



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.

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.

Value-Added Technology Investors

For The Lower Middle Market

DEAL TYPES

- ▶ Majority Recapitalizations
- ▶ Growth Capital
- ▶ Strategic Acquisitions

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 - \$70M
Check Size

\$2 - \$20M
EBITDA

\$5M+
ARR

US-Based
Companies

TARGET INDUSTRIES



Tech-Enabled
Business Services



B2B
Software



IT Services

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 Speed &
Conviction

Highly responsive with streamlined and transparent process to close



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Boathouse

Value-Added Lending and Equity

For The Lower Middle Market

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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.

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")

INVESTMENT CRITERIA

\$10 - \$70M
Check Size

\$2 - \$20M
EBITDA

\$20M+
Revenue

US-Based
Companies

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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Boathouse

SELECTED INVESTMENT EXPERIENCE

BUSINESS SERVICES		TECHNOLOGY & DATA		HUMAN CAPITAL & EDUCATION	
	Knife sharpening and rental services		Healthcare GRC software		Continuing education for cybersecurity
	Out-of-home advertising buying agent		Healthcare workforce management software		College test prep and application consulting
	Meeting & events space management		CRM and marketing automation software		Human resources software platform
	Background checks and security research provider		CRM and marketing automation platform		Finance and accounting staffing and consulting
	Enterprise IT transformation firm		Marketing operations software		Staffing and recruiting firm
	Enterprise software development		ERP software for education sector		Finance and accounting staffing and consulting
	Consumer goods donation and resale		Orthodontic practice management software	HEALTHCARE	
	E-commerce marketing and branding agency		Accounts payable management software		Dental practice management organization
	Consulting and public relations agency		Case management software for state government agencies		Healthcare professional market survey solutions
	Consumer data analytics and predictive modeling		Economic impact analysis software		Healthcare marketing and continuing education provider
	Global strategy consulting and advisory		Enterprise sales enablement		Medical communications and marketing agency
	Digital advertising solutions		Marketplace for beauty services	FRANCHISING	
	Hospitality management services	INDUSTRIALS			KFC and Yum! Brands franchisee
	IT digital transformation and consulting services		Pool and spa filter manufacturer		Auntie Anne's franchisee
	Community for military members and families		Industrial safety products distributor		Commercial cleaning and facility services
			Specialty clothing manufacturer		Club Pilates franchisee

✦ Active Investment