

# Focused Partners for Growth

Integrity • Discipline • Relationships

## **Investment Focus**

#### **Target Sectors:**

- Technology-enabled business services
- Education services
- Communication services
- Media services

Business Model Characteristics: Strong margin profile, high free cash flow conversion, attractive growth prospects, favorable competitive position, barriers to entry, long-term contracts and customer relationships

Platform Target Revenue: \$10 million - \$100 million

Platform Target EBITDA: \$2 million - \$20 million

EV Target Range: \$30 million - \$250 million

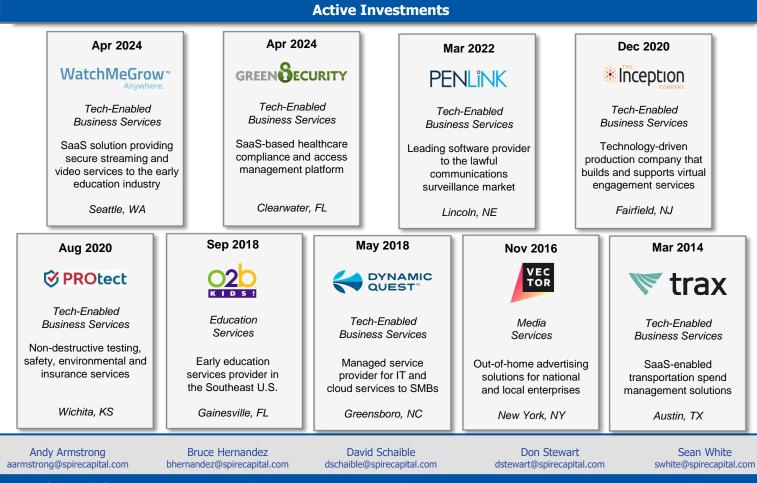
**Transaction Type:** Middle market buyouts, lead and control majority investments, founder recapitalizations and buy and build scenarios

Geography: Headquartered in North America

### **Current Spire Focus Areas**

- **Behavioral Health**
- Cybersecurity
- Early Education
- **Education Technology & Solutions**
- Government Technology
- **HCM Technology & Services**
- Healthcare Technology / Telehealth
- Hyper Automation / Robotic Process Automation

- IT Services
- Legal Technology / Governance Risk Compliance
- Marketing Technology
- Real Estate Technology
- **Records Management**
- Supply Chain Technology / Transportation Spend Management
- Testing Inspection Certification and Compliance / Food Safety Health
- Vertical & Professional Education / Regulated & Compliance Training

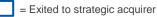


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# **Representative Past Investments**





Note: Other past Spire Capital investments include OCM, Highline Media, Encoda Systems, American Community Newspapers, InnerHost, Inflow Group, Vivax, Nassau Broadcasting, Skymall, Ariston Global, Patriot Media, and Professional Bull Riders. Updated as of December 2023.