected for inclusions in *Super Lawyers*, 2007-2023
- AV Rated, Martindale Hubbell
- M&A Award
 - Acquisition International, 2014
 - Corporate LiveWire, 2015
- Selected for inclusion in *Who's Who in American Law*
- Selected for inclusion in *Who's Who in America*
- Selected for inclusion in *Who's Who in International Business*

Matters

- Act as healthcare counsel in sale of portfolio of more than 25 assisted living and memory care facilities in 14 states by a publicly-traded REIT for value in excess of \$375 million. (National 2019)
- Act as lead deal and healthcare counsel to Midwest hospital system in the divestiture and complex unwinding of its JV interests in 6 skilled nursing facilities through multiple transactions with a value greater than \$140 million. (Michigan 2017-2019)
- Act as Joint Venture counsel to a publicly registered, non-traded healthcare REIT in

- its acquisition of a \$125 million portfolio of 14 senior living facilities. (Indiana 2019)
- Act as lead M&A, Regulatory, and Real Estate Counsel in representing a publicly traded healthcare company in the spinoff of its skilled nursing division for more than \$700 million, involving approximately 100 facilities in 15 states. (National 2017)
- Act as lead M&A and Regulatory Counsel in representing a top 10 largest skilled nursing provider in the U.S. in the spinoff of approximately 300 facilities in more than 20 states. (National 2016-2017)
- Act as lead M&A counsel in negotiating successful \$450 million joint venture between senior housing developer and major Wall Street investment bank in assisted living/memory care sector. (National 2015-2016)
- Act as lead M&A, Healthcare, and Real Estate counsel for national Behavioral Health company in its spinoff to private equity buyer. (National 2018)
- Act as Healthcare M&A counsel in the sale/leaseback of six behavioral health facilities by privately owned, national owner/operator to major healthcare REIT for purchase price of more than \$400 million. (National 2017)

Publications

February 27, 2024

Album 7, Track 12 – More Rapidly Changing Healthcare Environment
10 Minute HealthBizCast

February 20, 2024

Album 7, Track 11 – More Rapidly Changing Healthcare Environment
10 Minute HealthBizCast

January 31, 2024

Album 7, Track 8 – More Rapidly Changing Healthcare Environment
10 Minute HealthBizCast

January 23, 2024

Album 7, Track 7 – More Rapidly Changing Healthcare Environment
10 Minute HealthBizCast

January 16, 2024

Album 7, Track 6 – More Rapidly Changing Healthcare Environment
10 Minute HealthBizCast

December 14, 2023

Album 7, Track 5 – More Rapidly Changing Healthcare Environment
10 Minute HealthBizCast

December 7, 2023

Album 7, Track 4 – More Rapidly Changing Healthcare Environment
10 Minute HealthBiz Cast

November 29, 2023

Album 7, Track 3 - More Rapidly Changing Healthcare Environment
10 Minute HealthBiz Cast

November 15, 2023

Album 7, Track 2 – More Rapidly Changing Healthcare Environment

10 Minute HealthBizCast

November 8, 2023

Album 7, Track 1 – More Rapidly Changing Healthcare Environment

10 Minute HealthBizCast

September 27, 2023

Album 6, Bonus Track: Perspectives From an American Doctor in Africa

10 Minute HealthBizCast

September 20, 2023

Album 6, Track 3: “If You Could Snap Your Fingers” Greatest Hits

10 Minute HealthBizCast

September 13, 2023

Album 6, Track 2: “If You Could Snap Your Fingers” Greatest Hits

10 Minute HealthBizCast

September 6, 2023

Album 6, Track 1: "If You Could Snap your Fingers" Greatest Hits

10 Minute HealthBizCast

June 22, 2023

Album 5, Track 11: The Rapidly Changing Healthcare Environment: A Recap with Bobby Guy

10 Minute HealthBizCast

June 15, 2023

Album 5, Track 10: The Rapidly Changing Healthcare Environment: Revolutionizing Primary Care in Senior Settings - Part 2

10 Minute HealthBizCast

June 7, 2023

Album 5, Track 9: The Rapidly Changing Healthcare Environment: Revolutionizing Primary Care in Senior Settings - Part 1

10 Minute HealthBizCast

May 31, 2023

Album 5, Track 8: The Rapidly Changing Healthcare Environment: Virtual Nursing Care as a Game-Changer – Part 2

10 Minute HealthBizCast

May 24, 2023

Album 5, Track 7: The Rapidly Changing Healthcare Environment: Virtual Nursing Care as a Game-Changer – Part 1

