

# MID OCEAN Partners

## PLATFORM INVESTMENT CRITERIA

- Enterprise Value: \$150 - \$750+ million
- Equity Investment: \$50 - \$300+ million
- Transaction Structure: Flexible fund mandate with preference for majority ownership
- Geography: North America HQ

## INVESTMENT THEMES

### Consumer:

- Auto Aftermarket
- Franchise Services
- Food & Beverage
- Food Value Chain & Ingredients
- Outdoor Recreation
- Pet
- Residential Services

### Business Services:

- Content & Commerce
- Data & Info Services
- Healthcare Services
- Human Capital & Professional Services
- Infrastructure & Utility Services
- Upskilling & Certification

## INVESTMENT INQUIRIES

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## Other Portfolio Companies Considering Add-Ons:

- LegalShield
- Questex
- Image Skincare
- TravelPro
- KidKraft

## PORTFOLIO COMPANY ADD-ON ACQUISITION CRITERIA

### AFFINITY DENTAL

Provides comprehensive practice management and administrative support services for practices in: NY, MA, CT, and VT.

- Products / Services: General and specialty dental practices
- Geography: New England and New York regions
- Financial Parameters: \$3mm - \$15mm Revenue; \$0.5mm - \$3mm EBITDA

### CASPER'S

Leading frozen novelty manufacturer sold under FatBoy, Jolly Llama and ChurnBaby brands.

- Products / Services: Ice cream sandwiches, cones, bars, sticks, cups, and other frozen novelty formats
- Geography: North America
- Financial Parameters: Up to \$25mm EBITDA

### CLOYES

Global designer, developer, manufacturer, and distributor of mission-critical timing drive systems and components for the automotive aftermarket.

- Products / Services: Internal and external engine parts, and battery electric vehicle components selling to the automotive aftermarket
- Geography: Global
- Financial Parameters: Up to \$20mm EBITDA

### FLORIDA FOOD PRODUCTS

Functional, clean label ingredient solutions for the food and beverage industry.

- Products / Services: Functional and sensory ingredients for the food and beverage markets
- Geography: Global
- Financial Parameters: \$10mm - \$100mm Revenue

### FULLSPEED AUTOMOTIVE

Leading multi-branded auto aftermarket services platform with both company owned and franchised locations across the U.S. and internationally.

- Products / Services: Multi-unit auto aftermarket providers of oil change, general repair and services, car washes, tire sales, and other ancillary auto services
- Geography: North America
- Financial Parameters: Up to \$25mm of EBITDA

### GHR HEALTHCARE

Diversified healthcare and education staffing company.

- Products / Services: Staffing services including travel nursing, local nursing, allied and behavioral health, education, IT, revenue cycle management, interim leadership, permanent placement, and managed services provider offering
- Geography: North America
- Financial Parameters: Up to \$15mm of EBITDA

### INTERVISION SYSTEMS

Leading IT solutions, consulting services, and managed service provider.

- Products / Services: IT solutions vendors, IT professional services, managed service providers, value-added resellers
- Geography: North America
- Financial Parameters: Up to \$25mm of EBITDA

### LOUISIANA FISH FRY

Category-leading, Louisiana-inspired flavors and seasonings platform.

- Products / Services: Regional authentic sauces, seasonings, spices, mixes, and coatings
- Geography: North America
- Financial Parameters: Up to \$20mm EBITDA

### LYNX FRANCHISING

Leading multi-brand franchise platform focused on commercial and industrial services with core offerings in cleaning and disinfecting, disaster remediation, and virtual office services.

- Products / Services: Businesses operating with a franchise model in residential, commercial, industrial, professional, and other B2B services
- Geography: North America
- Financial Parameters: Up to \$10mm of EBITDA

### MUSIC REPORTS

Provider of music rights data, administration, and management services.

- Products / Services: Distribution, royalty, licensing, marketing, and other administrative services to owners and/or users of intellectual and creative property (audio, video, and print)
- Geography: Global
- Financial Parameters: Up to \$25mm of EBITDA

### PRAGMATIC INSTITUTE

Professional training and certification services in product management, data analytics, and design to enterprise markets.

- Products / Services: Training and upskilling businesses serving professional learners
- Geography: Global
- Financial Parameters: Up to \$10mm EBITDA

### ZONDA

Comprehensive data, information, and advisory services platform for the residential construction industry.

- Products / Services: Data, SAAS and technology-enabled services related to residential, multi-family, and commercial construction
- Geography: Global, primary focus is North America
- Financial Parameters: Up to \$50mm EBITDA