

## WHAT WE INVEST IN

Investing out of a \$850 million fund, Gauge Capital typically commits \$25 million to \$100 million in each platform investment. Gauge targets companies with \$5 million to \$40 million in EBITDA for tech & services businesses or \$10 million+ in ARR for SaaS-businesses.

## WHY GAUGE?

- The Partners at Gauge are experienced operators with a history of building best-in-class businesses
- Gauge's GP contribution equates to ~20% of the total capital invested
- We invest in majority, minority or shared control transactions as well as MBOs, buyouts, recapitalizations, and corporate divestitures

## GAUGE 2020 THEMES

### Food Safety

- Certification & Traceability
- Lab Testing & Services
- Protective Products

### Healthcare

- HCIT
- Home Health
- Outsourced Services

### Technology

- Compliance
- Information Services
- Training & Certification

## INDUSTRIES OF FOCUS

### Technology and Business Services

- Commercial Services
- Compliance
- Digital Media, Forums & Events
- Enterprise Risk & Security
- Education / Certification / Training
- Financial Tech & Services
- Human Capital
- Information & Data Services
- Marketing Services
- Real Estate Tech & Services

### Healthcare Services and Technology

- Alternative Site
- Behavioral
- Durable Medical Equipment
- Healthcare IT
- Home Health & Hospice
- Outsourced Services
- Payor Services
- Pharma Services
- Physician Practice Management
- Revenue Cycle Management

### Food and Consumer

- Beauty Products
- Food Production & Processing
- Food Safety & Certification
- Paper & Packaging
- Pet Food & Health
- Private Label & Contract Manufacturing
- Restaurant Franchisees
- Specialty Distributors

### Industrial & Government Services and Transportation & Logistics

- Environmental Services
- Government Tech & Services
- Industrial Tech & Services
- Transportation & Logistics

## GAUGE LEADERSHIP & INVESTMENT TEAM

✓ = Area of Focus

|                         |  | Food / Consumer | Healthcare | Business Services / Technology | Industrial / Government / T&L |
|-------------------------|--|-----------------|------------|--------------------------------|-------------------------------|
| <b>Drew Johnson</b>     | <i>Co-Founder &amp; Managing Partner</i> | ✓               | ✓          |                                |                               |
| <b>Tom McKelvey</b>     | <i>Co-Founder &amp; Managing Partner</i> |                 |            | ✓                              |                               |
| <b>James Jackson</b>    | <i>Partner</i>                           | ✓               |            |                                | ✓                             |
| <b>Stan Dennis</b>      | <i>Managing Director</i>                 |                 | ✓          |                                |                               |
| <b>David Friedman</b>   | <i>Principal</i>                         |                 | ✓          |                                |                               |
| <b>Andrew Peix</b>      | <i>Principal - Business Development</i>  | ✓               | ✓          | ✓                              | ✓                             |
| <b>Sam Banon</b>        | <i>Senior Vice President</i>             | ✓               |            |                                |                               |
| <b>Reid Barnett</b>     | <i>Vice President</i>                    |                 |            | ✓                              | ✓                             |
| <b>Tristan Loiselle</b> | <i>Vice President</i>                    | ✓               |            | ✓                              | ✓                             |
| <b>Kevin Rafferty</b>   | <i>Vice President</i>                    |                 | ✓          | ✓                              | ✓                             |
| <b>Sam Smith</b>        | <i>Vice President</i>                    |                 | ✓          | ✓                              |                               |

CURRENT PORTFOLIO (seeking add-on opportunities in all portfolio companies)

