



**Justin DuFour, Partner**  
[Justin.DuFour@NorthlaneCapital.com](mailto:Justin.DuFour@NorthlaneCapital.com)  
 301.841.1375

**Sean Eagle, Partner**  
[Sean.Eagle@NorthlaneCapital.com](mailto:Sean.Eagle@NorthlaneCapital.com)  
 301.841.1377

**Eugene Krichevsky, Partner**  
[Eugene.Krichevsky@NorthlaneCapital.com](mailto:Eugene.Krichevsky@NorthlaneCapital.com)  
 301.841.1399

**David Steinglass, Partner**  
[David.Steinglass@NorthlaneCapital.com](mailto:David.Steinglass@NorthlaneCapital.com)  
 301.841.1360

**Scott Kauffman, Principal**  
[Scott.Kauffman@NorthlaneCapital.com](mailto:Scott.Kauffman@NorthlaneCapital.com)  
 301.968.9227

**David Malcarney, Vice President**  
[David.Malcarney@NorthlaneCapital.com](mailto:David.Malcarney@NorthlaneCapital.com)  
 301.841.2006

**Ryan Sacco, Vice President**  
[Ryan.Sacco@NorthlaneCapital.com](mailto:Ryan.Sacco@NorthlaneCapital.com)  
 301.841.9720

**JJ Carbonell, Senior Associate**  
[JJ.Carbonell@NorthlaneCapital.com](mailto:JJ.Carbonell@NorthlaneCapital.com)  
 301.841.1420

**Based outside of Washington, D.C., Northlane Capital Partners ("NCP") makes control investments in North American middle market companies**

- Our four partners have worked together since 2003, leading a ten-person investment team that previously functioned as the mid-market buyout team at American Capital prior to spinning out as NCP in early 2017
- We are investing from a \$1 billion fund raised in 2014
- The fund has a global investment base including sovereign wealth funds, public pension funds, family offices and fund of funds

**We are seeking new platform investments with:**

- Minimum annual EBITDA of \$5 million
- Defensible market position
- Profitable operating history, high margins and stable, recurring revenue
- High quality management team with proven track record

**Rapid, decisive, experienced execution**

- Led by four partners who have worked together for 14 years
- Invested \$1.7 billion across 25 platform investments and completed more than 25 add-ons during that time
- Extensive network of industry contacts, including current and former portfolio company executives and directors (seven of whom are investors in the fund)







**Control Buyouts  
with Minimum  
EBITDA of \$5MM**

**Business  
Services**

**Healthcare**

**Industrial  
Technology**

**CURRENT PORTFOLIO**

Company	Description	Add-on Criteria
 brandmuscle	Tech-enabled marketing services platform helping nationally branded companies and their local affiliates create, execute, and fund brand and regulatory compliant marketing campaigns customized for the local market.	<ul style="list-style-type: none"> <li>• Local marketing services</li> <li>• Social and digital marketing</li> <li>• Funds and co-op management</li> </ul>
 PAR EXCELLENCE	Provider of automated supply chain management systems and support to healthcare organizations. The company's unique hardware and software solution optimizes medical supply inventory management.	<ul style="list-style-type: none"> <li>• Healthcare supply chain management providers</li> </ul>
 Potpourri	Multi-channel retailer with 15 diverse titles. Offers a broad product line of distinctive casual apparel, home décor, gifts and accessories that are unique or difficult to find.	<ul style="list-style-type: none"> <li>• Niche catalog retailers</li> </ul>
 Schulman IRB	Central Institutional Review Board ("IRB") focused on providing legally mandated oversight functions for research conducted on human subjects as part of the clinical trial process.	<ul style="list-style-type: none"> <li>• Central and local IRBs</li> <li>• Clinical research and regulatory compliance services</li> <li>• Compliance software and data analytics</li> </ul>
 Science Care	Non-transplant human tissue ("NTHT") bank providing human tissue to medical device companies, medical schools, hospitals, and other healthcare facilities for training and research purposes.	<ul style="list-style-type: none"> <li>• Regional and national NTHT banks</li> <li>• NTHT alternatives</li> <li>• Biospecimens and FDA panels</li> </ul>
 SMG	Worldwide provider of venue management and food/beverage services to owners of public assembly facilities, including arenas, stadiums, and convention centers.	<ul style="list-style-type: none"> <li>• Venue management services</li> <li>• Food and beverage providers to public assembly venues</li> <li>• Live content and event production</li> </ul>

## VERTICAL FOCUS AND REPRESENTATIVE INVESTMENTS

### Business Services

- Education & training
- Logistics & transportation
- IT services
- BPO
- Insurance services
- Transaction-based financial services
- Marketing services
- Software

### Healthcare

- Practice management & multi-site
- Life science tools & consumables
- Medical device contract manufacturing
- Healthcare IT & revenue cycle management
- Pharmaceutical outsourcing

### Industrial Technology

- Automation
- Test & measurement
- Engineered products
- Environmental services
- Industrial distribution

### Key Highlights

- |  |  |   |
|--|--|---|
| <ul style="list-style-type: none"> <li>• Continued trend towards outsourcing noncore services</li> <li>• Long-term customer relationships with recurring revenue base</li> <li>• Efficient service delivery through scale and / or technology</li> </ul> | <ul style="list-style-type: none"> <li>• Attractive demographic trends</li> <li>• Recession resistance</li> <li>• Outsourcing still in early stages</li> </ul> | <ul style="list-style-type: none"> <li>• Technology and domain expertise provide high barriers to entry</li> <li>• Global emphasis on productivity</li> <li>• Emerging market growth potential</li> </ul> |
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### Representative Investments – Current & Realized



Roadrunner Freight Systems, Inc.



Science Care

