

**\$690M**

Capital  
Raised

**3**

Mezzanine  
Funds

**100+**

Deals  
Closed

**60+**

Active Portfolio  
Companies

**2012**

Year  
Established

**CURRENTLY INVESTING \$286M SBIC FUND III**

## NORTH COAST DIFFERENTIATORS

### Experience

NorthCoast investment professionals have long track records of successfully investing in lower middle market companies across a wide range of economic cycles

### Responsiveness

Working directly with NorthCoast decision makers ensures open communication and timely feedback, both before a transaction closes and throughout the life of the deal

### Certainty of Close

We believe in long term partnerships beginning with keeping our commitments and closing transactions on time with no surprises

### Creativity

We bring a flexible approach to structuring transactions to best meet the needs of our partners

## DEAL TEAM

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## INVESTMENT CRITERIA

### Investment Size

\$3–\$20 million per deal

### EBITDA

Greater than \$2 million

### Geography

National

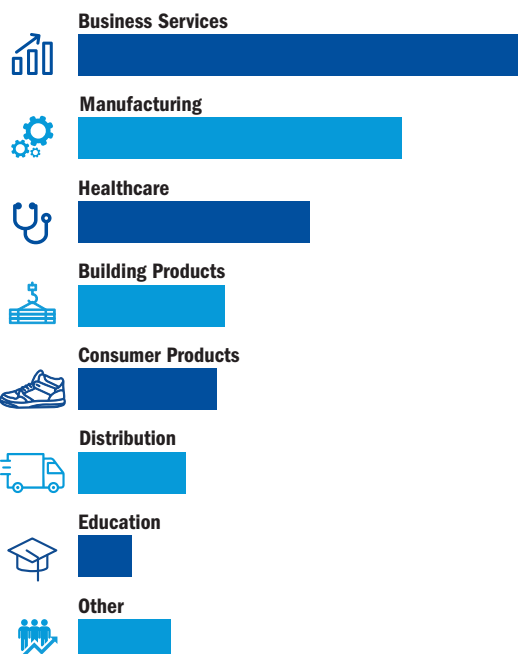
### Transaction Types

- Change of control
- Management buyouts
- Recapitalization
- Acquisition financing
- Growth capital

### Investment Types

- Subordinated debt
- Preferred equity
- Equity co-investments up to 20% of total investment

### Industry Experience



## SELECT PORTFOLIO COMPANIES

### Business Services



Outsourced legal services and staffing



Staffing services for industrial and administrative roles across industries

### Manufacturing



Manufacturer of engine shipping containers



Maintenance and service for complex fuel systems

### Healthcare



Outpatient infusion therapy services

Nuance Medical



Producer of consumable burn treatment and cryotherapy products

### Building Products



Manufacturer of vinyl windows



Flooring, molding, decking & accessories

### Consumer Products



Distributor of golf grips & accessories



Protective vehicle covers

### Distribution



Value added distributor of high-precision ball bearings

BRANDITO

Distributor of promotional products

### Education



Home school reading & spelling tools



Custom Computer Specialists

Management software & technology support



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