



# 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 49 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	<i>Investment Team</i>
Jason Schmidly	<i>Investment Team</i>

#### *Partners*

Peter Clark	<i>Investment Team</i>
Al Welch	<i>Investment Team</i>

#### *Principal*

Adam Elmore	<i>Business Development</i>
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#### *Vice Presidents*

Tyler Moses	<i>Investment Team</i>
Chris Wells	<i>Investment Team</i>
Brandon Moores	<i>Investment Team</i>
Ellen Maxey	<i>Business Development</i>












#### *Senior Advisor*

Nelson Schwab	<i>Advisor</i>
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## Representative Investments

	<p>Founder-Owned</p> <p>First-Time Institutional Capital</p>	 <p>2022   HQ: Chattanooga, TN Leading insurance broker serving the commercial transportation industry</p> <p>Business Services</p>	 <p>2021   HQ: Charlotte, NC Provider of clinical and financial data management solutions for healthcare systems</p> <p>Healthcare Services</p>
 <p>2021   HQ: Charlotte, NC Valvoline Instant Oil Change developer and operator</p> <p>Consumer Services</p>	 <p>2020   HQ: St. Petersburg, FL Tech-enabled provider of fraud claims investigation services</p> <p>Business Services</p>	 <p>2020   HQ: Birmingham, AL Provider of route-based commercial landscaping services</p> <p>Business Services</p>	 <p>2019   HQ: Charlotte, NC Non-asset based logistics platform providing transportation management solutions via a national network of independent and in-house freight brokers</p> <p>Business Services</p>
 <p>2019   HQ: Pawley's Island, SC Provider of high-touch specialty infusion services</p> <p>Healthcare Services</p>	 <p>2019   HQ: Birmingham, AL Provider of turnkey engineered solutions and services for mission-critical industrial processes</p> <p>Business Services</p>	 <p>2018   HQ: Charlotte, NC National provider of court reporting and litigation support services</p> <p>Business Services</p>	 <p>2016   HQ: West Palm Beach, FL Provider of expedited and concierge travel document services and complementary solutions</p> <p>Consumer &amp; Business Services</p>

## Select Prior Investments

<p><b>BUSINESS SERVICES</b></p> 	<p><b>CONSUMER SERVICES</b></p> 	<p><b>HEALTHCARE SERVICES</b></p> 
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