CAROUSEL CAPITAL

SOUTHEASTERN FOCUSED · SINCE 1996 · RELATIONSHIP DRIVEN

Overview

Based in Charlotte, North Carolina, Carousel Capital is a private investment firm that invests in companies located in the Southeastern United States. Carousel's investor base includes institutional investors and an elite group of more than 100 current and former CEOs with deep connections in the region. Since its inception in 1996, Carousel has invested in 50 companies primarily in three targeted growth sectors: business services; consumer services; and healthcare services.

Investment Criteria

CHARACTERISTICS	*GEOGRAPHY*	*SIZE & TYPE*
Strong management team	Platforms headquartered in Southeastern United States	Initial transaction size of up to $250 million
Track record of growth		EBITDA of at least $3 million
Strategic market position	Add-on investments can be in any location	
Recession resistant		Management buyout or recapitalization

Representative Sector Interests

BUSINESS SERVICES	*CONSUMER SERVICES*	*HEALTHCARE SERVICES*
Tech-enabled services	Automotive aftermarket	Medical data management
Data collection/management	Franchised consumer services	Outsourced hospital services
Distribution/Logistics		Pharmacy services
General outsourced services	Niche packaging solutions	Revenue cycle management
Industrial/Environmental services	Outsourced consumer services	Dental products and services
Insurance services/Insurtech		Medical distribution
Route-based services		
Software as a service		

Partnership with Carousel

LIQUIDITY & GROWTH CAPITAL

Rationalize shareholder base

Diversify risk and personal net worth

Facilitate generational or management transfer

Relieve personal guarantees on debt or real estate

Accelerate organic growth through investments in corporate infrastructure

Fund geographic expansion or new products/services

Pursue add-on acquisitions

INVESTMENT PROFESSIONALS

Managing Partners

Charles Grigg	*Investment Team*
Jason Schmidly	*Investment Team*

Partners

Peter Clark	*Investment Team*
Al Welch	*Investment Team*

Principals

Adam Elmore	*Business Development*
Tyler Moses	*Investment Team*

Vice Presidents

Chris Wells	*Investment Team*
Brandon Moores	*Investment Team*
Ellen Maxey	*Business Development*

Senior Advisor

Nelson Schwab	*Advisor*

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Representative Investments

Founder-Owned **First-Time Institutional Capital**	**MCCORQUODALE TRANSFER** **2023 | HQ: Birmingham, AL** Leading provider of receiving, delivery, storage, moving and installation services to the interior design industry and its end-customers **Consumer & Business Services**	**RELIANCE PARTNERS** **2022 | HQ: Chattanooga, TN** Leading insurance broker serving the commercial transportation industry **Business Services**	**LDA HEALTH DATA ARCHIVING** **2021 | HQ: Charlotte, NC** Provider of clinical and financial data management solutions for healthcare systems **Healthcare Services**

QUALITY AUTOMOTIVE SERVICES **2021 | HQ: Charlotte, NC** Valvoline Instant Oil Change developer and operator **Consumer Services**	**ethos** — Now you know for sure™ **2020 | HQ: St. Petersburg, FL** Tech-enabled provider of fraud claims investigation services **Business Services**	**LANDSCAPE WORKSHOP®** **2020 | HQ: Birmingham, AL** Provider of route-based commercial landscaping services **Business Services**	**ARMSTRONG TRANSPORT GROUP** **2019 | HQ: Charlotte, NC** Non-asset based logistics platform providing transportation management solutions via a national network of independent and in-house freight brokers **Business Services**

Palmetto INFUSION **2019 | HQ: Pawley's Island, SC** Provider of high-touch specialty infusion services **Healthcare Services**	**ProcessBarron** — Southern Field | Environmental Elements **2019 | HQ: Birmingham, AL** Provider of turnkey engineered solutions and services for mission-critical industrial processes **Business Services**	**Huseby** GLOBAL LITIGATION SUPPORT **2018 | HQ: Charlotte, NC** National provider of court reporting and litigation support services **Business Services**	**Expedited Travel** **2016 | HQ: West Palm Beach, FL** Provider of expedited and concierge travel document services and complementary solutions **Consumer & Business Services**

Select Prior Investments

BUSINESS SERVICES

apexanalytix.
advantage
CCGIQ
PYE·BARKER FIRE & SAFETY
HEPACO — Serious experience for serious times.
JAMESON
Caldwell & Gregory
MERGENT
AGDATA
TRANSFLO®

CONSUMER SERVICES

EXPRESS OIL CHANGE 10 MINUTE SERVICE
TIRE ENGINEERS FULL SERVICE AUTO CARE
JOE HUDSON'S COLLISION CENTER
DrivenBrands, Inc.
COPAC

HEALTHCARE SERVICES

BRASSELER USA DENTAL INSTRUMENTATION
AXIUM HEALTHCARE PHARMACY, INC.
MedData