

H.I.G. Capital Completes Strategic Exits: Soleo Health and Koozie Group Sales Highlight Private Equity Firm's Value Creation Strategy

The Miami-based alternative investment firm's recent portfolio company sales demonstrate its approach to building and transforming middle-market businesses

H.I.G. Capital, the Miami-based global alternative investment firm with \$69 billion of capital under management, has recently completed the sale of two significant portfolio companies – Soleo Health and Koozie Group – demonstrating the firm's strategy of acquiring, transforming, and successfully exiting middle-market businesses.



The more recent transaction involved Koozie Group, one of the

largest suppliers in the promotional products industry. Founded in 1969 and headquartered in Clearwater, Florida, Koozie Group designs and produces marketing products across more than 10 product categories. The company was sold to Garyline LLC, a portfolio company of Mill Point Capital.

During H.I.G.'s ownership, the firm worked with Koozie's management to transform the business from a corporate division into a standalone entity. Under H.I.G.'s guidance, the company invested in new product development, IT systems, customer experience, innovation, and enhanced operational capabilities, while completing and integrating four add-on acquisitions.

"Our partnership with H.I.G. was transformative for us, and we are thankful for their guidance and support as we made significant investments in our platform," said Pierre Montaubin, [CEO of Koozie Group](#). "We are positioned for continued growth and success and look forward to the next chapter."

Camilo E. Horvilleur, Managing Director at H.I.G., highlighted the firm's approach: "We saw an opportunity to take a non-core corporate division and turn it into an industry-leading platform in the promotional products industry. We appreciate all the hard work from all the stakeholders that resulted in Koozie Group's accelerated evolution."

This sale followed the February 2025 exit of Soleo Health, a diversified infusion services platform headquartered in Frisco, Texas. Soleo was sold to funds managed by Court Square Capital and WindRose Health Investors. The company had grown into a national provider of complex specialty pharmacy services and infusion therapy, operating 26 pharmacies and more than 30 ambulatory infusion suites across the United States.

H.I.G. supported Soleo in building an industry-leading specialty pharmacy and infusion business through several key

initiatives: expanding its footprint with new pharmacy and infusion suite locations, introducing a differentiated therapy-specific clinical model, diversifying its payor and therapy offerings, and making strategic executive hires.

Drew Walk, President and Chief Executive Officer at Soleo, noted: "H.I.G. has been an exceptional partner to Soleo and instrumental in helping us build the Company into the market leader we are today. H.I.G. supported several significant investments in talent and infrastructure, strengthening our ability to reach more patients and provide exceptional care across our network."

Scott Zhu, Managing Director at H.I.G., added: "Drew and the Soleo management team have done an outstanding job transforming Soleo from a regional infusion player into a national specialty care provider, with a variety of compelling growth opportunities."

These successful exits highlight H.I.G.'s operational focus and value-creation strategy. Since its founding in 1993, the firm has invested in and managed more than 400 companies worldwide. Its current portfolio includes more than 100 companies with combined sales exceeding \$53 billion, spanning sectors from healthcare and manufacturing to technology and real estate.

H.I.G.'s continuing activity, which also included multiple new investments in April 2025 across healthcare services, travel, and logistics sectors, reflects its ongoing commitment to identifying and developing promising middle-market businesses with strong growth potential.