



Northlane Capital Partners makes control investments in North American middle market companies

- Based outside of Washington, DC, our partners have worked together since 2003
- Currently seeking investment opportunities in middle market healthcare and business services companies with enterprise values of \$50-\$300 million

We target platform investments with:

- Minimum EBITDA of \$5 million (no minimum for portfolio company add-ons)
- Defensible market position
- Profitable operating history, high margins, and recurring revenue

Rapid, decisive, experienced execution

- Streamlined decision making with two partners on each deal team

Deep sector expertise in healthcare and business services

- Invested \$1.8 billion in the healthcare and business services sectors
- Extensive network of industry contacts, including current and former portfolio company executives and directors

**Rich Grant, Principal,
Business Development**

Rich.Grant@NorthlaneCapital.com

240.630.4961

JJ Carbonell, Partner

Justin DuFour, Partner

Sean Eagle, Partner

Scott Kauffman, Partner

Eugene Krichevsky, Partner

Chase Edmonds, Principal

Yong Cho, Vice President

Anna Ellingboe, Vice President

Matt Orozco, Vice President

Niche Market Leaders Providing Critical Outsourced Services

Recurring Investment Themes

Continued Trend
Toward Outsourcing

Low Cost of Service,
High Cost of Failure

Sustainable
Competitive
Advantages

Secular
Growth

Recession
Resistant

High Free
Cash Flow

Recurring
Revenue



BUSINESS SERVICES

Representative Subsectors

Data and Information
Services

Legal Services

Education, Training, and
Certification

Test and Measurement

HR Outsourcing

Transaction-Based
Financial Services

Insurance Services

Vertical Software



HEALTHCARE

Representative Subsectors

Behavioral Health

Lab Services

Dental Services

Medical Device Outsourcing












Employer Health Benefits

Pharmaceutical Services

Healthcare IT

Regulatory and Compliance

CURRENT PORTFOLIO ¹

	Company	Description	Add-on Criteria
Healthcare	 The Difference Card	Provider of healthcare cost containment solutions that enable employers to reduce healthcare costs without reducing employees' benefit levels or increasing employees' out-of-pocket expenses.	<ul style="list-style-type: none"> Healthcare cost containment solutions Health plan TPAs Health insurance service providers
	 Empower Community Care	Global behavioral health organization offering proprietary, scientifically-proven treatments, software, and related services to help at-risk youth, their families, and caregivers.	<ul style="list-style-type: none"> Evidence-based programs for at-risk groups Public safety and child welfare education Behavioral health software platforms
	 FIRMA CLINICAL RESEARCH Event-Driven Quality Business	Contract research organization providing remote visit, clinical operations, medical writing, data management and biostatistics services to biopharmaceutical and medical device companies.	<ul style="list-style-type: none"> Remote visit / in-home CROs Biostatistics and data management services Regulatory and other niche CRO services
	 Sai MedPartners	Consultancy providing strategic insights and analytics to the pharmaceutical, biotechnology, and medical device industries, with locations across the United States, Europe, and Asia.	<ul style="list-style-type: none"> Commercialization and market research services for the pharmaceutical and medical device industries
	 USDTL	Leading forensic toxicology laboratory testing for alcohol and substance use, primarily serving hospitals and health systems, court systems, and employers.	<ul style="list-style-type: none"> Forensic toxicology laboratories Clinical toxicology laboratories
Business Services	 CHOICE Financial Group	Acquisition-focused insurance agency specializing in property and casualty insurance and employee benefits services.	<ul style="list-style-type: none"> Agencies focused on property and casualty insurance and employee benefits Other specialty insurance services
	 Infobase	Provider of cloud-based educational solutions, integrating content, tools, and technology to foster lifelong learning and deliver interactive learning experiences.	<ul style="list-style-type: none"> Supplemental curriculum content Assessment solutions Career readiness content and technology
	 MULTITECH	Designer and manufacturer of components, devices, and end-to-end solutions for the industrial and commercial Internet of Things. The company primarily serves the hygiene, healthcare, infrastructure, and transportation end markets.	<ul style="list-style-type: none"> Software and application development Technology and IoT capabilities
	 Plus Delta PARTNERS	Leading provider of specialized fundraising training and tools designed to enable higher education institutions, healthcare organizations, and other non-profits to maximize donor contributions.	<ul style="list-style-type: none"> Fundraising training and consulting services Fundraising technology solutions Other fundraising and donor engagement solutions
	 stellar Public Adjusting Services Professional Insurance Claim Representation	Specialty insurance consultancy providing professional representation to business and property owners during the property insurance claims process.	<ul style="list-style-type: none"> Public adjusting firms Insurance claims consulting services Disaster recovery services
	 winmo	Provider of sales intelligence content via a SaaS database platform to professionals who target national advertisers and their agencies across the US and the UK.	<ul style="list-style-type: none"> Information, tools and service providers that support B2B sales efforts in the advertising industry

SELECT REALIZED PORTFOLIO ²

Business Services			Healthcare		
 aptara Transforming Content into Knowledge	 brandmuscle.	 CIBT	 ADVARRA advancing better research	 AFFORDABLE DENTURES & IMPLANTS	 AVALON Polymer Solution Casting
 Discovery Data	 extream software	 SoilSafe.	 MARINA MEDICAL BILLING SERVICE	 PAR EXCELLENCE	 Science Care
 triVIN	 Western Wats	 WESTON SOLUTIONS an employee-owned company	 VMG HEALTH WE VALUE HEALTHCARE	 WRH, Inc.	

¹ Reflects current portfolio companies completed under Northlane Capital Partners' strategy of investing in lower middle market control buyouts in the business services and healthcare sectors.

² Represents control equity investments made by the NCP partners in the business services and healthcare sectors while at NCP and their predecessor firm. These investments do not represent an active portfolio and were held across multiple investment vehicles. Investment summaries provided here in are for illustrative purposes only and are not necessarily representative of investments that will be made in the future.