



CAROUSEL CAPITAL



Overview

Based in Charlotte, North Carolina, Carousel Capital is a private investment firm that invests in companies located in the Southeastern United States. Carousel's investor base includes institutional investors and an elite group of more than 100 current and former CEOs with deep connections in the region. Since its inception in 1996, Carousel has invested in 48 companies primarily in three targeted growth sectors: business services; consumer services; and healthcare services.

Investment Criteria

CHARACTERISTICS

Strong management team
Track record of growth
Strategic market position
Recession resistant

GEOGRAPHY

Platforms headquartered in Southeastern United States
Add-on investments can be in any location

SIZE & TYPE

Initial transaction size of up to \$250 million
EBITDA of at least \$3 million
Management buyout or recapitalization

Representative Sector Interests

BUSINESS SERVICES

Tech-enabled services
Data collection/management
Distribution/Logistics
General outsourced services
Industrial/Environmental services
Insurance services/Insurtech
Route-based services
Software as a service

CONSUMER SERVICES

Automotive aftermarket
Franchised consumer services
Niche packaging solutions
Outsourced consumer services

HEALTHCARE SERVICES

Medical data management
Outsourced hospital services
Pharmacy services
Revenue cycle management
Dental products and services
Medical distribution

Partnership with Carousel

LIQUIDITY & GROWTH CAPITAL

Rationalize shareholder base
Diversify risk and personal net worth
Facilitate generational or management transfer
Relieve personal guarantees on debt or real estate
Accelerate organic growth through investments in corporate infrastructure
Fund geographic expansion or new products/services
Pursue add-on acquisitions

INVESTMENT PROFESSIONALS

Managing Partners

Charles Grigg *Investment Team*
Jason Schmidly *Investment Team*

Partners

Peter Clark *Investment Team*
Al Welch *Investment Team*

Principal

Adam Elmore *Business Development*

Vice Presidents

Tyler Moses *Investment Team*
Chris Wells *Investment Team*
Brandon Moores *Investment Team*

Senior Advisor

Ellen Maxey *Business Development*
Nelson Schwab *Advisor*



CAROUSEL CAPITAL

Representative Investments



Founder-Owned

First-Time Institutional Capital



2021 | HQ: Charlotte, NC
Provider of clinical and financial data management solutions for healthcare systems

Healthcare Services



2021 | HQ: Charlotte, NC
Valvoline Instant Oil Change developer and operator

Consumer Services



2020 | HQ: St. Petersburg, FL
Tech-enabled provider of fraud claims investigation services

Business Services



2020 | HQ: Birmingham, AL
Provider of route-based commercial landscaping services

Business Services



2020 | HQ: Greensboro, NC
Provider of supplier management, audit, recovery and compliance software and services to global Fortune 1000 companies

Business Services



2019 | HQ: Charlotte, NC
Non-asset based logistics platform providing transportation management solutions via a national network of independent and in-house freight brokers

Business Services



2019 | HQ: Pawley's Island, SC
Provider of high-touch specialty infusion services

Healthcare Services



2019 | HQ: Birmingham, AL
Provider of turnkey engineered solutions and services for mission-critical industrial processes

Business Services



2018 | HQ: Charlotte, NC
National provider of court reporting and litigation support services

Business Services



2016 | HQ: West Palm Beach, FL
Provider of expedited and concierge travel document services and complementary solutions

Consumer & Business Services

Select Prior Investments

BUSINESS SERVICES



CONSUMER SERVICES



HEALTHCARE SERVICES

