



Bailey & Company Grows Healthcare Banking Team With Four New Managing Director Hires; Expands Presence Into NYC and LA Markets

Total of 14 new team members to join organization.



NASHVILLE, TN (July 9, 2024): [Bailey & Company](#), a Nashville-based merchant banking platform focused on lower and middle market healthcare, technology and insurance companies, announced today that it has expanded its investment banking team with the addition of four new managing directors: James Castro, James Metcalf, Ben Matz and Andrew Hewlett. All four join Bailey & Company from B. Riley Financial Services. As part of the

expansion, James Castro and James Metcalf have been named co-heads of the firm's healthcare services practice.

This strategic expansion underscores the firm's commitment to delivering market leading M&A advisory services in the rapidly evolving healthcare sector. The new appointments will also enhance the company's coverage area and reinforce Bailey & Company's presence in New York and Los Angeles, two pivotal markets for the firm's growth strategy.

"With the addition of these talented professionals, our firm is poised to offer even greater depth and breadth of advisory capabilities to clients," said Bailey & Company Co-founder and Managing Director Jeff Bailey. "Their extensive experience in the healthcare sector will be invaluable as we continue to grow, particularly as we continue to experience significant transformation in how healthcare is delivered, consumed, and paid for."

The four new managing directors will broaden Bailey's healthcare coverage into new sectors including outsourced provider & pharmaceutical services, pharma tech, post-acute care, and value-based provider networks, while deepening the firm's coverage of behavioral health, payor services, and physician practice management.

"We pride ourselves on our ability to adapt and grow in response to market demands," said Bailey & Company CEO Tim Scallen. "Our firm has a 20-year track record of success serving lower and middle market healthcare companies. By expanding our footprint, we are better positioned to serve our clients nationally, particularly as many of our competitors have focused on different areas of the market. Additionally, our expanded team will enhance our ability to provide tailored solutions and drive significant value for our clients."

James Castro has more than 20 years of experience in his diversified professional background. Most recently, he was senior managing director at B. Riley. Castro has led mergers and acquisitions transactions within multiple healthcare service categories including behavioral health, dental, physician practice management, outsourced pharma and airway health. He received a bachelor's degree in economics from the University of California, Los Angeles, a master's degree in healthcare leadership from Brown University, and a master's degree in global healthcare from Oxford University.

James Metcalf brings 20 years of experience executing strategic and financial transactions for publicly traded, private equity-backed and privately-held healthcare companies to his new

role. Mr. Metcalf has executed transactions spanning the full spectrum of healthcare companies; including payors, providers, behavioral health, pharmacy and infusion, HCIT, as well as payor, pharmaceutical and provider services. Previously, he was senior managing director of healthcare and life sciences at B. Riley. Mr. Metcalf earned his bachelor's degree in accounting at Franklin and Marshall College and a master of business administration degree in finance from New York University.

Ben Matz is an investment banker with more than 17 years of experience in M&A advisory, healthcare and healthcare services, restructuring and recapitalization, credit, and asset and portfolio management in both advisory and lender/invested capital roles. His most recent position was managing director of healthcare and life sciences investment banking with B. Riley. Matz received a bachelor's degree in political science from Dalhousie University and a master of science degree in finance from New York University.

Andrew Hewlett also brings more than two decades of experience to the position. He joins from his prior position as Managing Director of healthcare and life sciences investment banking with B. Riley. Hewlett earned a bachelor's degree in commerce from the University of Virginia and a master of business administration degree in finance from The University of Chicago Booth School of Business.

The new hires continue a significant year for the company. In May, Scallen [was named](#) Bailey & Company's CEO. As part of the leadership team for Nashville's largest healthcare investment bank, Scallen continues to work alongside Co-Founders Jeff Bailey and Jack Bailey to oversee both the firm's investment banking and principal investing businesses. Bailey & Company drives growth for partners in middle-market healthcare by harnessing capital and bringing partners together on the buy-side and sell-side of the transaction. In addition, the firm's principal investing arm leverages a broad network of capital providers, healthcare strategics, and industry executive relationships to accelerate growth and drive excellence across portfolio companies.

ABOUT BAILEY & COMPANY

Bailey is a Nashville-based merchant banking platform focused on **growth and late-stage healthcare and technology companies**. Through the firm's **M&A advisory and strategic fund businesses**, Bailey supports strong management teams that have built scalable platforms by providing strategic insights, world class advice, and access to one of the most

diverse networks of industry experts. Since our founding, our senior bankers have closed over **200 transactions representing more than \$17B in value**. For more information see: www.bnco.com.