

## GAINLINE INVESTMENT CRITERIA

### Investment Profile

- Seek to be first institutional investor in platform investments
  - Partner with founder, family-owned businesses, corporate carve-outs
- Typically majority / control transactions
- Flexible hold period, often 3–7 years
- \$1.3+ billion of assets under management <sup>(1)</sup>
  - Actively investing out of \$400mm Fund II
  - Significant co-investor support

### Company Profile

- Headquartered in North America
- Minimum EBITDA of \$5 million for platform investments
  - No minimum for add-on investments
- Representative industries include:
  - Business Services
  - Niche Manufacturing
  - Consumer
  - Logistics and Transportation Services

## GAINLINE APPROACH

- ✓ **Founder Friendly:** We are partnership-oriented, patient and thoughtful
- ✓ **Execution Expertise:** We strive to be the “easy button” for founder and family-owned businesses
- ✓ **Comfort with Complexity:** Ability to close through complexity with speed
- ✓ **Partnership and Strategic Resources:** We provide strategic guidance, a vast network of experienced executives, 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 work to create meaningful economic incentive plans for management to align interests and enable companies to attract and retain talent

## SENIOR INVESTMENT TEAM AND CONTACT INFORMATION

**Allan Weinstein**  
Managing Partner

**Rick Sullivan**  
Managing Partner

**Kerri McNicholas**  
Partner

**Rob Dellinger**  
Partner

**Harry Clouston**  
Principal

**Zach Greenspan**  
Principal

**Robert Witman**  
Vice President

**Michael O’Gara**  
Vice President

*For new opportunities, please contact*




**Jacob Pion**  
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(1) Including investor and management co-investments

# GAIN/LINE

CAPITAL PARTNERS

## PORTFOLIO

 ANA GLOBAL	San Diego, CA	ANA Global produces medical and industrial products through advanced metal fabrication and plastic injection molding processes	<b>Active</b> Seeking Add-Ons
 IMS	Garnet Valley, PA	IMS provides audiovisual event staging, systems integration, and managed services solutions to enterprise-level customers across the U.S.	<b>Active</b> Seeking Add-Ons
 M&M	Edison, NJ	M&M manufactures and distributes small-diameter stainless steel tubing for medical devices	<b>Active</b> Seeking Add-Ons
 HARVESTRIGHT	North Salt Lake, UT	Harvest Right designs, produces and distributes the first, and only widely available, in-home freeze dryer	<b>Active</b> Seeking Add-Ons
 GALAXY	New York, NY	Galaxy is a leading vertically integrated brand owner, brand manager and sourcing company focused on footwear in the global outdoor and athletic industry	<b>Active</b> Seeking Add-Ons
 AtlanticEnergy	The Woodlands, TX	Atlantic Energy is an energy retailer providing electricity and natural gas through value-added smart-home bundles	<b>Active</b> Seeking Add-Ons
 CORE	Vancouver, WA	Core Health & Fitness is a global provider of commercial fitness equipment. Brands include Stairmaster, Schwinn, Nautilus, StarTrac and others	<b>Active</b> Seeking Add-Ons
 WellStat	New York, NY	WellStat provides air quality monitoring solutions, energy management software and demand response services to large commercial electricity customers	<b>Active</b> Seeking Add-Ons
 Southern Motion	Pontotoc, MS	Southern Motion designs, manufactures and markets upholstered furniture for the residential furniture industry	<b>Realized</b> Add-On Completed
 SOURCE	Fort Worth, TX	Source Advisors is a global provider of specialized tax and financial consulting solutions helping companies optimize tax incentives	<b>Realized</b> Multiple Add-Ons Completed

## EXECUTIVE TESTIMONIALS

"Gainline has been a terrific partner to me and the entire ANA team. Their support, expertise, and guidance have been instrumental in key integration and growth initiatives. Gainline has set us up for success." <sup>(2)</sup>

**Richard Warren, CEO – ANA Global**

**ANA GLOBAL**

"Gainline has been an excellent partner to Atlantic. Even through periods of challenging market conditions, they have helped us stay focused on building a sustainable, resilient business. Not only do we value their partnership, we genuinely enjoy working with them day in and day out." <sup>(2)</sup>

**Rob Cantrell, CEO -- Atlantic Energy**

 AtlanticEnergy

<sup>(2)</sup> These endorsements are provided by Gainline Portfolio Company executives. Neither Mr. Warren nor Mr. Cantrell have received cash or non-cash compensation from Gainline or any other entity in exchange for their statements and any such compensation arrangement may create a conflict of interest as they may have an incentive to recommend Gainline due to the compensation received.