



McCarthy  
Capital

# Growing businesses in partnership with management.

McCarthy Capital is a private-equity firm focused on being the ideal partner for management teams, founders and families. We specialize in supporting management teams, who retain operating control and meaningful ownership, in growing their business. We provide capital, guidance and strategic resources to the people and companies in which we invest - our partners.

## What sets us apart?

1. Partnerships that center on supporting management
2. A proven, value-added approach to driving growth
3. Preference to invest in common equity alongside management teams
4. Willingness to be minority investors
5. Long-term perspective and preference for longer investment hold periods
6. Limited financial leverage and no consulting fees charged to our portfolio companies
7. Our experience and strong track record

# Investments - Current\*



Overland Park, KS  
Healthcare Software  
*Recap & Growth*



Omaha, NE  
Medical Staffing  
*Recapitalization*



Troy, MI  
SaaS Technology Solutions  
*Recapitalization*



Gloucester, MA  
Retail Software  
*Recap & Growth*



North Andover, MA  
Storage Software Solutions  
*Recap & Growth*



Kansas City, MO  
Real Estate Services  
*Recap & Growth*



Omaha, NE  
Security Franchisor  
*Recap & Growth*



Long Island City, NY  
Healthcare Software  
*Recap & Growth*



Glen Allen, VA  
Engineering Software  
*Recapitalization*



Charlotte, NC  
Equipment Maintenance  
Management  
*Recapitalization*



Plano, TX  
Relocation Management  
*Management Buyout*



Phoenix, AZ  
Environmental Consulting  
*Recapitalization*



Shawnee, KS  
Communication  
Solutions Provider  
*Recapitalization*



Orlando, FL  
Security Software  
*Recap & Growth*



Des Moines, IA  
Senior Living Services  
*Recap & Growth*



San Diego, CA  
Mortgage Banking  
*Recap & 2015 Distribution*

## Investments - Realized\*



Omaha, NE  
Security Solutions  
*Realized 2009*



Omaha, NE  
Multifamily Mortgage Loans  
*Realized 2015*



Des Moines, IA  
Insurance Brokerage  
& Financial Services  
*Realized 2015*



Omaha, NE  
SaaS Technology  
*Realized 2015*



Sidney, NE  
Specialty Retailer  
*Realized 2010*



Omaha, NE  
Technology Solutions  
*Realized 2011*



Boston, MA  
Hosted Communications  
*Realized 2016*



Omaha, NE  
Business Consulting  
*Oracle Practice Realized 2013*



Omaha, NE  
Travel Nurse Staffing  
*Realized 2015*



Cedar Rapids, IA  
Radio Operator  
*Realized 2014*



Charlotte, NC  
Data Center Operator  
*Realized 2010*



Wichita, KS  
Specialty Manufacturer  
*Realized 2014*

McCarthy Capital has a strong track record of partnering with management teams and creating long-term value.

*\*The investments listed under Current and Realized represent a selection of those investments consistent with our current investment criteria. For a complete listing, please contact us.*

## Investment Focus

Our investment focus has not changed since our founding — we grow businesses in partnership with management teams pursuing a variety of strategies for creating long-term value. We partner with companies having growth potential, established profitability and proven management who retain operating control and significant ownership.

### Transaction characteristics

- Equity investments of \$10 million - \$50 million
- Majority or minority positions
- Growth equity investments, management buyouts and recapitalizations
- Management-friendly capital, typically holding common equity alongside management

### Company

- Annual revenue of at least \$15 million
- Demonstrated profitability
- Proven business models, an established customer base and market share
- Scalable businesses with a preference for recurring revenue

### People

- Established management teams with a demonstrated track record for growth and profitability
- Management with a significant ownership position in the company, representing most of their financial net worth

### Products/Services

- Products and/or services that are branded or proprietary
- Products and/or services that generate consistent operating earnings

### Markets

- Markets with favorable growth prospects — either through participation in growing industries, market share expansion, industry consolidation or innovative business strategies

### Not pursuing investments in the following:

- Transactions where management does not desire to retain meaningful ownership
- Real estate
- Early or venture capital stage businesses
- Broad auction processes

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