|        |   |                                     |  |
|--------|---|-------------------------------------|--|
| Fund 1 |  <b>WIRELESS VISION</b>  | T-Mobile Retailer                   | <p>July 2015   Bloomfield Hills, MI</p> <p><b>Wireless Vision</b> is the largest T-Mobile retailer in the USA, with over 500 T-Mobile stores in 23 markets</p> <p>Add-On Criteria: T-Mobile retailers in the USA &amp; Canada</p>  |
|        |  <b>TEACHERS of TOMORROW</b><br>TEACHER CERTIFICATION                          | Certification / Training            | <p>December 2015   Houston, TX</p> <p><b>Teachers of Tomorrow</b> is an Alternative Certification Program, delivering online and in-person training to individuals pursuing a career in teaching</p> <p>Add-On Criteria: N/a</p>   |
|        |  <b>BIG</b> <i>*Partially Realized</i><br>Beauty Industry Group                | Beauty Products                     | <p>June 2016   Salt Lake City, UT</p> <p><b>Beauty Industry Group</b> is the leading supplier of professionally installed hair extensions and other beauty and lifestyle products</p> <p>Add-On Criteria: Hair extension brands &amp; related branded beauty products</p>  |
|        |  <b>The Infosoft Group LLC</b>   | Government Compliance               | <p>December 2016   Milwaukee, WI</p> <p><b>Infosoft</b> is a leading provider of regulatory compliance solutions for federal contractors, a provider of diversity recruiting solutions and a network of locally-focused employment websites</p> <p>Add-On Criteria: Providers of technology-enabled compliance solutions</p>                     |
|        |  <b>miami beach medical group</b>   <b>miami medical &amp; wellness center</b> | At-Risk Primary Care                | <p>December 2016   Miami Beach, FL</p> <p><b>Miami Beach Medical Group</b> provides at-risk primary care through 10 medical clinics located in South Florida</p> <p>Add-On Criteria: Primary care providers in FL with a high percentage of MA patients</p>  |
|        | <b>Pediatric Dental Providers</b>   | Pediatric Dental                    | <p>April 2017   Gilbert, AZ</p> <p><b>Pediatric Dental Providers</b> delivers high quality pediatric dental and orthodontic services to commercial and Medicaid patients in Arizona &amp; New Mexico</p> <p>Add-On Criteria: Pediatric dental &amp; orthodontic providers in the Southwest</p>   |
| Fund 2 |  <b>eDynamic Learning</b><br>CAREER & ELECTIVE COURSES                       | Online Curriculum                   | <p>May 2017   Southlake, TX</p> <p><b>eDynamic Learning</b> is the largest independent provider of online career and elective courses serving U.S. middle and high school markets</p> <p>Add-On Criteria: N/a</p>  |
|        |  <b>COMPREHENSIVE EYE CARE PARTNERS</b>                                      | Ophthalmology                       | <p>February 2018   Henderson, NV</p> <p><b>Comprehensive EyeCare Partners</b> provides a full-spectrum of practice management and administrative services to its affiliated ophthalmology physicians and practices</p> <p>Add-On Criteria: Ophthalmology &amp; retina providers in Western USA</p>   |
|        |  <b>AMERICAN NUTS</b><br>FRESHLY ROASTED                                     | Food Supplier / Processor           | <p>April 2018   Sylmar, CA</p> <p><b>American Nuts</b> is a value-added supplier and processor of nuts, seeds, and dried fruit serving customers across the bulk retail, portion control retail, industrial &amp; foodservice markets</p> <p>Add-On Criteria: N/a</p>  |
|        |  <b>TVC</b><br>PRO-DRIVER  | Transportation Services             | <p>January 2019   Oklahoma City, OK</p> <p><b>TVC Enterprises</b> is a leading provider of legal representation, roadside assistance, fuel, maintenance, tire and other discounts to commercial truck drivers</p> <p>Add-On Criteria: Provider of services to the independent trucking market</p>  |
|        |  <b>irthSolutions</b>  | Field Service Management Software   | <p>May 2019   Columbus, OH</p> <p><b>irth Solutions</b> is a market-leading provider of 811 ticket management and field service management software</p> <p>Add-On Criteria: SaaS-based solutions in the field service management sector</p>  |
|        |  <b>SCHLESINGER GROUP</b>  | Market Research / Insights Provider | <p>July 2019   Iselin, NJ</p> <p><b>Schlesinger Group</b> is a leading data collection company offering a broad range of qualitative and quantitative solutions</p> <p>Add-On Criteria: Remote qualitative data collection &amp; quantitative data collection companies</p>  |
|        |  <b>CHAAC FOODS</b>  | Restaurant Franchisee               | <p>December 2019   Irving, TX</p> <p><b>Chaac Foods</b> is a leading platform of established quick-service and casual dining franchisees backed by a proven management team with over 30 years of experience</p> <p>Add-On Criteria: National brand quick-service &amp; casual dining restaurant franchisees</p>                                 |
|        |  <b>Lilly LASHES</b>   | Branded Beauty Products             | <p>December 2019   Los Angeles, CA</p> <p><b>Lilly Lashes</b> is a leading platform of branded beauty products focused on the eye, selling both direct-to-consumer on its website and wholesale through prestige beauty retailers worldwide</p> <p>Add-On Criteria: Branded beauty products focused on the eye (false lashes, mascara, etc.)</p> |