

WHAT WE INVEST IN

Investing out of a \$550 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
Drew Johnson	<i>Co-Founder & Managing Partner</i>	✓	✓		
Tom McKelvey	<i>Co-Founder & Managing Partner</i>			✓	
James Jackson	<i>Partner</i>	✓			✓
Stan Dennis	<i>Managing Director</i>		✓		
David Friedman	<i>Principal</i>		✓		
Andrew Peix	<i>Principal - Business Development</i>	✓	✓	✓	✓
Sam Banon	<i>Senior Vice President</i>	✓			
Reid Barnett	<i>Vice President</i>			✓	✓
Tristan Loiselle	<i>Vice President</i>	✓		✓	✓
Kevin Rafferty	<i>Vice President</i>		✓	✓	✓
Sam Smith	<i>Vice President</i>		✓	✓	

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

Fund 1

	WIRELESS VISION	T-Mobile Retailer	July 2015 Bloomfield Hills, MI Wireless Vision is the largest T-Mobile retailer in the USA, with over 500 T-Mobile stores in 23 markets Add-On Criteria: T-Mobile retailers in the USA & Canada
	TEACHERS of TOMORROW TEACHER CERTIFICATION	Certification / Training	December 2015 Houston, TX Teachers of Tomorrow is an Alternative Certification Program, delivering online and in-person training to individuals pursuing a career in teaching Add-On Criteria: N/a
	BIG *Partially Realized Beauty Industry Group	Beauty Products	June 2016 Salt Lake City, UT Beauty Industry Group is the leading supplier of professionally installed hair extensions and other beauty and lifestyle products Add-On Criteria: Hair extension brands & related branded beauty products
	The Infosoft Group LLC	Government Compliance	December 2016 Milwaukee, WI Infosoft 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 Add-On Criteria: Providers of technology-enabled compliance solutions
	miami beach medical group miami medical & wellness center	At-Risk Primary Care	December 2016 Miami Beach, FL Miami Beach Medical Group provides at-risk primary care through 10 medical clinics located in South Florida Add-On Criteria: Primary care providers in FL with a high percentage of MA patients
	Pediatric Dental Providers	Pediatric Dental	April 2017 Gilbert, AZ Pediatric Dental Providers delivers high quality pediatric dental and orthodontic services to commercial and Medicaid patients in Arizona & New Mexico Add-On Criteria: Pediatric dental & orthodontic providers in the Southwest

Fund 2

	eDynamic Learning CAREER & ELECTIVE COURSES	Online Curriculum	May 2017 Southlake, TX eDynamic Learning is the largest independent provider of online career and elective courses serving U.S. middle and high school markets Add-On Criteria: N/a
	COMPREHENSIVE EYE CARE PARTNERS	Ophthalmology	February 2018 Henderson, NV Comprehensive Eye Care Partners provides a full-spectrum of practice management and administrative services to its affiliated ophthalmology physicians and practices Add-On Criteria: Ophthalmology & retina providers in Western USA
	AMERICAN NUTS FRESHLY ROASTED	Food Supplier / Processor	April 2018 Sylmar, CA American Nuts is a value-added supplier and processor of nuts, seeds, and dried fruit serving customers across the bulk retail, portion control retail, industrial & foodservice markets Add-On Criteria: N/a
	TVC PRO-DRIVER	Transportation Services	January 2019 Oklahoma City, OK TVC Enterprises is a leading provider of legal representation, roadside assistance, fuel, maintenance, tire and other discounts to commercial truck drivers Add-On Criteria: Provider of services to the independent trucking market
	irthSolutions	Field Service Management Software	May 2019 Columbus, OH irth Solutions is a market-leading provider of 811 ticket management and field service management software Add-On Criteria: SaaS-based solutions in the field service management sector
	SCHLESINGER GROUP	Market Research / Insights Provider	July 2019 Iselin, NJ Schlesinger Group is a leading data collection company offering a broad range of qualitative and quantitative solutions Add-On Criteria: Remote qualitative data collection & quantitative data collection companies
	CHAAC FOODS	Restaurant Franchisee	December 2019 Irving, TX Chaac Foods is a leading platform of established quick-service and casual dining franchisees backed by a proven management team with over 30 years of experience Add-On Criteria: National brand quick-service & casual dining restaurant franchisees
	Lilly LASHES	Branded Beauty Products	December 2019 Los Angeles, CA Lilly Lashes 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 Add-On Criteria: Branded beauty products focused on the eye (false lashes, mascara, etc.)