



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 \$20 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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Boston Office

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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
- Managers 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 differentiated
- 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
- Broad auction processes

Investments - Current*



Multinational
Web Hosting
Recap & Growth



Roswell, GA
Business Services & Software
Recap & Growth



San Diego, CA
Software
Recapitalization



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



Lawrenceville, GA
Wireless Accessories
Recapitalization



Aurora, CO
Consumer Retail
Recap & Growth



Omaha, NE
Consumer Retail
Recap & Growth

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



Omaha, NE
HR Technology



Charlotte, NC
Equipment Maintenance
Management



North Andover, MA
Data Storage Software



Omaha, NE
Security Franchisor



Shawnee, KS
Communications Solutions
Provider



Glen Allen, VA
Engineering Software

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.*