



#### GAINLINE INVESTMENT CRITERIA

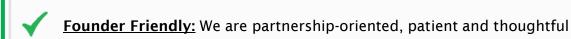
**Investment Profile** 

- Seek to be first institutional investor in platform investments
  - o 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



**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**

**Rick Sullivan** Kerri McNicholas **Rob Dellinger** Allan Weinstein Managing Partner Managing Partner Partner Partner

**Harry Clouston** Zach Greenspan Robert Witman Michael O'Gara Vice President Vice President Principal Senior Associate

**Zach Barrett** Jacob Pion Cooper Sande **Nick Nolan** Associate Associate Associate Associate

(1) Including investor and management co-investments



## **PORTFOLIO**

INS TECHNOLOGY SERVICES	Garnet Valley, PA	IMS provides audiovisual event staging, systems integration, and managed services solutions to enterprise-level customers across the U.S.	<b>Active</b> Seeking Add-Ons
INTERNATIONAL	Edison, NJ	M&M manufactures and distributes small-diameter stainless steel tubing for medical devices	<b>Active</b> Seeking Add-Ons
HARVESTRIGHT	North Salt Lake, UT	Harvest Right designs, produces and distributes the first, and only widely available, in-home freeze dryer	<b>Active</b> Seeking Add-Ons
GALAXY	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	<b>Active</b> Seeking Add-Ons
Atlantic <b>Energy</b>	The Woodlands, TX	Atlantic Energy is an energy retailer providing electricity and natural gas through value-added smart-home bundles	<b>Active</b> Seeking Add-Ons
CORE HEALTH & FITNESS	Vancouver, WA	Core Health & Fitness is a global provider of commercial fitness equipment. Brands include Stairmaster, Schwinn, Nautilus, StarTrac and others	<b>Active</b> Seeking Add-Ons
WellStat	New York, NY	WellStat provides air quality monitoring solutions, energy management software and demand response services to large commercial electricity customers	<b>Active</b> Seeking Add-Ons
Southern Motion	Pontotoc, MS	Southern Motion designs, manufactures and markets upholstered furniture for the residential furniture industry	<b>Active</b> Seeking Add-Ons
SOURCE A D V I S O R S	Fort Worth, TX	Source Advisors is a global provider of specialized tax and financial consulting solutions helping companies optimize tax incentives	<b>Realized</b> 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."

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

CORE

"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."

Rob Cantrell, CEO -- Atlantic Energy

