



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: \$15 - \$100 million

Recurring Revenue Model Parameters:

- Recurring revenues of at least \$5 million
- 90%+ recurring revenue
- Strong unit profitability and gross margins

Traditional Financial Parameters:

- Revenues of at least \$10 million
- EBITDA margins of at least 10%
- Low capex/highly scalable model

Transaction Focus:

- Growth Capital
- Leveraged Recapitalizations
- Strategic Acquisitions

Industry Focus:

- Software and Data
- Business Services
- Healthcare Services
- IT Services and Consulting

Business Services



- Background screening provider

FRONTIER STRATEGY GROUP

- Emerging markets advisory services provider



- Sales & marketing agent for independent, luxury hotels



- Professional education and training services



- IT managed service provider



- Strategy, business transformation and IT consulting



- Outsourced executive conference centers



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



- Staffing services provider to banking, finance, IT, and legal industries.



- Enterprise private cloud solutions

Healthcare Software/Services



- Pharmaceutical brand marketing



- Dental software and payment solutions



- Care delivery management software solutions



- Healthcare compliance and risk management software



- 20-location dental support organization



- Survey data collection services

Data and Software



- Accounts payable and payments automation solutions



- Interactive sales enablement software provider



- Education software developer



- Financial analysis and risk management software



- Database for economic impact studies



- Marketing reporting dashboard and operations platform