



# **Boathouse**

## **Value-Added Technology Investors** For The Lower Middle Market

**100+** Completed Transactions

**16** Years In Business

**4** Funds

Based outside Philadelphia, PA, Boathouse Capital is a multi-strategy investment firm focused on investing in lower middle market companies across the US.

Our experienced team of investment and operating professionals have successfully created long-term, collaborative partnerships with software and tech-enabled services businesses. We provide significant strategic and operational resources, empowering management teams to accelerate growth.

### **DEAL TYPES**

- ▶ Majority Recapitalizations
- ▶ Lead Minority Recapitalizations
- ▶ Growth Debt

### **VALUE CREATION**

- ▶ Modernize GTM Strategy
- ▶ Sales & Marketing Optimization
- ▶ Strategic & Technology-Driven M&A
- ▶ Dedicated Operating Team Focused on GTM
- ▶ Network of Seasoned Executives & Advisors
- ▶ Technology & Process Innovation
- ▶ Transitioning Revenue & Business Models

### **INVESTMENT CRITERIA**

\$10 - \$50M  
Check Size

\$2 - \$15M  
EBITDA

\$5 - \$20M  
ARR

US-Based  
Company

### **TARGET INDUSTRIES**

  
Tech-Enabled  
Business Services

  
B2B  
Software

  
IT Services

  
Training /  
Education

  
Human Capital  
Management

### **DIFFERENTIATORS**

**1** Growth  
Oriented

We help accelerate top-line growth

**2** Industry  
Expertise

We stick to industries we know

**3** Proven Track  
Record

100+ years of combined investment experience with referenceable investments

**4** Value-Added  
Partners

Expertise across sales acceleration, human capital, M&A execution and strategic guidance

**5** Responsive

Highly responsive with streamlined and transparent process to close



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# Boathouse

**100+** Completed Transactions

**16** Years In Business

**4** Funds

Based outside Philadelphia, PA, Boathouse Capital is a multi-strategy investment firm focused on investing in lower middle market companies across the US.

We are relationship-based investors that partner with management teams and sponsors in a range of industries where we bring a wealth of experience and deep expertise to be a value-added provider of debt and equity capital.

## INVESTMENT CRITERIA

\$10 - \$70M  
Check Size

\$2 - \$20M  
EBITDA

\$20M+  
Revenue

US-Based  
Companies

## Value-Added Lending and Equity

For The Lower Middle Market

### SECURITIES

- ▶ Unitranche
- ▶ First Out / Last Out (FO/LO)
- ▶ Sub Debt / Mezz
- ▶ Equity

### PARTNERS

- ▶ Sponsors
- ▶ Business Owners
- ▶ Independent Sponsors

## TARGET INDUSTRIES



Business Services



Healthcare Services



Franchisor / Franchisee



Outsourced Services



Technology / Software



Training / Education



Human Capital Management ("HCM")

## DIFFERENTIATORS

**1** Tailored Solutions

We work hard to craft the solution you are looking to achieve

**2** Industry Expertise

We stick to industries we know

**3** Proven Track Record

100+ years of combined investment experience with referenceable investments

**4** Value-Added Partners

Expertise across sales acceleration, human capital, M&A execution and strategic guidance

**5** Speed & Conviction

Highly responsive with streamlined and transparent process to close



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## SELECTED INVESTMENT EXPERIENCE

BUSINESS SERVICES	SOFTWARE	TRAINING
 <p>Knife sharpening and rental services</p>	 <p>Compliance and risk management software</p>	 <p>Professional education for audit, IT and cybersecurity</p>
 <p>Global research, strategy consulting and M&amp;A advisory firm</p>	 <p>In-home and in-community Care Delivery Management solutions</p>	 <p>Operator of educational and test prep services companies</p>
 <p>Background checks and security research provider</p>	 <p>CRM and marketing automation software platform</p>	<h3>HUMAN CAPITAL MANAGEMENT</h3>
 <p>Full-service business consulting and enterprise IT transformation firm</p>	 <p>CRM and marketing automation platform for not-for-profits</p>	 <p>SaaS video-based interview platform in the HR technology sector</p>
 <p>Full-service communications firm</p>	 <p>Marketing operations, analytics and reporting software</p>	 <p>Consulting, staffing and direct hire for IT, finance and accounting professionals</p>
 <p>Out-of-home advertising media specialist</p>	 <p>Data analytics and visualization software for the education sector</p>	 <p>Staffing and recruiting firm</p>
 <p>Consumer data analytics and predictive modeling solutions</p>	 <p>Practice management software for orthodontic dental practices</p>	 <p>Consulting and talent solutions</p>
 <p>Digital advertising solutions</p>	 <p>Accounts payable management software</p>	<h3>HEALTHCARE</h3>
 <p>Hospitality management services</p>	 <p>Case management software for health and human services programs</p>	 <p>Dental support organization</p>
 <p>Commercial cleaning franchisee</p>	 <p>Economic impact analysis software</p>	 <p>Healthcare survey solutions</p>
		 <p>Healthcare content, communications, and continuing education provider</p>
		 <p>Medical communications and marketing agency</p>