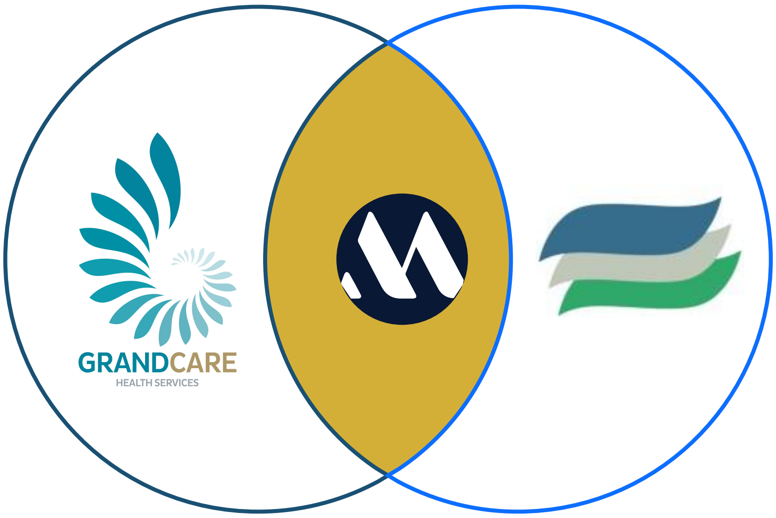
MONTAUK AI

CASE STUDY

Advisory Delivers Public-Market Exit in Home-Based Care



GrandCare Health Services |
Strategic placement & advisory in partnership with NASDAQ: PNTG

AI-Engineered Advisory - Defining the Institutional Standard for Home-Based Care Transactions.

How Montauk AI Delivered a Strategic Acquisition With Clinical Integrity Intact

Seller	GrandCare Health Services | Orthopedic & cardiac post-acute home health provider, known for industry-leading outcomes and 5-star quality
Buyer	The Pennant Group (NASDAQ: PNTG) | Decentralized home health, hospice, and senior living platform focused on 'life-changing service'
Advisor	Montauk AI – AI-enabled investment bank focused on home-based care and hospice, obsessed with deal certainty and clinical value
Deal Thesis	Clinical excellence and error-free operations were not just 'nice to have' – they became the **core of the valuation, the diligence story, and the cultural fit**, driving a successful sale to a public company with **zero broad layoffs** and a highly engaged staff post-close

NEWS RELEASE DETAILS

PENNANT GROUP

PENNANT ANNOUNCES HOME HEALTH ACQUISITION IN SOUTHERN CALIFORNIA

July 1, 2025 at 4:44 PM EDT

EAGLE, Idaho, July 01, 2025 (GLOBE NEWSWIRE) -- The Pennant Group, Inc. (NASDAQ: PNTG), the parent company of the Pennant group of affiliated home health, hospice, home care and senior living companies, announces the acquisition of a premier home health agency, GrandCare Health Services. The newly acquired agency, to be known as GrandCare Home Health, provides services in Los Angeles, Orange, Riverside and San Diego counties in California, and broadens Pennant's service area in the region.

> *Montauk AI didn't just run a process – they understood what made us different and built the proof around it*

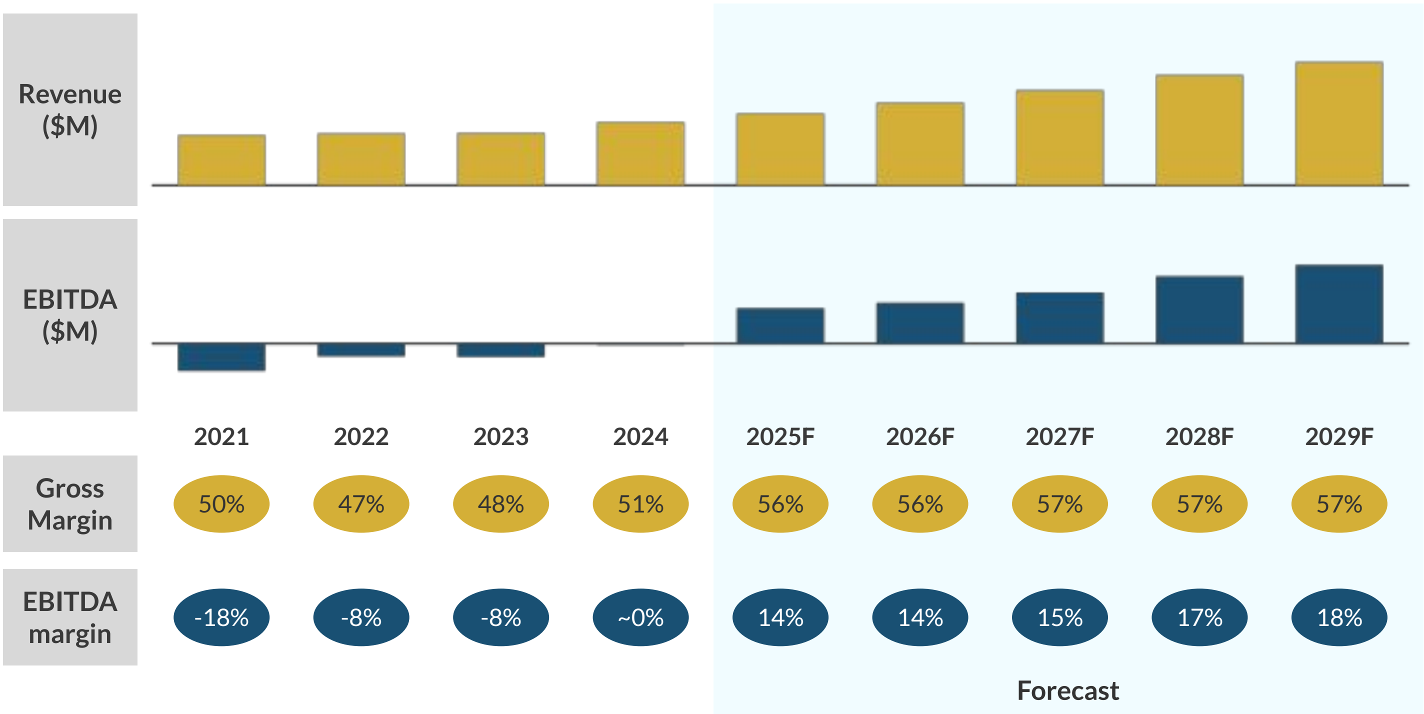
David Bell
Chairman & CEO
GrandCare Health Services

