



PERSONAL DETAILS
Robert Wagner
Chicago, IL, USA
LinkedIn URL: <a href="https://www.linkedin.com/in/robert-wagner-healthcare-investor/">https://www.linkedin.com/in/robert-wagner-healthcare-investor/</a>
Sector(s) and geography of Search: Healthcare Services, USA

EDUCATION
JD / MBA 2004, Corporate Law & Finance - with Honors
University of Wisconsin
BS 2000, Economics
University of Illinois

WORK EXPERIENCE
March 2014 - November 2021
Golub Capital (Leading Private Debt Fund ~450 FTEs, ~45B AUM)
Managing Director, Head of Healthcare Vertical (>\$7B in AUM). <ul style="list-style-type: none"> <li>Responsible for managing and growing Golub's Healthcare ("HC") vertical, while working to drive AUM growth and minimizing credit and equity losses. Golub Capital comprises four industry verticals, HC is ~15% of the firm.</li> <li>Drove &gt;3x HC AUM growth from 2014 to 2021, from ~\$1.8B of AUM in 2014 to &gt;\$7B of HC AUM across &gt;70 portfolio company investments.</li> <li>Serve as Golub's BOD representative on portfolio buy and build credits while working closely with portfolio management teams to vet, structure, and fund post close M&amp;A activity.</li> <li>Responsible for the management and development of Golub's 15 FTE HC investment team, including overseeing the diligence / credit process, triaging new opportunities, advising on structure, and managing legal negotiation.</li> </ul>
USA

ADVISORY / NON-EXECUTIVE ROLES
Selected BOD Observer Roles during Golub Tenure
Pyramid Healthcare: >70 location behavioral health provider with M&A growth focus.
G&H Orthodontics: Leading manufacturer of wires and brackets servicing the orthodontist end market.
United Dermatology Partners: >30 location growing dermatology aggregator focused primarily on the Western U.S.

MEMBERSHIP / VOLUNTEERING
2010 - 2020
BOD member: Team Carone Foundation, a Midwest 501c3 not for profit focused on funding research on treating pancreatic cancer. <a href="http://www.teamcaronefoundation.org">www.teamcaronefoundation.org</a>
2004 - present:
Wisconsin Bar Association: Member

WORK EXPERIENCE
April 2011 - March 2014
General Electric Capital - Healthcare Sponsor Finance
Team Lead & VP (previously AVP) <ul style="list-style-type: none"> <li>Managed an HC investment team with 8 direct reports.</li> <li>Duties included: managing and developing the talent and processes within the team, as well as maintaining relationships with healthcare sponsors and management teams, overseeing due diligence, providing guidance on legal docs, and managing GE's internal approval processes - including presentations to the GE Capital Global CIO.</li> <li>Successfully completed GE's BELS leadership courses for high aptitude managers.</li> </ul>
USA



<b>WORK EXPERIENCE</b>
Aug. 2009 - April 2011
The Randolph Group - Lower middle market private equity firm focused on industrial turnarounds
Vice President - Business Development <ul style="list-style-type: none"> <li>• Successfully initiated a structured business development effort to build TRG's opportunity pipeline and presence/reputation as a Midwest buy and hold PE investor (more than doubled actionable deal flow in first 12 months in role).</li> <li>• Responsibilities included developing relationships with middle market intermediaries, brokers, lenders, attorneys, and accountants sourcing generalist / industrial investment opportunities (\$1-\$5 million of EBITDA).</li> <li>• Worked as operating advisor to the CEO of Plibrico (a TRG portfolio company), a lower middle market refractory products manufacturer, helping to improve the Company's CRM, evaluate potential M&amp;A targets, and evaluate debt financing alternatives.</li> </ul>
USA

September 2004 - March 2006
Ziegler Capital Markets Group - Healthcare focused boutique investment bank (~200 FTEs).
Assistant Vice President (previously Assoc.) <ul style="list-style-type: none"> <li>• As an associate assisted in the underwriting and structuring of public first mortgage bond transactions.</li> <li>• As an AVP assisted the origination of first mortgage taxable and tax-exempt bond transactions.</li> <li>• Opportunities sourced via cold calling, database searches, and following up on warm leads from senior originators.</li> </ul>
USA

<b>WORK EXPERIENCE</b>
April 2006 - March 2009
GE Antares Capital - Leading middle market private debt / lev fin investor
Assistant Vice President (previously Assoc.): <ul style="list-style-type: none"> <li>• Assisted in underwriting, structuring, and managing agented private debt transactions (industry generalist), providing senior capital to support the acquisition and recapitalization activities of GE Antares' private equity clients.</li> <li>• From April 2006 to February 2009, underwrote and closed &gt;30 senior debt transactions (M&amp;A and recaps).</li> <li>• Completed a 9-month rotation within GE's Antares special situations team during 2008.</li> <li>• As one of four members of the special situations team, successfully purchased over \$700MM of distressed secondary market senior debt in middle market sponsor backed borrowers sourced from middle market lenders whose warehouse lines had defaulted. 32% average IRR.</li> </ul>
USA