



CREATING VALUE FROM
PURPOSE-DRIVEN PARTNERSHIPS

AT-A-GLANCE

2019 Year Founded	\$750M+ Committed Capital	100+ Total Acquisitions Completed ⁽¹⁾
25+ Historical Portfolio Companies ⁽¹⁾	\$1.9B Historical Transaction Value ⁽¹⁾	20 Total Professionals

INVESTMENT CRITERIA:

SIZE

\$5-\$30M

EBITDA

\$50-\$350M

ENTERPRISE VALUE

NO MINIMUM SIZE FOR ADD-ONS

TRANSACTION TYPES

BUYOUTS
RECAPITALIZATIONS

BUY AND BUILDS
DIVESTITURES

TARGET INDUSTRIES AND END MARKETS:

INDUSTRY AGNOSTIC WITH PARTICULAR INTEREST IN SELECT VERTICALS WITH DEEP FIRM EXPERTISE

VALUE-ADDED DISTRIBUTION

BUSINESS AND INDUSTRIAL SERVICES

SPECIALIZED MANUFACTURING

FOOD & BEVERAGE

FACILITY SERVICES

RESIDENTIAL SERVICES

ENVIRONMENTAL SERVICES

TESTING, INSPECTION, &
CERTIFICATION

INDUSTRIALS

TECH-ENABLED SERVICES

MAINTENANCE, REPAIR &
OVERHAUL

WHO WE ARE

HIGHLY EXPERIENCED INVESTMENT TEAM WITH DEEP SECTOR KNOWLEDGE IN SELECT VERTICALS

THESIS-DRIVEN INVESTMENT APPROACH WITH THEMATIC ORIGINATION PROCESSES

PARTNERSHIP APPROACH CONSIDERS A BROADER SET OF STAKEHOLDERS

WHY WE ARE DIFFERENT

PURPOSE-DRIVEN WITH MEANINGFUL PORTION OF PROFITS CONTRIBUTED TO PHILANTHROPY

INDUSTRY-LEADING MANAGEMENT INCENTIVE PACKAGES TO ENSURE INCENTIVE ALIGNMENT

BROAD SOURCING CAPABILITIES SUPPORTED BY EXTENSIVE INTERMEDIARY NETWORK

KEY CONTACTS

DIRECTOR OF BUSINESS DEVELOPMENT

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KEY INVESTMENT PROFESSIONALS

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(1) Includes investments while at prior firms

REPRESENTATIVE INVESTMENTS:



Prime Meats is a leading value-added protein processor and distributor offering beef, poultry, pork, dairy, seafood, and specialty products to independent restaurants, grocery stores, and butcher shops, with a focus on Hispanic and traditional markets.



American Landscaping Partners is a premier provider of integrated commercial and residential landscaping and chemical application services to customers across the Southeast, Mid-Atlantic, and Midwest.



C&S Chemicals is a leading provider of water treatment and animal health chemicals to customers across the Southeast.



Core Roofing is a leading provider of commercial re-roofing, maintenance, repair, inspection and new roofing systems across the Southeast.



Career Now is a technology-enabled provider of digital solutions to essential employment and education industries with a focus on supplying a recurring candidate funnel of CDL drivers, trade school students, and warehouse workers.



Pave America is a leading provider of asphalt and concrete solutions including maintenance, repair, milling, sealcoating, and new paving services to commercial, municipal, and institutional customers.



Pool Troopers provides chemical, cleaning, maintenance, and repair services for pools across the Sun Belt.



Engelman's is a wholesale bakery offering a complete line of fresh and frozen bread products to foodservice establishments across the Southeast.



Mr. Greens is a produce, dairy, and dry goods distributor primarily serving high-end independent restaurants, hotels, and country clubs. [Realized]

CURRENT AND PREVIOUS INDUSTRY THESIS SEARCHES:

MEDICAL EQUIPMENT REPAIR & REFURBISHMENT	FOOD PACKAGING EQUIPMENT & FOOD SAFETY	MATERIAL HANDLING	TOWING SERVICES
RESTORATION, REMEDIATION, & REPAIR	HOA / PROPERTY MANAGEMENT	SPECIALTY FOODS	BACKUP POWER GENERATION

WHAT PEOPLE ARE SAYING:

TOM YORK
CEO,
PAVE AMERICA

"I've been lucky enough to work with 5 different private equity groups and Shoreline has been, by far, the group that I enjoy working with the most. They're available. They will collaborate. They'll work hand in hand with you."

PETER POLITIS
FORMER CEO,
MR. GREENS

"It's a friend, family business mentality and that works with us, it works with companies like us."

DAVID MAST
CEO, PRECISION
AVIATION GROUP

"They were always collaborative, supportive, and would listen. It wasn't about winning and losing for them, it was about how do we make the business better."

RECOGNIZED BY INC. AS A **FOUNDER-FRIENDLY INVESTOR FOR 2023**



NAMED ONE OF **BLUWAVE'S TOP 100 PRIVATE EQUITY INNOVATORS FOR 2023**



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