> *Montauk AI brought us a company that fit strategically, culturally, and operationally – that's rare.*

Brian Mills
Vice President of Acquisitions
Pennant

Watch the webinar

Financial forecasting through Montauk AI



GrandCare's top provider networks across Southern California with substantial room to grow

Montauk AI didn't just run a process — they understood what made us different and built the proof around it

Brian Mills
Vice President of Acquisitions
Pennant

"Our mission is to make sure great operators don't get punished just because they didn't know how to package or communicate their value"

Jarrett Bauer
Founder & CEO MontaukAI™

M&A Spotlight: How Clinical Excellence Powered the Pennant – GrandCare Transaction

Pennant's innovative acquisition strategy has long been the envy of the industry. President and Chief Operating Officer John J. Gochnour is adamant that acquisitions must support Pennant's mission of delivering Life-Changing Care. This transaction reflects Pennant's continued commitment to partnering with mission-driven organizations that provide clinical excellence at the local level.

GrandCare: A Legacy of Excellence

For over two decades, GrandCare has built its reputation on trusted partnerships, superior outcomes, and a culture centred on quality and compassion. Its leadership in post-acute care—particularly in orthopaedic and cardiac recovery—has earned consistent 5-star ratings and longstanding relationships with hospitals, physicians, and families across the region.

Building an Ideal Partnership

In the webinar, you will learn how the most innovative home care agency in the country—Pennant—is excited to support GrandCare, protect it, and extend its impact to even more patients and communities. This session will showcase how an ideal buyer-seller relationship can be built around strong clinical metrics, share the story of what brought these two organizations together, and highlight how the new partnership will further benefit the broader community. While financial metrics were part of the conversation, at its core, this transaction came together around one thing: Clinical Excellence—and **we're excited to share their story with you.**

Learning Objectives

- How this acquisition delivers on Pennant's broader goals of providing Life-Changing Critical Care.
- Operational metrics Pennant assesses before acquiring companies.
- The key ingredients to running a 5-star agency.
- What excites John and Dave the most about the future with Pennant are the opportunities that lie ahead.

Montauk AI: Proven Traction & Premium Exit Delivered

Montauk AI is live, revenue-generating, and used daily by clients. We have 10 active monthly-paying customers and are on track for $1.6M in revenue this year. Our largest client has paid $214k for our FP&A and full-service M&A offering, and that company was acquired for $8.2M by The Pennant Group (NASDAQ: PNTG). The entire transaction was executed end to end on our platform.

Most home care agencies sell for 7-8× EBITDA, but this client had zero EBITDA. Our platform reframed the valuation around revenue growth and future potential, achieving a premium revenue-multiple exit, which is extremely rare in this sector. We've proven the model works, customers rely on us for daily budgeting and forecasting, and we're now scaling execution across multiple simultaneous transaction

Home Based Care, Investment Banking Team

Clinical Lead

Laura Page Greifinger
Managing Director

- +35 Years Post Acute Experience
- 14-year Owner and Exited
- Deep Clinical Experience
- Extensive NY Regulatory Knowledge
- BSN, MPA

Home Care and Home Health

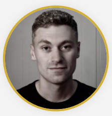
Tom Cannon
Managing Director

- 20+ years Home Health & Home Care Experience
- 12-year owner and exited
- Extensive Banking and Chief Operating Officer Experience
- Lead positioning and process execution

Jarrett Bauer
Founder and CEO

- 13-year owner and exited
- Deep Industry Knowledge
- Raised over $100M+ raised, 110x return for early investors of HRS
- MBA, Johns Hopkins University

Analysts



Matt Haun
Director of Operations

- Focused on positioning and day-to-day execution
- Knowledge of market landscapes
- McKinsey Experience

Henry Richey
Head Analyst

- Focused on creating valuation workstreams
- Origination, structure, and distribution
- Undergrated at Kellog and MBA from Columbia Business School

Industry Expert

Michael Freytag
Execution Leader

- Focused on strong relationships with potential investors and buyers
- Founder of Semitrue, largest Consultant in Post Acute space

Built by entrepreneurs, for entrepreneurs

"If you lose your culture or your people after a sale, that's not a win — that's just a transaction. We care about outcomes that feel good 6 months, 12 months, and 3 years later."

