



McCarthy  
Capital

# Growing businesses in partnership with management.

McCarthy Capital is a private-equity firm focused on being a value-added 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. Our experience, values and strong track record
4. Flexible capital with a preference to invest in common equity alongside management teams and a 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

## 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 \$15 million - \$75 million
- Majority or minority positions
- Growth equity investments, management buyouts and recapitalizations
- Management-friendly capital, typically holding common equity alongside management

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[mccarthycapital.com](http://mccarthycapital.com)

### Company

- Annual revenue of at least \$10 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
- Broad auction processes

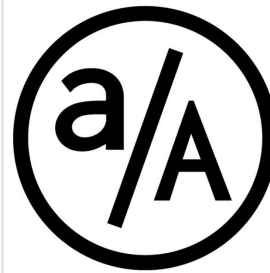
# Investments - Current\*



Philadelphia, PA  
Medical Staffing  
*Recapitalization*



Houston, TX  
Training Software  
*Recapitalization*



San Francisco, CA  
Education  
*Recap & Growth*



Los Angeles, CA  
Real Estate Technology  
*Recap & Growth*



Annapolis, MD  
Telecommunications  
*Recapitalization*



Troy, MI  
Healthcare  
*Recapitalization*



Needham, MA  
Smart Waste Solutions  
*Recap & Growth*



Lincoln, NE  
E-Commerce  
*Recap & Growth*



Orlando, FL  
Consumer Retail  
*Recap & Growth*



Denver, CO  
Media & Internet  
*Recapitalization*



Omaha, NE  
HR Technology  
*Recap & Growth*



Lawrenceville, GA  
Wireless Accessories  
*Recapitalization*



Aurora, CO  
Consumer Retail  
*Recap & Growth*



Omaha, NE  
Consumer Retail  
*Recap & Growth*



Overland Park, KS  
Healthcare Software  
*Recap & Growth*



Omaha, NE  
Medical Staffing  
*Recapitalization*

## Investments - Realized\*



Orlando, FL  
Security Software



Des Moines, IA  
Insurance Brokerage  
& Financial Services



Omaha, NE  
SaaS Technology



Boston, MA  
Hosted Communications



Long Island City, NY  
Healthcare Software



Omaha, NE  
Travel Nurse Staffing



Charlotte, NC  
Data Center Operator



Charlotte, NC  
Equipment Maintenance  
Management



North Andover, MA  
Data Storage Software



Omaha, NE  
Security Franchisor



Glen Allen, VA  
Engineering Software



Wichita, KS  
Consumer Products

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 sample selection of investments most relevant with our current investment criteria. For a complete listing, please contact us.*