



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



CAROUSEL  
CAPITAL

CELEBRATING 25 YEARS  
25

## 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

Automotive Aftermarket  
Services Platform

2021 | HQ: Southeast U.S.

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

