

GAINLINE INVESTMENT CRITERIA

Investment Profile

- Seek to be first institutional investor in platform investments
 - Partner with founder, family-owned businesses, corporate carve-outs
- Typically majority / control transactions
- Flexible hold period, often 3-7 years
- \$1.4 billion of assets under management ⁽¹⁾
 - Actively investing out of \$400mm Fund II
 - Significant co-investor support

Company Profile

- Headquartered in North America
- Minimum EBITDA of \$5 million for platform investments
 - No minimum for add-on investments
- Representative industries include:
 - Business Services
 - Niche Manufacturing
 - Consumer
 - Logistics and Transportation Services

GAINLINE APPROACH

- ✓ **Founder Friendly:** We are partnership-oriented, patient and thoughtful
- ✓ **Execution Expertise:** We strive to be the “easy button” for founder and family-owned businesses
- ✓ **Comfort with Complexity:** Ability to close through complexity with speed
- ✓ **Partnership and Strategic Resources:** We provide strategic guidance, a vast network of experienced executives, expertise, acquisition/financing support and other resources necessary to drive value
- ✓ **Structure and Alignment:** We structure investments to provide ample balance sheet flexibility and take a conservative approach to leverage. We work to create meaningful economic incentive plans for management to align interests and enable companies to attract and retain talent

INVESTMENT TEAM

Allan Weinstein
Managing Partner

Rick Sullivan
Managing Partner

Kerri McNicholas
Partner

Rob Dellinger
Partner

Harry Clouston
Principal

Zach Greenspan
Vice President

Robert Witman
Vice President

Michael O’Gara
Senior Associate

Zach Barrett
Senior Associate

Jacob Pion
Associate

Cooper Sande
Associate

Nick Nolan
Associate

(1) Including investor and management co-investments

PORTFOLIO

	Garnet Valley, PA	IMS provides audiovisual event staging, systems integration, and managed services solutions to enterprise-level customers across the U.S.	Active Seeking Add-Ons
	Edison, NJ	M&M manufactures and distributes small-diameter stainless steel tubing for medical devices	Active Seeking Add-Ons
	North Salt Lake, UT	Harvest Right designs, produces and distributes the first, and only widely available, in-home freeze dryer	Active Seeking Add-Ons
	New York, NY	Galaxy is a leading vertically integrated brand owner, brand manager and sourcing company focused on footwear in the global outdoor and athletic industry	Active Seeking Add-Ons
	The Woodlands, TX	Atlantic Energy is an energy retailer providing electricity and natural gas through value-added smart-home bundles	Active Seeking Add-Ons
	Vancouver, WA	Core Health & Fitness is a global provider of commercial fitness equipment. Brands include Stairmaster, Schwinn, Nautilus, StarTrac and others	Active Seeking Add-Ons
	New York, NY	WellStat provides air quality monitoring solutions, energy management software and demand response services to large commercial electricity customers	Active Seeking Add-Ons
	Pontotoc, MS	Southern Motion designs, manufactures and markets upholstered furniture for the residential furniture industry	Active Seeking Add-Ons
	Fort Worth, TX	Source Advisors is a global provider of specialized tax and financial consulting solutions helping companies optimize tax incentives	Realized Multiple Add-Ons Completed

EXECUTIVE TESTIMONIALS

“Gainline has been an invaluable partner in Core Health & Fitness’s growth journey. Their thoughtful guidance, steady support, and deep understanding of our industry have empowered us to scale globally. Their collaborative, long-term approach has made a meaningful difference in our business.” ⁽²⁾

Bryan O’Rourke, CEO -- Core Health & Fitness



“Gainline has been an excellent partner to Atlantic. Even through periods of challenging market conditions, they have helped us stay focused on building a sustainable, resilient business. Not only do we value their partnership, we genuinely enjoy working with them day in and day out.” ⁽²⁾

Rob Cantrell, CEO -- Atlantic Energy



(2) These endorsements are provided by Gainline Portfolio Company executives. Neither Mr. O’Rourke nor Mr. Cantrell have received cash or non-cash compensation from Gainline or any other entity in exchange for their statements and any such compensation arrangement may create a conflict of interest as they may have an incentive to recommend Gainline due to the compensation received.