

# 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

**\$20MM-80MM**

ANNUAL EBITDA, FLAGSHIP FUND

**\$200MM-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 we believe are poised for growth, then partner with management with the aim of driving value creation, building winning teams, and accelerating 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-20MM**

ANNUAL EBITDA AT ENTRY, ORIGINS FUND

**UP TO \$200MM**

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 seeking 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

**100+**

INVESTMENT PROFESSIONALS

**15**

AVG. YEARS MANAGING DIRECTOR TENURE

**170+**

PLATFORM INVESTMENTS (SINCE INCEPTION IN 1999)

**1,350+**

ADD-ON ACQUISITIONS (SINCE INCEPTION IN 1999)

**\$5.25B**

FLAGSHIP FUND VII (2023)

**\$774MM**

ORIGINS FUND I (2023)

**\$4.1B**

CAPITAL FROM EMPLOYEES (SINCE INCEPTION IN 1999)

**\$19B**

TOTAL ASSETS UNDER MANAGEMENT\*

\*As of June 30 2024

### Business Development

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### Senior Investment Team

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John Mitchell  
Andrew Oliver  
Keith Palumbo  
Jay Petricone  
Timothy Porter  
Joseph Rogers, Jr.  
David Santoni  
Gregory Smith  
Stephen Weaver  
David Wong

### BUSINESS SERVICES



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



2022 - 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



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



2023 - Tire retailer and automotive aftermarket service company with a strong presence in the Midwest



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



2018 (Consumer/Business Services) - Supplier of dancewear, competition costumes, and footwear

### FINANCIAL SERVICES



2024 - Accounting firm that provides audit, tax, advisory, and payroll services to private businesses in the U.S.



2023 - Insurance brokerage focused on commercial P&C, EB, surety and risk management 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



2024 - Provider of clinical trial and laboratory supply chain services to pharma and biotech companies, CROs, and diagnostic laboratories.



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



2022 (Origins; Healthcare/Consumer) - A national franchisor and direct provider of physician-supervised weight loss and wellness clinics



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 - An established kidney care physician practice management business



2019 - A vertically integrated provider of musculoskeletal care services



2019 - An otolaryngology (ear, nose and throat, or "ENT") services physician practice management business



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



2018 - Provider of outpatient physical therapy services based in Pennsylvania



2017 - Provider of fluid management and patient temperature management solutions

### INDUSTRIAL SERVICES & TECHNOLOGIES



2024 - Provider of commercial and industrial generator sets offering full suite of new generator sales, rentals, and maintenance services



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 - Established independent self-performing HVAC/R service provider



2021 - Provider of high-quality power transmission components and industrial-grade bearings



2021 - Manufacturer and systems integrator of liquid level and flow controls



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



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



2015 - Manufacturer of branded industrial safety products focused on asset protection and regulatory compliance



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



2015 - 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

### SOFTWARE & TECHNOLOGY



2023 - Cybersecurity solutions provider enabling organizations to make smarter decisions and minimize risk



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