



FACT SHEET

Founded in 1994, with offices in Boston, MA and San Francisco, CA, Seacoast Capital invests non-controlling growth capital in partnership with management in lower middle market companies. Seacoast is industry agnostic and typically invests \$5 million to \$25 million of capital in companies with \$10 million or more in revenue and \$2 million or more of EBITDA. Capital is used to support growth, refinancings, acquisitions, family ownership and wealth transfers, shareholder liquidity events, or management buyouts. Since its inception, Seacoast has managed over \$600 million of capital. Now managing its fourth fund, Seacoast Capital Partners IV, L.P., the firm continues to actively seek new investment opportunities.



Investment Size
\$5MM - \$25MM



Current Fund Size
\$260MM



Non-Control Investments Made
74

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1 Direct investor of non-control capital in private companies, allowing owners and their management teams to retain controlling interest in their business while receiving the strategic capital they need to succeed.

2 Backers of family offices and independent sponsors, but not traditional committed capital private equity funds.

SEACOAST CAPITAL PROFILE



Investment Criteria

- \$10MM+ Revenue
- \$2MM+ EBITDA
- Pro-Forma debt < 4.0x EBITDA
- Continuing, incentivized management
- Niche market leader
- Proven earnings stream
- Meaningful operating history



Investment Terms

- \$5MM - \$25MM investments
- 5-7 year hold period
- Preferred Stock
- Common Stock
- Subordinated Debt with Warrants



Industry Experience

- Commercial Services
- Environmental Services
- Logistics & Infrastructure Services
- Health & Wellness
- Consumer-Oriented
- Value-Added Distribution
- Specialty Manufacturing



Transaction Types

- Growth Capital
- Family Ownership & Wealth Transfer
- Acquisition Financing
- Management Buy-Out or Buy-In
- Balance Sheet Recapitalization
- Family Office Transaction
- Shareholder Dividend
- Independent Sponsor Transaction

SELECT CURRENT & FORMER SEACOAST PORTFOLIO COMPANIES

Transaction Types

Growth Capital

Balance Sheet Recapitalization

Shareholder Dividend

Management Buyout

Acquisition Financing



Cerritos, California

Provider of last mile logistics, warehousing, and fulfillment, specializing in overnight, same-day, and scheduled delivery services in California, Nevada, and Arizona



Elizabeth, New Jersey

Provider of temperature-controlled and ambient warehousing, logistics, and trucking services primarily to importers of confectionery, food, and beverage products in the greater New York City metropolitan area



Gorham, Maine

Growing distributor of propane and heating oil products and services to residential and commercial customers in Northern New England



French Lick, Indiana

Provides comprehensive and custom packaging, blow molding, and assembly services for the global leading providers of liquid home cleaning products



El Segundo, California

Innovative e-commerce marketplace platform focused on transforming large, fragmented industries through online commerce, community, and feature-rich content



If it isn't fresh, it isn't Legal!

Boston, Massachusetts

Premium seafood restaurant/bar operator and branded seafood products marketer and distributor



Plano, Texas

Provides leasing and sale of highly-engineered, customized, commercial modular buildings



Pearl River, New York

Provider of IP-based video management software (VMS) and services used to manage video surveillance cameras and other security edge devices



Northwest Cascade Inc.

Puyallup, Washington

Provider of portable sanitation rental, septic pumping, and construction services in the Pacific Northwest and California



Arcata, California

Leading producer of cut flowers for the wholesale, retail, and internet end markets



Fort Lauderdale, Florida

Operator of commercial aircraft flight simulator training centers in the U.S.



Crofton, Maryland

Operator of 14 urgent care clinics in Maryland



Bloomington, New Jersey

Provider of highly engineered and ruggedized passive vibration, isolation, and shock control solutions



Waltham, Massachusetts

Provider of a full continuum of care to individuals with eating and mood disorders



Port Newark, New Jersey

Largest provider of automotive port processing services in The Port of NY/NJ



Holbrook, Arizona

Largest operator of Denny's restaurants with 90+ locations, and 6+ Del Taco locations



Newton, Massachusetts

Provider of consulting services and audit compliance software for hospitals and physician practices



Walnut Creek, California

Provider of dedicated fleet maintenance and management services throughout the U.S.



Ogden, Utah

Provider of fire and security alarm installation and monitoring services



Chandler, Arizona

Multi-level marketer of nutritional supplements



Dewitt, New York

Operator of dental care centers across the United States