# | Charlesbank |

# FIRM OVERVIEW

Founded in 1998, Charlesbank is a middle-market private investment firm with more than \$15 billion of cumulative capital raised since inception. In addition to its complementary technology strategy, Charlesbank also engages in opportunistic credit investments.

Charlesbank's principals have a long history of working together, a deep specialization in the middle market and experience investing over multiple business cycles. We bring a flexible approach to the structure of each portfolio company investment and are comfortable working in scenarios that are complex or difficult to underwrite.

We typically invest in companies with enterprise values of \$150 million to \$3 billion. Targets include:

- PRIVATELY HELD COMPANIES
   seeking to accelerate growth through
   acquisition, facilitate ownership change
   or recapitalize their balance sheets
- LEVERAGED ACQUISITIONS
   of "orphan" corporate divisions or
   small-cap public companies
   lacking strong institutional-investor
   following

- SMALL AND MID-CAP PUBLIC COMPANIES seeking negotiated placements of preferred equity
- TOP-LEVEL EXECUTIVES
   seeking a financial partner to execute
   an investment thesis in a specific
   industry of interest
- OPPORTUNISTIC/SPECIAL SITUATIONS CREDIT INVESTING in middle-market companies where we have differentiated insight

## INVESTMENT APPROACH

- Seek companies with a fundamental reason to exist and strong competitive industry position
- Often pursue investments in industries out of favor with broader investment community
- Engage aggressively in complex situations created by corporate carveouts, timing of management transition, limited availability of high-quality financial information, etc.
- Provide flexible financing solutions: growth equity, structured minority investments, control buyouts and recapitalizations
- Establish toe-hold or significant positions in stressed/distressed credit, and invest opportunistically in performing credit

# **SCREENING PROCESS**

- Weekly sector-focused and firm-wide discussion of all new investment opportunities, resulting in thorough consideration prior to submission of first-round indications of interest and timely feedback to intermediaries
- Investment of significant resources to understand business and industry prior to initial management meetings
- Transparency throughout process, providing management, sellers and their representatives a high degree of certainty

No matter how a transaction originates, we invest only in situations where we have developed a detailed understanding of the business and its industry; share a common vision with management on how to build a better business; and have developed a capital structure that will provide us the operational flexibility to pursue our business plan.

### INVESTMENT TEAM

Samuel Bartlett **Darren Battistoni** Joshua Beer Ryan Carroll Michael Choe Kim Davis Mayur Desai **Bert Duarte** Michael Eisenson John Flannery Sandor Hau **Matthew Jacobson Andrew Janower David Katz** Joshua Klevens Hiren Mankodi Pedro Vaz **Brandon White** Carolyn Wintner Jesse Ge **Bhuvan Jain Dhruva Kaul** Michael McGuire **Matthew Midera** Jared Pomerance William Reilly Shaun Wong

Nicholas Rolfes Mutian Rui **Drew Appleman Andrew Barnett Danielle Cosentino Anumita Das** Spencer Friske Michael Galardi Stephanie Lee Ryan Lee Jake Lippe **Matt Maloney** William Newbury **Brian Pegno** Caelin Tran Mauricio Velasco Flannery Zhou

#### BOSTON

Michael Zirngibl

**Edward Kimotho** 

Caitlin Riederer

Michael Perl

Samuel Bekenstein

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# REPRESENTATIVE PRIVATE EQUITY INVESTMENTS

AS OF OCTOBER 2, 2023

#### CONSUMER



**Bridges Consumer** Healthcare OTC healthcare products



**City Brewery** Beverage contract manufacturing



**Empire Today** DTC flooring solutions



**Hearthside Foods** Food contract manufacturing



MyEyeDr. Full-service optometry chain



Rockport Casual and dress shoes



Academic achievement and athletic brands



**Aurora Organic Dairy\*** Private-label organic milk production



**Blacksmith Brands\*** OTC healthcare products



Del Taco\* Quick-service restaurants

**FULLBEAUT** BRANDS™

**FULLBEAUTY Brands\*** Direct-to-consumer plus-size apparel



Papa Murphy's\* Take-and-bake pizza QSR



Peacock Foods\* Food contract manufacturing

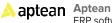


Sound United\* Premium home audio and automotive products



Wavfair\* Ecommerce home goods retailer

#### **TECHNOLOGY**



FRP software



Bridgepointe IT channel platform

**X**cyberbit Cyberbit

Cloud-based cybersecurity training and simulation



**DoiT International** Public cloud operations software



**Fortra** Cyber/automation software



Healthcare Fraud Shield Insurance FWA solutions



**ImageQuix** Photography software



Ivanti Enterprise IT software



Maltego Graphical link analysis software



Advertising software



**PakEnergy** Oil and gas accounting solutions



Park Place Technologies Post-warranty data center equipment maintenance



Six Degrees Data center and network optimization



Fixed income market data platform



Symplr Healthcare IT software



**TitanCloud** IoT software



Ensono\* IT outsourcing



Zavo\* Wholesale fiber bandwidth

#### **HEALTHCARE**



**Action Behavior Centers** Personalized autism therapy



MB2 Dental **DENTAL** Dental partnership organization



Membership-based healthcare



Eye-care services



Animal Health International\* Animal health products distribution

#### **BUSINESS SERVICES**

∆CCORDION Accordion

Financial and tech. consulting



**American Residential Services** HVAC and plumbing services



Lido Advisors Wealth advisory services



Neptune Retail Solutions
Shopper marketing services **Neptune Retail Solutions** 



Polyconcept Customized and personalized products



**World Insurance Associates** Full-service insurance brokerage



**Princeton Review\*** Test prep and college admissions counselina



Technisource\* IT staffing



Universal Technical Institute\* For-profit automotive technical training



Vestcom\* Shelf-edge marketing solutions



WorldStrides\* Educational student travel

# INDUSTRIAL



**BOX Partners** Packaging and shipping supplies



Uniforms and equipment to public safety agencies



Tecomet

Medical device and aerospace contract manufacturing



American Tire Distributors\* Wholesale tire distribution



Cedar Creek\* Building products distribution



Citadel Plastics\* Plastics compounding



**GrayWolf Industrial\*** Service provider for heavy mechanical industries



GSI\* Agricultural equipment manufacturing

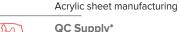


**HDT Global\*** Engineered military solutions



**ODCORE** OnCore Manufacturing\* Contract EMS provider

# PLASKOLITE Plaskolite\*



Trojan Battery\*



Farm and livestock supply distribution



United Road Services\* Vehicle transport and logistics

Deep-cycle battery manufacturing

\* Realized investment Private equity investments from Funds V-X and Technology Opportunities Fund, selected to illustrate the different industries in which Charleshank invests. For a complete list of Charleshank investments visit www.charlesbank.com.