

# **Focused Partners for Growth**

Integrity • Discipline • Relationships

## Why Partner with Spire Capital?

Since its inception in 2000, Spire Capital has managed over \$1 billion of committed capital and has completed 32 platform investments and over 115 add-on acquisitions.

- · Significant expertise investing and operating in our target sectors with a focus on accelerating growth
- Robust Executive-in-Residence program
- · Spire's collaborative approach and key relationships enhance strategic guidance and drive business performance
- · Proven speed to close for both platform and add-on acquisitions
- · Track record of building companies valued by strategic buyers

#### **Investment Focus**

#### **Target Sectors:**

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

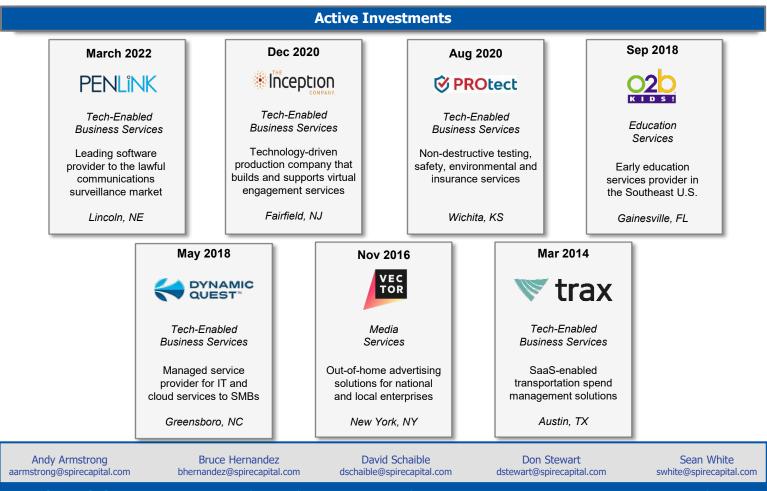
Platform Target Revenue: \$10 million - \$100 million

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

**Size:** \$10 million – \$60 million

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

**Geography:** Headquartered in North America



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**Spire**Capital

### **Representative Past Investments**



= Exited to strategic acquirer

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 June 2022.