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Balance Point Capital provides flexible financing solutions to support growing middle market companies. We take a long-term, partnership approach to investing and are committed to delivering creative structures designed to facilitate the growth of our portfolio companies and build lasting relationships with our partners.

SUPPORTING THE MIDDLE MARKET

Balance Point Capital and its predecessor funds have made over 50 investments in middle-market companies through four distinct investment vehicles. All of our current investment vehicles are singularly focused on making investments in the middle-market.

INVESTMENT SIZE
\$5 - \$30 Million



EBITDA
\$3 - \$30 Million



GEOGRAPHIC FOCUS
United States



PROVIDING FLEXIBLE FINANCING SOLUTIONS

Balance Point Capital customizes its investment structures to match the strategic goals of our portfolio companies. We invest across the capital structure including:



















- **Unitranche Debt**
- **Subordinated Debt**
- **Mezzanine Debt**
- **Structured Equity**
- **Preferred Equity**
- **Common Equity**

INVESTMENT CRITERIA

Transaction Types	<ul style="list-style-type: none"> • Sponsor Buyouts • Non-Sponsor Buyouts • Strategic Acquisitions • Refinancings 	<ul style="list-style-type: none"> • Leveraged Recapitalizations • Growth Capital • Management Buyouts
Sectors of Interest	<ul style="list-style-type: none"> • Business Services • Healthcare • Consumer Products • Aerospace & Defense • Education 	<ul style="list-style-type: none"> • Technology • Media • Marketing Services • Health & Wellness • Food & Beverage
Preferred Investment Characteristics	<ul style="list-style-type: none"> • Proven management teams • Favorable industry trends and growth prospects • Modest capital expenditure and working capital requirements • Defensible market niches with barriers to entry • Consistent free cash flow 	

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CURRENT INVESTMENTS

<p>Aerospace & Defense</p>  <p>One-stop provider of Unit Load Device leasing and air cargo control equipment for the aviation industry.</p>	<p>Education</p>  <p>Market leading provider of a SaaS-based digital curriculum for secondary education with proven results.</p>	<p>Food & Beverage</p>  <p>Growing restaurant chain with an extensive selection of craft beers and American regional fare with five locations across the East coast.</p>
<p>Healthcare</p>  <p>Provider of vision care services in Rhode Island and Massachusetts, including eye exams, glasses and cataract surgery.</p>	<p>Marketing Services</p>  <p>Develops, owns and operates a comprehensive platform for membership and loyalty programs.</p>	<p>Media</p>  <p>Entertainment company with a growing portfolio of branded audio programs broadcast on thousands of radio stations throughout the U.S.</p>
<p>Health & Wellness</p>  <p>One of the nation's largest operators of yoga studios with over 100 locations throughout the U.S.</p>	<p>Consumer</p>  <p>Outsourced designer, developer and operator of arcade and amusement solutions at family entertainment centers.</p>	<p>Food & Beverage</p>  <p>Producer of upscale, custom convenience foodservice products and fresh outsourced commissary solutions.</p>
<p>Technology</p>  <p>Provider of email security and content protection software products and services.</p>	<p>Business Services</p>  <p>Provider of digital engagement solutions across mobile, social and web-based platforms for the world's largest brands.</p>	<p>Healthcare</p>  <p>CLIA certified reference laboratory providing testing services for Lyme disease and other tick-borne illnesses.</p>
<p>Healthcare</p>  <p>Provider of adult day health and personal home care to elderly and intellectually and developmentally disabled patients.</p>	<p>Media</p>  <p>Owens and operates 42 radio stations in eight mid-sized markets throughout California, Oregon, Washington and Louisiana.</p>	<p>Healthcare</p>  <p>Provider of medical research and ancillary business services to the clinical trial industry.</p>
<p>Technology</p>  <p>Provider of data center services, private cloud-delivered computing capacity, managed hosting and colocation services.</p>	<p>Consumer</p>  <p>Designer, distributor and marketer of family entertainment products, specializing in games, children's puzzles, toys, activities and teaching tools.</p>	<p>Healthcare</p>  <p>Provides nurse practitioners to skilled nursing facilities and assisted living facilities in the Northeast.</p>