

# MAINSAIL PARTNERS

## OVERVIEW

Mainsail Partners is a private equity firm with over \$150 million of capital under management. We invest exclusively in growing, profitable and "bootstrapped" companies with revenue between \$4 million and \$50 million.

Our team has over 80 years of investment and management experience. Drawing on our network and expertise in operations, strategy and finance, we represent a uniquely attractive partner to help shareholders and management teams build value in their businesses. In total, Mainsail's founders have completed 31 private equity investments, totaling over \$300 million of equity capital.

## PORTFOLIO COMPANIES



## INVESTMENT PARAMETERS

- **TYPE & SIZE:** management buyouts, recapitalizations and growth equity investments of up to \$20 million
- **INDUSTRY:** business services, for-profit education, software, healthcare, franchising, and financial services
- **INVESTMENT CRITERIA:**
  - Revenue of \$4 million to \$50 million
  - Growth in excess of 20%
  - EBITDA of \$1 million to \$8 million
  - Margins greater than 15%
  - "Bootstrapped" - no institutional capital raised
  - Recurring revenues
  - Diversified customer base
  - Large market opportunity

We are pleased to announce the closing of  
**Mainsail Partners II, L.P.**

**\$110,075,000**



a private equity fund investing in  
growing, profitable companies

February 2008  
San Francisco, CA

## VALUE PROPOSITION

Mainsail Partners represents a uniquely valuable equity partner. All of our senior professionals have extensive track records of building successful businesses. The combination of our experience, work ethic, entrepreneurial spirit, and "hands on" approach enables us to help management teams unlock value in their companies and grow to become market leaders.

To help management achieve their goals, Mainsail Partners will:

- Provide ongoing financial and strategic guidance
- Develop company infrastructure, including sales and marketing programs and internal reporting capabilities
- Recruit additional management and board members
- Implement IT systems to improve operations and expand the product or services' value proposition
- Leverage our network of industry relationships to introduce strategic business opportunities
- Evaluate and complete acquisitions
- Solicit and evaluate liquidity alternatives for shareholders

