

# We're Built to Build Businesses

## Audax Private Equity Flagship Strategy

### Our Platform Investment Criteria

- Market Leading Position
- Proven Management
- Industry Structure Consistent With Buy & Build Strategy
- Multiple Exit Opportunities
- High Free Cash Flow Conversion
- Strong EBITDA Growth Prospects
- Sustainable Competitive Advantages

**\$15MM-80MM**

ANNUAL EBITDA, FLAGSHIP FUND

**\$125MM-800MM**

TOTAL ENTERPRISE VALUES, FLAGSHIP FUND

**BUSINESS SERVICES, CONSUMER,  
FINANCIAL SERVICES, HEALTHCARE,  
INDUSTRIAL SERVICES & TECHNOLOGIES,  
SOFTWARE & TECHNOLOGY**

SIX CORE INDUSTRIES - FLAGSHIP & ORIGINS

### Transformational Growth

Our Buy & Build approach is the cornerstone of our model. We focus on equity investments in market-leading middle market companies that are poised for growth, then partner with management to drive value creation, build winning teams, and accelerate results. We contribute extensive capabilities and experience in organic revenue acceleration, operational improvements, and capital market efficiencies.

## Audax Private Equity Origins Strategy

**AUDAX' ORIGINS STRATEGY FOCUSES ON LEVERAGED INVESTMENTS IN LOWER MIDDLE MARKET COMPANIES. THE STRATEGY IS MANAGED BY A DEDICATED INVESTMENT TEAM AND EXPANDS ON AUDAX' HISTORIC FOCUS IN THE MIDDLE AND LOWER MIDDLE MARKET WITH AN ESTABLISHED POOL OF CAPITAL.**

### Origins Strategy Investment Criteria

**\$5MM-15MM**

ANNUAL EBITDA AT ENTRY, ORIGINS FUND

**UP TO \$125MM**

TOTAL ENTERPRISE VALUE, ORIGINS FUND

### Origins Strategy Highlights:

- Control investments in a diversified portfolio of lower middle market companies
- Strong value orientation and a tailored approach to growing and transforming target businesses
- Complementary to Audax' flagship strategy
- Businesses with transformative growth opportunities from Audax' platform sourcing engine
- Invest in company management teams and business infrastructure to accelerate growth and scale
- Leverage broad investment team, industry group specialization, and strategic resources to facilitate platform execution and ongoing management of investment

### Audax Private Equity by the Numbers

**85+**

INVESTMENT PROFESSIONALS

**15**

AVG. YEARS MANAGING DIRECTOR TENURE

**160+**

PLATFORM INVESTMENTS

**1,200+**

ADD-ON ACQUISITIONS

**\$5.25B**

FLAGSHIP FUND VII (2023)

**\$774M**

ORIGINS FUND I (2023)

**\$16B**

TOTAL ASSETS UNDER MANAGEMENT

**\$4.1B**

CAPITAL FROM EMPLOYEES (SINCE INCEPTION)

*As of July 11, 2023*

### Business Development

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### Senior Investment Team

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Keith R. Palumbo  
Jay W. Petricone  
Timothy J. Porter  
Joseph P. Rogers, Jr.  
Gregory S. Smith  
Harold A. Thomas, Jr.  
Stephen J. Weaver  
David J. Wong

### BUSINESS SERVICES



**2022** - Tech-enabled provider of employee testing, screening and workplace health and safety solutions



**2022** - Leading provider of high quality commercial landscaping services across the western United States



**2021** - Network solutions provider that designs, builds, and maintains next-gen wireless and wireline networks and critical infrastructure.