10 Minute HealthBizCast

May 17, 2023

Album 5, Track 6: The Rapidly Changing Healthcare Environment: Evolving the Emergency Room with the Geriatric ER Model

10 Minute HealthBizCast

May 10, 2023

Album 5, Track 5: The Rapidly Changing Healthcare Environment: Financing

Healthcare Services and Pricing Transparency

10 Minute HealthBizCast

May 4, 2023

Album 5, Track 4: The Rapidly Changing Healthcare Environment: Evolving the Model for Therapy in Senior Care

10 Minute HealthBizCast

April 26, 2023

Album 5, Track 3: The Rapidly Changing Healthcare Environment: Fixing Major Gaps in our Growing Mental Health Crisis – Part 2

10 Minute HealthBizCast

April 19, 2023

Album 5, Track 2: The Rapidly Changing Healthcare Environment: Fixing Major Gaps in our Growing Mental Health Crisis – Part 1

10 Minute HealthBizCast

April 12, 2023

Album 5, Track 1: The Rapidly Changing Healthcare Environment: The Complexities of the Shift to Home

10 Minute HealthBizCast

February 23, 2022

Healthcare Dealmakers Quarterly Market Update Webinar - What Investors and Private Equity Should Know About Healthcare: A Conversation with HDC Founder Jon Henderson

2022

Album 4, Bonus Track: Creating NextGen Healthcare Companies: Right Place, Right Time

10 Minute HealthBizCast

2021

Album 4, Track 11: Creating NextGen Healthcare Companies: Digital Health Transformation

10 Minute HealthBizCast

2021

Album 4, Track 10: Creating NextGen Healthcare Companies: The Biotech Revolution is Finally Here!

10 Minute HealthBizCast

December 13, 2021

The Future of Behavioral Health: M&A Trends and Strategies for Success in 2022

2021

Album 4, Track 9: Creating NextGen Healthcare Companies: Patriot Angels

10 Minute HealthBizCast

2021

Album 4, Track 8: Creating NextGen Healthcare Companies: Creating New Social Networks for Alzheimer's

10 Minute HealthBizCast

2021

Album 4, Track 7: Creating NextGen Healthcare Companies: Understanding Value Based Care Past, Present, and Future

The 10 Minute HealthBizCast

2021

Album 4, Track 6: Creating NextGen Healthcare Companies: Rediscovering Healthcare for Young Women

The 10 Minute HealthBizCast

November 10, 2021

Healthcare Dealmakers Market Update - Seeing the Future Through Biotech and Diagnostics

November 3, 2021

Album 4, Track 5: Creating NextGen Healthcare Companies: Changing Diagnostics by Integrating Into the Mainline

The 10 Minute HealthBizCast

October 27, 2021

Album 4, Track 4: Creating NextGen Healthcare Companies: Smart Investing in the Next Wave of Healthcare

The 10 Minute HealthBizCast

October 20, 2021

Album 4, Track 3: Creating NextGen Healthcare Companies: Successfully Measuring Excellence: A New Way

The 10 Minute HealthBizCast

October 13, 2021

Album 4, Track 2: Creating NextGen Healthcare Companies: A New Approach to the Future of Senior Care (Part 2 of 2)

The 10 Minute HealthBizCast

October 6, 2021

Album 4, Track 1: Creating NextGen Healthcare Companies: A New Approach to the Future of Senior Care (Part 1 of 2)

The 10 Minute HealthBizCast

2021

Album 4 Launches Next Week

The 10 Minute HealthBizCast

September 16, 2021

USAntibiotics: The Sole Licensed American Maker of Penicillin-Based Antibiotics Amoxil and Augmentin

Jackson Healthcare

August 30, 2021

In reopening Tennessee penicillin plant, Jackson Healthcare relieves the US' dependence on China-made antibiotics

Fierce Pharma

August 30, 2021

Gov. Lee, Rep. Harshbarger applaud reopening of Bristol antibiotic factory

WJHL News Channel 11

August 25, 2021

Payor Denials and Reimbursement Disputes in the Evolving World of Healthcare

Presenter, Healthcare Dealmakers Market Update Webinar

August 2021

Predicting post-acute winners in a post-pandemic world: Trends, outlooks, and considerations for post-acute leaders

Speaker, WellSky's Post-Acute Webinar

2021

Album 3, Track 9: Chasing Lightning – Conclusion: Predicting the Winners and Losers in US Healthcare, and Creating the NextGen Healthcare Companies

