



Spring 2021

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.

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

Industry Experience

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

Investment Terms

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

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



Investment Size
\$5MM - \$25MM



Current Fund Size
\$260MM



Non-Control Investments Made
80

Investment Professionals

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SELECT CURRENT & FORMER SEACOAST PORTFOLIO COMPANIES

Transaction Types:

 Growth Capital

 Balance Sheet Recapitalization

 Shareholder Dividend

 Management Buyout

 Acquisition Financing



Virginia Beach, Virginia

Rapidly growing, multi-location provider of non-invasive and painless erectile dysfunction (ED) treatments across the U.S.



Amercian Fork, Utah

13 th largest U.S. provider of residential security monitoring and home automation systems



Greenwich, Connecticut

One of the largest Crunch Fitness franchisees in the U.S., with 22 locations in Massachusetts, Pennsylvania, New Jersey, and New York



Burr, Ridge Illinois

Provider of a turnkey non-invasive non-surgical option for the treatment of non-melanoma skin cancer



Lafayette, California

Manufactures high-performance collars for rigid hull inflatable boats and builds inflatable watercraft designed to perform in the most challenging marine environments



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 NY City metropolitan area



French Lick, Indiana

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



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.



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 York

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



Crofton, Maryland

Operator of 14 urgent care clinics in Maryland



Plano, Texas

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



Holbrook, Arizona

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



Puyallup, Washington

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



Gorham, Maine

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



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