**2021** - Provider of air-cargo and ramp handling, small parcel, and security services to the aviation industry



**2020** - Provider of end-to-end pallet management services across the U.S. and Canada



**2019** - Consulting and software analytics service provider to the healthcare industry



**2018** - Direct-to-jobsite distributor of tools and equipment to contractors



**2018** - Provider of outsourced transportation services to K-12 students with special needs



**2017** - Distributor of specialty fasteners and c-class components to the aerospace and defense markets

### CONSUMER



**2022** - A developer and operator of company-owned salon-suite locations for beauty care professionals



**2021** - Direct-to-consumer provider of repair and remodel products and services



**2021** - Provider of custom-fit automotive, RV, and boat aftermarket protection accessories



**2019** - Direct-to-consumer provider of home and building solutions



**2018** - Supplier of dance recital costumes, competition costumes, footwear, and dancewear

### FINANCIAL SERVICES



**2023** - Boston-based RIA offering wealth management and investment advisory to HNW and UHNW clients.



**2022** - Canadian wealth manager providing wealth management advisory services to HNW clients.



**2021** - Provider of valuation and DCI advisory, investment banking, and transaction advisory services

### HEALTHCARE



**2023** - Drug CDMO providing formulation, development, analytical and stability testing and aseptic fill-finish manufacturing services.



**2023 (Origins)** - Doctor-led DSO managing general dentistry, periodontics, orthodontics, prosthodontics and oral surgery practices.



**2022 (Origins)** - A national franchisor and direct provider of physician-supervised weight loss and wellness clinics



**2021** - Veterinary practice management group



**2021** - Designer and manufacturer of healthcare-focused equipment mounting and mobility solutions



**2020** - Manufacturer, developer, and distributor of branded consumable products for diagnostics markets



**2020** - U.S. kidney care platform



**2019** - Leader in real world evidence through syndicated registry data and analysis services



**2019** - Provider of special and alternative education and pediatric mental health solutions for children with complex challenges



**2019** - Provider of musculoskeletal care services



**2019** - Provider of branded and private label single-use surgical products



**2019** - Otolaryngology (ear, nose, throat) physician practice management business



**2019** - Provider of applied behavioral analysis ("ABA") therapy to children with autism



**2018** - Provider of outpatient physical therapy services



**2017** - Provider of fluid management and patient temperature management solutions



**2016** - Provider of urologic care, as well as surgical centers, pharmacy, radiation therapy, and uropathology



**2015** - Provider of adult day-health services



**2014** - Regional provider of dental services in the Northeastern U.S.

### INDUSTRIAL SERVICES & TECHNOLOGIES



**2023** - Distributor of high-performance specialty adhesives, sealants, solder, epoxies and composite process materials



**2022** - Manufacturer of consumable, mission-critical air filtration products.



**2022** - Provider of wireless connectivity solutions to OEMs across several end markets



**2022 (Origins)** - Provider of industrial boiler service & maintenance, equipment sales and rentals



**2022** - Provider of sanitary flow components to producers of foods, beverages and pharmaceuticals.



**2021** - Leading independent self-performing HVAC/R service provider.



**2021** - Solve Industrial Motion Group is a provider of high-quality power transmission components and industrial-grade bearings



**2021** - S.J. Electro Systems is a manufacturer and systems integrator of liquid level and flow controls



**2019** - Distributor of wire & cable and connectivity solutions to industrial, telecom and automation markets.



**2019** - Fabricator, converter, and distributor of electrical process materials and related parts



**2017** - Provider of non-hazardous liquid waste management and disposal services



**2015** - Justrite Manufacturing Company manufactures branded industrial safety products focused on asset protection and regulatory compliance



**2015** - Provider of specialty cutting tools and tool holders for the building materials and general industrial markets



**2015** - Producer of ruggedized wire, cables and interconnect assemblies for harsh industrial applications



**2015** - ICP Group is a formulator of specialty chemical products including coatings and adhesives for construction and industrial markets



**2014** - Designer and manufacturer of engineered display, lighting, and passenger communication systems



**2011** - Manufacturer of material processing parts and equipment for coal, oil and gas application

### SOFTWARE & TECHNOLOGY



**2022** - BlueCat Networks provides mission-critical, infrastructure software for network control, automation, and security



**2021** - Provider of precision-demand marketing to help develop and deliver B2B omnichannel strategies.



**2021** - Cyber threat intelligence provider, known for visibility into internet-based malevolence and behavior-based cyber intelligence



**2021** - Provider of actionable threat intelligence and intelligence automation for commercial and government customers



**2020** - Provider of web-based tools for building and deploying integrations between applications



**2020** - Kofile Technologies is a tech-enabled provider of information preservation, retention, and compliance services for local governments



**2020** - Software provider of applications supporting digital transformation of processes for state and local governments



**2019** - Consumer-engagement software for brands to manage and respond to consumer-initiated interactions