



CAROUSEL  
CAPITAL

CELEBRATING 25 YEARS  
25



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
- Environmental services
- Industrial services
- Services to higher education
- 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 TEAM**

*Managing Partners*

- Charles Grigg cgrigg@carouselcapital.com
- Jason Schmidly jschmidly@carouselcapital.com

*Partners*

- Peter Clark pclark@carouselcapital.com
- Al Welch awelch@carouselcapital.com

*Principal*

- Adam Elmore aelmore@carouselcapital.com

*Vice Presidents*

- Tyler Moses tmoses@carouselcapital.com
- Chris Wells cwells@carouselcapital.com
- Brandon Moores bmoores@carouselcapital.com

*Senior Advisor*











- Nelson Schwab nschwab@carouselcapital.com



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## Representative Investments

 <p><b>2021   HQ: Charlotte, NC</b> Provider of clinical and financial data management solutions for healthcare systems</p> <p><b>Healthcare Services</b></p>	<p><b>Automotive Aftermarket Services Platform</b></p> <p><b>2021   HQ: Southeast U.S.</b></p> <p><b>Consumer Services</b></p>	 <p><b>2020   HQ: St. Petersburg, FL</b> Tech-enabled provider of fraud claims investigation services</p> <p><b>Business Services</b></p>	 <p><b>2020   HQ: Birmingham, AL</b> Provider of route-based commercial landscaping services</p> <p><b>Business Services</b></p>
<p><b>apexanalytix.</b></p> <p><b>2020   HQ: Greensboro, NC</b> Provider of supplier management, audit, recovery and compliance software and services to global Fortune 1000 companies</p> <p><b>Business Services</b></p>	 <p><b>2019   HQ: Charlotte, NC</b> Non-asset based logistics platform providing transportation management solutions via a national network of independent and in-house freight brokers</p> <p><b>Business Services</b></p>	 <p><b>2019   HQ: Pawley's Island, SC</b> Provider of high-touch specialty infusion services</p> <p><b>Healthcare Services</b></p>	 <p><b>2019   HQ: Birmingham, AL</b> Provider of turnkey engineered solutions and services for mission-critical industrial processes</p> <p><b>Business Services</b></p>
 <p><b>2018   HQ: Charlotte, NC</b> National provider of court reporting and litigation support services</p> <p><b>Business Services</b></p>	 <p><b>2017   HQ: Charlotte, NC</b> Provider of specialty claims investigation services to property and casualty insurance companies</p> <p><b>Business Services</b></p>	 <p><b>2016   HQ: West Palm Beach, FL</b> Provider of expedited and concierge travel document services and complementary solutions</p> <p><b>Consumer &amp; Business Services</b></p>	 <p>Founder-Owned</p> <p>First-Time Institutional Capital</p>

## Select Prior Investments

<u>BUSINESS SERVICES</u>	<u>CONSUMER SERVICES</u>	<u>HEALTHCARE SERVICES</u>
