

# 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

**\$25 to \$125 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 REPRESENTATION

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

## COMPANY CHARACTERISTICS

### TARGET INDUSTRIES



Business & Technology Services



Communications



Healthcare

### 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

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## CURRENT INVESTMENTS

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|  <p><b>10<sup>TH</sup> MAGNITUDE</b></p> <p><b>10th Magnitude</b><br/>Provider of innovative, cloud-based solutions that harness the power of Microsoft Azure.</p> <p>Chicago, IL</p>   |  <p><b>Airwavz Solutions</b><br/>Building Mobility</p> <p><b>Airwavz Solutions</b><br/>Designs, builds, owns, and operates wireless communications infrastructure within large commercial real estate buildings in the U.S.</p> <p>Charlotte, NC</p> | <p><b>BECKER'S HEALTHCARE</b></p> <p><b>Becker's Healthcare</b><br/>A leading provider of B2B events and media targeting the Healthcare market.</p> <p>Chicago, IL</p>   |  <p><b>BNI</b></p> <p><b>BNI</b><br/>Global, network-based business development platform for small and medium-sized businesses. Operates as a franchisor.</p> <p>Charlotte, NC</p> |  <p><b>Cartegraph</b></p> <p><b>Cartegraph</b><br/>A provider of SaaS-based operations and asset management solutions sold into local governments throughout the U.S.</p> <p>Dubuque, IA</p>  |
|  <p><b>Digitech</b><br/>Expert EMS billing and technology</p> <p><b>Digitech</b><br/>Provider of technology-driven revenue cycle management services to the emergency medical services transport industry.</p> <p>Chappaqua, NY</p> |  <p><b>HelioCampus</b></p> <p><b>HelioCampus</b><br/>Provider of managed analytics for higher education institutions.</p> <p>Bethesda, MD</p>  |  <p><b>JAG-ONE PHYSICAL THERAPY</b></p> <p><b>JAG-ONE Physical Therapy</b><br/>Provider of non-clinical management services to a leading network of outpatient physical and occupational therapy clinics.</p> <p>Woodbridge, NJ</p> |  <p><b>Office Practicum</b></p> <p><b>Office Practicum</b><br/>A provider of EHR and practice management software solutions for pediatric clinics.</p> <p>Fort Washington, PA</p>  |  <p><b>Personify</b></p> <p><b>Personify</b><br/>A provider of constituent management and engagement software to associations and nonprofits.</p> <p>Austin, TX</p>                           |
|  <p><b>PRIZELOGIC</b><br/>ENGAGEMENT BEYOND THE PRIZE</p> <p><b>Prizelogic</b><br/>Provider of digital promotions for leading consumer brands and retailers.</p> <p>Southfield, MI</p>  |  <p><b>SILVERLINE</b></p> <p><b>Silverline</b><br/>A Salesforce Platinum Consulting Partner specializing in the financial services and healthcare verticals.</p> <p>New York, NY</p>   |  <p><b>TRG SCREEN</b></p> <p><b>TRG Screen</b><br/>A leading provider of SaaS-based enterprise subscription management software.</p> <p>New York, NY</p>  |  <p><b>US EYE</b></p> <p><b>US Eye</b><br/>Provider of eye care services with vertically-integrated ophthalmology and optometry offering.</p> <p>Sarasota, FL</p>                   |  <p><b>vast BROADBAND</b></p> <p><b>Vast Broadband</b><br/>Provider of residential and commercial video, data and voice services in South Dakota.</p> <p>Sioux Falls &amp; Rapid City, SD</p> |
|  <p><b>VESON NAUTICAL</b></p> <p><b>Veson Nautical</b><br/>A leading provider of commercial maritime operations software and services.</p> <p>Boston, MA</p>  |  <p><b>VPP VETERINARY PRACTICE PARTNERS</b></p> <p><b>Veterinary Practice Partners</b><br/>Operator and consolidator of general veterinary hospitals.</p> <p>King of Prussia, PA</p>   |  <p><b>VRI</b><br/>here to help</p> <p><b>VRI</b><br/>Provider of remote-patient monitoring for the healthcare industry.</p> <p>Franklin, OH</p>  |  <p><b>Winsight</b></p> <p><b>Winsight</b><br/>Provider of B2B information, events and media to the foodservice and convenience industries.</p> <p>Chicago, IL</p>                |  <p><b>World 50</b></p> <p><b>World 50</b><br/>An exclusive, peer-to-peer network and knowledge exchange platform for senior executives.</p> <p>Atlanta, GA</p>                             |

## RECENT NOTABLE EXITS

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| <p><b>DayNine</b><br/>A leading provider of consulting and implementation services for the Workday, Inc. software suite.</p> | <p><b>Dexter + Chaney</b><br/>A leading provider of ERP and accounting software for the commercial construction industry.</p> | <p><b>MetaMetrics</b><br/>Provider of scientific measures of academic achievement and complementary technologies.</p> | <p><b>Secure-24</b><br/>A provider of managed IT operations, ERP application hosting and cloud computing services.</p> | <p><b>Service Express</b><br/>Provider of third party maintenance service for critical data center infrastructure.</p> | <p><b>Symplr</b><br/>A provider of compliance and credentialing software solutions for healthcare organizations.</p> |
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