The 10 Minute HealthBizCast

August 5, 2021

Private Equity M&A – Understanding the Deal Process

2021

Album 3, Track 7: Chasing Lightning – Ideas for Fixing US Healthcare Distribution

The 10 Minute HealthBizCast

2021

Album 3, Track 6: Chasing Lightning – Ideas for Driving Excellence in Healthcare

The 10 Minute HealthBizCast

2021

Album 3, Track 5: Catching Lightning – A Personal Story

10 Minute HealthBizCast

2021

Album 3, Track 4: Catching Lightning – Understanding the Evolution and Fragmentation of US Healthcare Providers

The 10 Minute HealthBizCast

2021

Album 3, Track 3: Chasing Lightning – A Brief History of Modern US Healthcare

The 10 Minute HealthBizCast

2021

Track 2: Catching Lightning: Grasping The Trendlines in Modern US Healthcare

The 10 Minute HealthBizCast

2021

Track 1: Catching Lightning: Grasping The Trendlines in Modern US Healthcare

The 10 Minute HealthBizCast

May 13, 2021

2021 Healthcare Dealmakers Virtual Conference

May 12, 2021

2021 Healthcare Dealmakers Virtual Conference

March 18, 2021

Hospital M&A: Valuations Surviving the Pandemic

Speaker, Irving Levin Associates LLC Webinar

March 4, 2021

Healthcare Dealmakers Market Update - Perspectives from Three Senior Living Futurists

2021

Bonus Track: Will Patterson of CareRev

The 10 Minute HealthBizCast

2021

Track 12: Brian Holzer of Lacuna Healthcare

The 10 Minute HealthBizCast

February 17, 2021

Track 11: Aaron Enten of Insight Optics

The 10 Minute HealthBizCast

2021

Track 10: Hubert Zajicek of Health Wildcatters

The 10 Minute HealthBizCast

2021

Track 9: Derek McLaren of Diversicare

The 10 Minute HealthBizCast

2021

Track 8: Dr. Naresh Gunaratnam of Lean Medical

The 10 Minute HealthBizCast

2020

Album 2: Predictions for the Future of the Healthcare Sector with Bobby Guy

The 10 Minute HealthBizCast

December 1, 2020

Healthcare Dealmakers Quarterly Market Update: Behavioral Health in the New Healthcare World

October 26, 2020

Focus on Healthcare Partnerships Key to Thriving in Seniors Housing

Quoted, McKnight's Senior Living

October 22, 2020

Healthcare Dealmakers Market Update: Navigating Covenant Compliance in the COVID Era

October 12, 2020

Ep. 138: Bobby Guy

Featured, Bridge the Gap Podcast

2020

Track 7: Carissa Jones, President of Mercodia, Inc. and Dr. Jon Piganelli of the University of Pittsburgh, Part 2

The 10 Minute HealthBizCast

2020

Track 6: Carissa Jones, President of Mercodia, Inc. and Dr. Jon Piganelli of the University of Pittsburgh, Part 1

The 10 Minute HealthBizCast

2020

Track 5: Arman Serebrakian of Statum Systems

The 10 Minute HealthBizCast

September 24, 2020

2020 HDC Digital Experience - Executive Leadership Virtual Fireside Chat

2020

Track 4: Maria Schneider of Dynofit

The 10 Minute HealthBizCast

2020

Track 3: Dr. Lyndsey Harper of Rosy

The 10 Minute HealthBizCast

2020

Track 2: Amy Foertsch of Ataia Medical

The 10 Minute HealthBizCast

2020

The 10 Minute HealthBizCast - A Podcast Series in Multiple Albums

Album 1

2020

Bonus Track: Korb Maxwell of Polsinelli PC

The 10 Minute HealthBizCast

2020

Track 10: David Roth, Board Member & Chair of the Executive Committee of Project Lyme

The 10 Minute HealthBizCast Podcast

July 30, 2020

Healthcare Dealmakers Quarterly Market Update

2020

Track 9: David Schless, President of the American Seniors Housing Association

The 10 Minute HealthBizCast Podcast

2020

Track 8: Ray Tamasi - Founder of the Gosnold Innovation Center

The 10 Minute HealthBizCast Podcast

2020

Track 7: Scott Yates of First Call Ambulance, LLC

The 10 Minute HealthBizCast Podcast

June 10, 2020

Preparing for the Storm: Proactive Measures and Best Practices for Responding to CMS' Nursing Home Crackdown