Jarrett Bauer
Founder & CEO MontaukAI™
MONTAUK AI

"Our mission is to make sure great operators don't get punished just because they didn't know how to package or communicate their value"

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Leadership, Profiles

David Bell is the CEO of GrandCare Health Services, a leading provider of in-home post-acute care specializing in orthopedic and cardiac rehabilitation. With over 20 years of experience as a CEO, President, and board member for private equity–owned businesses, David has led GrandCare to become one of the most clinically renowned providers in the country. Prior to joining GrandCare, David served as President at MCC Water, TestAmerica EMLab, and TestAmerica Drilling, where he drove operational excellence and strategic growth across healthcare and environmental service sectors.

In addition to his executive leadership, David is also the creator of two of the most widely used birdwatching apps in the world—combining his passion for technology and innovation beyond the boardroom. He earned his undergraduate degree from Harvard University and an MBA from Columbia Business School.

David Bell

Chairman & CEO
GrandCare Health Services

Jarrett Bauer is the CEO of Montauk AI, a leading investment banking group focused on Home-Based Primary Care companies. He specializes in advising and executing transactions for Home Care, Home Health, Hospice, and Digital Health businesses. With 50% to 70% of executed LOIs failing to close in the home-based care sector, Jarrett is on a mission to bring greater certainty and efficiency to the deal-making process.

Prior to founding Montauk AI, Jarrett launched Health Recovery Solutions (HRS) in 2012 after his grandmother was readmitted to the hospital with heart failure. While there, Jarrett received multiple recognitions, including being named to the Forbes 30 Under 30 list, and was consistently featured as a healthcare innovator in CNN, Fox News, The Wall Street Journal, TIME, and other national outlets.

He earned a Bachelor's degree in Finance from Villanova University and an MBA in Healthcare Management from Johns Hopkins Carey Business School.

Jarrett Bauer

Founder & CEO
Montauk AI

John J. Gochnour is the President and Chief Operating Officer of Pennant Group, one of the nation's most innovative home health, hospice, and senior living organizations. Since Pennant's formation in 2019, John has played a central role in shaping its operational strategy, acquisition growth, and culture of clinical excellence.

Before the launch of Pennant, John served as Executive Vice President and General Counsel of Cornerstone, where he was instrumental in sourcing, negotiating, and integrating acquisitions across 12 states and multiple industries. He also led the creation of the Cornerstone Service Center, which provides finance, legal, HR, and IT support to operations throughout the platform. Earlier in his career, John practiced law at Paul Hastings LLP in California, where he advised clients on risk, liability, and employment matters. John earned his law degree from Duke University School of Law.

John Gochnour

President and COO
Pennant Group

Brian has served as Vice President of Acquisitions for The Pennant Group, Inc., since November 2022.In his time at Pennant, Brian has played a key role insourcing, negotiating and integrating home health and hospice acquisitions and joint ventures across 9 states, and includingmore than 8,000patients, and 2,000employees. Prior to joining Pennant, Brian served as Director of Legal and Compliance for Life Labs and Chief Legal Officer for Braintree Group.Brianreceived his law degree from the Duke University School of Law.

Brian Mills

VP of Acquisitions
Pennant Group

The Challenge

Market Complexity

GrandCare Health Services needed to navigate a complex home-based care market consolidation while maximizing shareholder value through strategic positioning.

Timing Imperative

Market dynamics required precise timing and identification of institutional buyers positioned for public market acquisitions.

Institutional Standards

Transaction needed to meet rigorous public company due diligence and regulatory requirements.

SECTOR

Home-Based Care

Fragmented market undergoing consolidation

REQUIREMENT

Institutional-grade transaction infrastructure and advisory

The Montauk AI Advantage

AI

Proprietary Technology

Advanced algorithms identify optimal buyer-seller matches with unprecedented precision, analyzing market dynamics, strategic fit, and timing factors traditional advisors miss.

01 Sector Expertise

Deep understanding of home-based care market dynamics and regulatory environment

02 Public Market Access

Direct relationships and credibility with institutional buyers & NASDAQ operators

03 Speed to Close

Streamlined process reduces time-to-close while maintaining institutional rigor

04 Data-Driven Insight

Real-time market intelligence informs strategy at every stage of transaction

Setting the institutional standard for Home Based Care M&A advisory

"Most great operators don't get great exits because the process is broken, not because their business isn't valuable. Our job is to help you get credit for the things buyers don't see in your financials — the things that actually make you elite"

Jarrett Bauer

Founder & CEO MontaukAI™

MONTAUK AI

SCHEDULE A CONSULTATION