

# Trusted Growth Partners

# Over 30 years investing in lower middle market businesses

Pamlico Capital seeks growth equity and buyout investments in business and technology services, communications and healthcare companies. We are committed to developing successful partnerships with management teams and entrepreneurs, often as their first institutional investor.

For over 30 years, the Pamlico Capital team has generated consistently high returns. Our firm, operating out of one office in Charlotte, is a unified team of investment professionals possessing extensive industry experience, a proven ability to accelerate growth at our portfolio companies and a dedication to the highest ethical standards.

# **INVESTMENT PARAMETERS**

SIZE OF INVESTMENT

\$30 to \$200 Million

of equity per investment **PAMLICO ROLE** 



Majority or minority investments; often first time institutional capital

**TRANSACTION** TYPES

Growth equity, buyouts, recapitalizations and manager-led search companies **TYPICAL** INVESTMENT PERIOD



Highly flexible; Hold periods generally between 4 to 7 years

**BOARD** REPRESENATION

Required; active board participation and access to a broad network of resources

### **COMPANY CHARACTIERISTICS**



**TARGET INDUSTRIES** 

Communications



Healthcare



Services

Software

SIZE OF COMPANY

\$10 to \$150 Million

Annual Revenues



**COMPANY PROFILE** 

Industry leaders, experienced management strong growth potential



**GEOGRAPHY** 

Headquartered in North America







MARKET PROFILE

Large addressable market, high barriers to entry, acquisition opportunities

#### **EXPERIENCED TEAM**

#### **BRIAN F. CHAMBERS**

brian.chambers@pamlicocapital.com

#### STUART M. CHRISTHILF, IV

stuart.christhilf@pamlicocapital.com

#### FREDERICK W. EUBANK, II

eric.eubank@pamlicocapital.com

#### CHRISTIANE R. FELTS

christiane.felts@pamlicocapital.com

#### R. SCOTT GLASS, JR

scott.glass@pamlicocapital.com

#### L. WATTS HAMRICK, III

watts.hamrick@pamlicocapital.com

#### IAY R. HENRY

jay.henry@pamlicocapital.com

# LARSEN R. JONES

larsen.jones@pamlicocapital.com

#### RAJ H. PARIKH

raj.parikh@pamlicocapital.com

#### SCOTT B. PERPER

scott.perper@pamlicocapital.com

#### **GILLIAN K. RHEW**

gillian.rhew@pamlicocapital.com

# ARTHUR C. ROSELLE

art.roselle@pamlicocapital.com

#### **BIJAL SHETH**

bijal.sheth@pamlicocapital.com

#### WALKER C. SIMMONS

walker.simmons@pamlicocapital.com

#### SCOTT L. STEVENS

slstevens@pamlicocapital.com

#### SCOTT R. STEVENS

scott.stevens@pamlicocapital.com

# R. ZACK TILLITSKI

zack.tillitski@pamlicocapital.com

#### ANDREW B. TINDEL

andrew.tindel@pamlicocapital.com

# **ERIC J. WILKINS**

eric.wilkins@pamlicocapital.com

704.414.7150 pamlicocapital.com

# **SELECT INVESTMENTS**



Airwavz Solutions
Designs, builds, owns,
and operates wireless
communications infrastructure
within large commercial real
estate buildings in the U.S.

Charlotte, NC

# **Aite** Novarica

Aite-Novarica Group Provider of subscription research and advisory services to financial institutions and related technology vendors.

Boston, MA



BNI

Global, network-based business development platform for small and medium-sized businesses. Operates as a franchisor.

Charlotte, NC



**Canadian Orthodontic Partners** 

Largest orthodontics-focused specialty dental support organization in Canada.

Toronto, ON

# Cartegraph<sup>\*</sup>

Cartegraph

A provider of SaaS-based operations and asset management solutions sold into local governments throughout the U.S.

Dubuque, IA



CEATI International Provider of research, peer networking, and benchmarking solutions for the utilities industry.

Montreal, QC



Digitech

Provider of technologydriven revenue cycle management services to the emergency medical services transport industry.

Chappaqua, NY



Fastpath

Provider of governance, risk, and compliance software to monitor and audit user access.

Des Moines, IA



HelioCampus

Provider of managed Analytics for higher education institutions.

Bethesda, MD



ISAAC Instruments

Provider of driver-centric fleet management Technology for heavy duty trucking industry.

Montreal, QC



JAG-ONE Physical Therapy

Provider of non-clinical management services to a leading network of outpatient physical and occupational therapy clinics.

Woodbridge, NJ



Millennia

A leading provider of patient payment and end-to-end patient financial engagement technologies.

Raleigh, NC



Office Practicum

A provider of EHR and practice management software solutions for pediatric clinics.

Fort Washington, PA



Personify

A provider of constituent management and engagement software to associations and nonprofits.

Austin, TX



Profisee

A provider of next-generation master data management software.

Alpharetta, GA



Applications in the Cloud

Protera
Provider of application
management and migration
services for SAP on the
public cloud.

Chicago, IL



Silverline

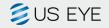
A Salesforce Platinum Consulting Partner specializing in the financial services and healthcare verticals.

New York, NY



TRG Screen
A leading provider
of SaaS-based
enterprise subscription
management software.

New York, NY



US Eye
Provider of eye care
services with verticallyintegrated ophthalmology
and optometry offering.

Sarasota, FL



Provider of fiber-based high-speed internet, video and voice services to residential and commercial customers in west Texas

Sikeston, MO

## **RECENT NOTABLE EXITS**

10<sup>th</sup> Magnitude

Provider of innovative, cloud-based solutions that harness the power of Microsoft Azure.

Dexter + Chaney

A leading provider of ERP and accounting software for the commercial construction industry. MetaMetrics

Provider of scientific measures of academic achievement and complementary technologies. Secure-24

A provider of managed IT operations, ERP application hosting and cloud computing services.

Service Express

Provider of third party maintenance service for critical data center infrastructure. Symplr

A provider of compliance and credentialing software solutions for healthcare organizations.

