



## 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



- Professional education and training services



- Sales & marketing agent for independent, luxury hotels



- Strategy, business transformation and IT consulting



- IT managed service provider



- Healthcare compliance and risk management software



- Outsourced executive conference centers



- Professional education and training services

FRONTIER STRATEGY GROUP

- Emerging markets advisory services provider



- 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



COMMUNITY DENTAL PARTNERS

- 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