

GRITSEEK

Transformed a fragmented healthcare project into a **fully structured, investor-aligned infrastructure opportunity**, enabling coordinated equity and debt participation across jurisdictions.



HEALTHCARE INFRASTRUCTURE

Capital Structuring & Cross-Border Investor Coordination for a Regional Specialist Hospital.

Client Profile

A healthcare group in **South America** developing a **120-bed specialist hospital**, targeting:

- total project value: **USD 42M**
- equity raise target: **USD 15M**
- debt target: **USD 27M**

The project aimed to provide oncology and renal care services to underserved regional markets.

Challenge

The opportunity had strong demand fundamentals but investors identified critical weaknesses:

- fragmented financial projections
- unclear capital stack structure
- governance gaps between sponsors and investors
- lack of coordinated lender/investor process
- regulatory uncertainty around offshore capital participation

As a result, the project failed to close early-stage funding despite strong market demand.

Gritseek Intervention

1. Financial Intelligence

Gritseek rebuilt the financial model to provide:

- demand-based revenue projections
- occupancy ramp assumptions
- sensitivity models for utilization and pricing
- debt service coverage scenarios

The refined model demonstrated:

- projected Year 5 revenue: **USD 21.8M**
- EBITDA margin: **27%**
- project IRR: **18.4%**
- DSCR average: **1.46x**

This transformed the project from a conceptual infrastructure plan into an **investor-grade healthcare investment case**.

2. Capital & Regulatory Framework

A structured capital framework was developed:

- **USD 15M sponsor/investor equity**
- **USD 27M blended debt**
- governance rights matrix
- investor waterfall provisions
- regulatory approval pathway for offshore lenders

A cross-border legal and regulatory structure was introduced to allow:

- foreign equity participation
- offshore debt security alignment
- compliance with healthcare licensing requirements

This created institutional confidence in the project structure.

3. Capital Engagement & Execution

Gritseek prepared:

- institutional investor materials
- lender-facing debt package
- phased funding strategy

Capital engagement was coordinated with:

- 2 regional private equity healthcare investors
- 1 international development finance lender
- regional commercial banking partners

Gritseek managed sequencing between equity commitments and debt approvals.

4. Cross-Border Transaction Coordination

To align offshore and regional stakeholders, Gritseek coordinated:

- investor subscription processes
- lender conditions precedent
- escrow arrangements
- inter-jurisdictional documentation

This ensured simultaneous progression of debt and equity closings.

Client Assisted Outcome

Within **6 months**, the client secured:

- **USD 15M equity commitments**
- **USD 22M debt approvals**
- remaining **USD 5M debt tranche** approved at construction milestone

The project proceeded to construction with:

- full funding visibility
- aligned investor governance
- compliant capital participation

Projected operational outcomes:

- annual revenue capacity: **USD 24M**
- EBITDA forecast: **USD 6.3M**
- payback period reduced by **2.1 years**

Client Benefit

Gritseek transformed the project into a structured, fundable healthcare infrastructure investment, enabling:

- investor confidence
- debt readiness
- cross-border capital coordination
- accelerated financial close

Value Delivered

Investor readiness + capital structuring + coordinated capital execution.

Strategic Contribution

Gritseek acted as the **transformation layer between opportunity and capital**, integrating:

- financial intelligence
- capital and regulatory design
- capital engagement
- cross-border transaction coordination

To produce one outcome:

- Capital readiness that investors can act on.

INSIGHT

Institutional capital engages when projects demonstrate **governance clarity, capital alignment, and execution sequencing**. Without these, even high-demand assets remain unfunded.

CONNECT

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Engagements are selective and subject to internal evaluation