

# Accelerate Strategic Growth

## Control Buyouts Across the Services Economy

Longshore Capital Partners is a leading private equity fund that invests alongside founders and management teams in businesses with durable value propositions in growing end-markets. Our thematic investment process is targeted toward specific subsectors within the broader services landscape. During our ownership, we use a collaborative approach to execute a shared value creation plan with our management teams. Each tailored value creation plan strategically positions each platform as an attractive asset for future buyers and is anchored by the following tenets: revenue growth, acquisition program strategy, management talent expansion, and productivity and infrastructure enhancement.

### Investment Criteria

#### Size / Geography

Platform companies have \$5 million to \$15 million of EBITDA and are based in North America

#### Investment Objectives

Typically partner with current ownership or management to purchase 51% to 100% of a business

#### Durable Business Models

Our portfolio companies are resilient through economic cycles

#### Recurring Revenue

We invest in growing companies with high levels of revenue visibility through contractual, recurring, or reoccurring revenue streams

#### Secular Tailwinds

We partner with businesses that are benefiting from long term economic trends

#### Technology Enablement

We target businesses that will benefit from our prioritization of the enhancement of technology during our hold period

### Industry Focus

- ✓ Revenue cycle management
- ✓ BPaaS / tech-enabled BPO
- ✓ Payments / fintech
- ✓ Data / content management services
- ✓ Human capital services

### Investment Objectives

- ✓ Increase enterprise value by growing revenue and EBITDA
- ✓ Accelerate growth through the execution of add-on acquisitions
- ✓ Employ industry best practices
- ✓ Provide follow-on capital for growth

### Partnership Approach

- ✓ Share operational experience and resources
- ✓ Identify and mitigate business risks
- ✓ Leverage industry contacts
- ✓ Alignment of interests through equity participation

## Representative Investments



Acquired 2022  
**Digital Marketing Agency**

- Leading omni-channel digital commerce agency providing a full-suite of e-commerce solutions through its proprietary technology, Companion
- Enables clients to execute a consolidated e-commerce strategy from click to ship across the e-commerce ecosystem, both on and off Amazon
- Seeking add-on acquisitions



Acquired 2022  
**Insurance Claims Management**

- Outsourced, multi-line insurance claims management services provider catering to insurance carriers in the United States. The Company operates at a national scale and offers a full range of adjusting services enabled by its proprietary claims management software suite, Touchpoint.
- Seeking-add on acquisitions



Acquired 2021  
**Loyalty and Payments Technology**

- Leading provider of intelligent 1:1 loyalty, contactless commerce, and customer experience technology for Everyday Spend Retailers
- Primarily serves customers in the fuel and c-store industries
- Seeking add-on acquisitions



Acquired 2020  
**Business Process Outsourcing**

- Technology-enabled business process outsourcing (BPO) and content management workflow services focused on the financial services industry
- Seeking add-on acquisitions



Acquired 2019  
**Dental Support Organization**

- Provides non-clinical support services to general dentistry and orthodontic practices in the Carolinas
- Payor mix focused on private pay insurance
- Seeking add-on acquisitions



Acquired 2019  
**Revenue Cycle Management**

- Leading accounts receivable management company to the healthcare industry
- Expanding service offerings with a focus on client service and compliance
- Seeking add-on acquisitions



Acquired 2020 (2021 exit)  
**Warehouse Labor Services**

- Specialty warehouse labor services for food and other distribution centers
- Serves customers in the U.S. and Canada
- Sold to Two Sigma Impact in 2021



Acquired 2020 (2021 exit)  
**Digital Marketing Agency**

- Optimizes advertisers' positioning on third-party websites
- Other services include pay-per-click, search engine optimization and social media
- Sold to Comvest in 2021



Acquired 2018 (2020 exit)  
**Prepaid Payments Solutions**

- Leading provider of prepaid gift cards for incentive, rewards and loyalty programs
- Built out management team and broadened technology offering through strategic add-on acquisition
- Sold to Blackhawk Network in 2020