

GAIN/LINE

CAPITAL PARTNERS

Gainline Capital Partners is a middle market private equity firm. The Gainline team has a long history of working together to execute investments and create value. The firm invests in cash flow positive companies and partners with management teams to help execute their vision while driving sustainable growth and long term value.

GAINLINE INVESTMENT CRITERIA

Investment Profile

- Enterprise value up to \$250 million
- Equity investments of up to \$75 million per transaction
- Transaction types include buyouts; recapitalizations; management buyouts; corporate carveouts and divestitures; add-on acquisitions; investments to facilitate transitions in founder owned businesses
- Flexible hold period, typically 3-7 years
- Seek to be first institutional investor

Company Profile

- Headquartered in North America
- Minimum EBITDA of \$5 million for platform investments; no minimum for add-on investments
- Strong management team, defensible barriers to entry, proven value proposition, identifiable growth opportunities or operational improvements, existing or path to sustainable competitive advantage
- Representative industries include Business Services, Niche Manufacturing, Consumer, Logistics and Transportation Services

GAINLINE APPROACH

Partnership and Strategic Resources We believe that a strong management team is critical to an investment's success. We aim to partner with best in class teams and develop collaborative relationships to help achieve goals and accelerate growth. In doing so, we provide strategic guidance, a vast network of experienced executives with operational or industry specific 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 aim to drive value through growth and enhanced performance rather than through financial engineering. We work to create meaningful economic incentive plans for management to align interests and enable companies to attract and retain talent

Execution Expertise: We take pride in our team's integrity and commitment to doing what we say we will do. We are a dynamic, agile team that can provide speed and certainty of close

Comfort with Complexity: We recognize that founding, operating and growing a business can be challenging. We dive deep to understand a company's true value potential and to develop a plan to operate through situations that may deter other buyers

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CURRENT PORTFOLIO



Based in New York, NY, iES MACH provides grid relationship management software and demand response services to large commercial electricity customers through its cloud-based platform, The Energy Desk™.



Based in Pontotoc, MS, Southern Furniture Industries designs, manufactures and markets upholstered furniture for the residential furniture industry with the ability to produce and ship millions of custom configurations in 17-21 days.



Based in Vancouver, WA, Core Health & Fitness is a vertically integrated global manufacturer of commercial fitness equipment with a strong market presence across cardio, strength, group cycling and high-intensity interval training equipment. Core's innovative, high-quality products are sold under the iconic brands StairMaster, Schwinn, Nautilus, Star Trac and Throwdown.



Based in Fort Worth, TX, Source Advisors is a leading provider of tax incentive solutions to middle-market companies throughout the United States.



Based in New York, NY, is a leading vertically integrated brand owner, brand manager and sourcing company in the global outdoor and athletic industry.



Atlantic Energy, headquartered in Deerfield Beach, FL, is an energy retailer providing electricity and natural gas through value-added bundles to provide customers with tools to proactively manage and ultimately reduce their energy consumption.

EXECUTIVE TESTIMONIALS

"Gainline demonstrated consistently throughout the process why they are an excellent partner for entrepreneur-driven companies"

Roger Bland, CEO - Southern Furniture Industries

"Gainline has been a tremendous partner in helping set the foundation for taking our business through the next phase of growth. We look forward to continuing to collaborate on everything from day-to-day blocking and tackling to strategic big-picture conversations"

Brock Nigg, CEO and Founder - iES MACH

"CSAT has had the pleasure of working with the principals at Gainline for many years. They have helped us become the leading reverse logistics company in our sector and have proven to be patient, disciplined and thoughtful partners"

Dick VanDeventer, CEO - CSAT Solutions

ADDITIONAL EXPERIENCE



Represents select companies that the firm's principals have been involved with as officers or directors. Full historical experience available upon request