



## INVESTMENT TEAM

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## BOATHOUSE OVERVIEW

Boathouse Capital manages \$350 million and is currently investing out of a \$230 million fund focusing on mezzanine debt and equity in high-quality lower middle market companies in partnership with management teams and privately owned family run businesses. We provide flexible capital that can be used in both control and non-control ownership scenarios. Our principals have a combined 50+ years of middle market investing experience and have deployed over \$1 billion of capital as a team.

Our unique experience up and down the capital structure enables us to create lasting partnerships with management teams and owners that generate exceptional outcomes for all stakeholders.

## INVESTMENT CRITERIA

**Boathouse focuses on mezzanine debt and equity investments**

### *Investment Size*

*\$5 - \$20 million*

### *Enterprise Value*

*\$10 - \$75 million*

*We invest nationally*

### *Transaction Focus*

- *Management Buyouts*
- *Strategic Acquisitions*
- *Growth Capital*
- *Leveraged Recapitalizations*
- *Controlled Buyouts*
- *ESOPs*

### *Financial Parameters*

- *Revenue of at least \$10 million*
- *EBITDA of \$1.5 million or greater (can be smaller/negative for software, technology and highly recurring service models)*
- *Strong EBITDA margins*
- *Stable historical performance and low capex*

### *Strategic Parameters*

- *Exceptional management team*
- *Healthy end markets*
- *Repeatable/"sticky" business model*
- *Sustainable competitive advantages*
- *Durable relationships with diversified customer base*
- *Ability to withstand business cycles*

### *Industry Experience & Interest*

- *Business Services*
- *Healthcare Services*
- *IT Services and Consulting*
- *E-commerce*
- *Software and Data*
- *Education/Training*
- *Manufacturing/Distribution*

## Business Services



- Background screening provider



- Strategy, business transformation and IT consulting for Fortune 1000



- Outsourced sales/marketing for independent, luxury hotels



- Out-of-home value-added media placement firm



- IT managed service provider



- Strategy execution consulting and staffing



- Outsourced executive conference centers



- Security alarm originator



- Professional education and training services

## Healthcare Software/Services



- Dental software and payment solutions



- Survey data collection services



- Pharmaceutical brand marketing



- Healthcare compliance and risk management software

## Data and Software



- Education software developer



- Database for economic impact studies



- Emerging markets advisory services provider



- Interactive sales enablement software provider



- Accounts payable and payments automation solutions