



## FIRM OVERVIEW

- Founded in 1997, Seaport Capital is a lower middle market buyout firm that invests in communication infrastructure and services, business and information services and media companies (the “Focus Sectors”).
- Currently investing out of its \$240 million fund, Seaport Capital Partners VI, L.P.
- Over 95% of Seaport’s platform investments have been owned by founders and entrepreneurs seeking a long-term institutional partner to provide resources to grow their businesses and execute on long-term strategic plans.

### FIRM STATS

- 56 platform investments, of which 44 have been realized
- Over 130 add-on acquisitions completed on platform investments
- 3.2x gross multiple on realized investments since inception
- \$1.1 billion of capital commitments

## INVESTMENT CRITERIA

- ✓ Enterprise value between \$25 million and \$150 million
- ✓ Equity checks between \$10 million and \$40 million
- ✓ EBITDA between \$3 million and \$15 million
- ✓ Control investors
- ✓ Recurring revenue
- ✓ Organic EBITDA growth
- ✓ Operating leverage in business model
- ✓ Measurable unit-economics
- ✓ Scale through acquisition

## AREAS OF INTEREST IN OUR FOCUS SECTORS

### COMMUNICATION INFRASTRUCTURE AND SERVICES

- Broadband and fiber infrastructure providers offering data, voice, video services and wireless infrastructure providers of macro and micro cell sites
- Internet infrastructure including data centers, hosting providers, and managed services
- Service providers leveraging the public cloud platforms

### BUSINESS AND INFORMATION SERVICES

- Tech-enabled services, software/ SaaS, and business process outsourcing businesses
- Vertically agnostic but with experience in finance, healthcare, insurance, and education verticals

### MEDIA

- Advertising-driven models with location-based advantages
- Event businesses



A leading provider of high profile street-level billboard and storefront out of home assets



Produces family-oriented entertainment and events, currently including Magic of Lights and Hot Wheels Monster Trucks Live



Develops and operates cellular communications towers in the Southeast, Northeast, and Upper Midwest



Provides mission-critical multimedia recording software solutions for public safety, government, utilities, healthcare, and other customers



Provides outsourced laundry services to healthcare customers in the South Central and Midwest



Provides traffic data collection, analysis, and transportation asset management services to civil engineering firms and municipalities



Provides mission-critical production solutions, including structure and scenic for live events



Provides keg leasing and logistics services to the craft brewing and beverage industries



Provides software, support, and hosting services to small and medium-sized physician practices



Owner and operator of billboard assets across Puerto Rico, providing advertising inventory to global, regional and local advertising clients



Provider of both preventative maintenance and emergency service programs for critical infrastructure, including uninterruptible power supplies (UPS), of mission-critical facilities



Provides purpose-built Infrastructure-as-a-Service (IaaS) and flexible, hybrid services combining cloud, hosting and colocation offerings to local, regional and global clients