



INVESTMENT TEAM

BILL DYER, Managing Partner
P: 610-977-2785
E: bill.dyer@boathousecapital.com

CHONG MOUA, Managing Partner
P: 610-977-2788
E: chong.moua@boathousecapital.com

KEN JONES, General Partner
P: 610-977-2787
E: ken.jones@boathousecapital.com

ANDREW OLSEN, CFA, Principal
P: 610-977-2782
E: andrew.olsen@boathousecapital.com

BRANDON LAMAR, Vice President
P: 610-263-2817
E: brandon.lamar@boathousecapital.com

JOE FERGUSON, Vice President
P: 610-263-2815
E: joe.feruguson@boathousecapital.com

CONTACT US

COLIN RAWES
Director of Business Development
P: 610-688-6314
E: colin.raws@boathousecapital.com

STEVE DRESSEL
Business Development Associate
P: 610-977-2783
E: steve.dressel@boathousecapital.com

353 West Lancaster Avenue, Suite 200
Wayne, PA 19087

www.boathousecapital.com

BOATHOUSE OVERVIEW

Boathouse Capital manages \$350 million and is currently investing out of a \$230 million fund focusing on 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 team has a combined 100+ years of investing experience and deployed over \$1.5 billion of capital as a team.

Our experience up and down the balance sheet enables us the flexibility to create bespoke structured solutions and partner with companies with a focus on alignment and building long term enduring value.

INVESTMENT CRITERIA

Investment Size: \$5 - \$40 million of Debt and/or Equity

Enterprise Value: \$15 - \$150 million

EBITDA Multiple Parameters:

- EBITDA of at least \$2 million
- 10% EBITDA margins
- Strong historical financial performance

ARR Multiple Parameters:

- Recurring revenues of at least \$5 million
- Strong unit economics
- Cash flow break-even within 12 – 18 months

Transaction Focus:

- Growth Capital
- Leveraged Recapitalizations
- Strategic Acquisitions

Industry Focus:

- Software/SaaS
- Tech-Enabled Business Services
- Healthcare IT/Services
- Opportunistic for EBITDA multiple companies



REPRESENTATIVE INVESTMENTS

Tech-Enabled Business Services

accurate

- Background screening provider

MIS|TI
TRAINING INSTITUTE

- Cyber security training

ALHI
ASSOCIATED LUXURY HOTELS
INTERNATIONAL

- Sales & marketing agent for independent, luxury hotels

NAVINT

- Strategy and IT consulting

calnet
TECHNOLOGY GROUP

- IT managed service provider

oohawilkins
Out of Home America | Wilkins Media

- Out-of-home value-added media placement

convene

- Outsourced executive conference centers

SPLASHLIGHT

- Tech-enabled digital content platform

FINCH

- Paid digital media automation platform

UNITAS
GLOBAL

- Enterprise private cloud solutions

Healthcare IT/Services

BioPharm
COMMUNICATIONS

- Pharmaceutical brand marketing

OrthoFi
Starting More Smiles

- Dental software and payment solutions

CellTrak
connected with care®

- Care delivery management software

pilgrim
QUALITY SOLUTIONS

- Compliance and risk management software

COMMUNITY DENTAL PARTNERS

- 20-location dental support organization

SHC Universal

- Healthcare data collection

Software/SaaS

AnalyticsIQ

- Marketing data and predictive analytics innovator

mediafly

- Interactive sales enablement software provider

avidxchange

- Accounts payable and payments automation solutions

sageworks

- Financial analysis and risk management software

Network for Good

- Non-profit donor management software

tapClicks

- Marketing reporting dashboard and operations platform

*Denotes realized investments