

**Focused on founder-led businesses.
Creating value by supporting growth.**

Thompson Street Capital Partners is a St. Louis-based private equity firm focused on investing in middle-market businesses.

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INVESTMENT PROFILE

Sectors:

- Healthcare & Life Science Services
- Software & Technology Services
- Business Services & Engineered Products

Platform Criteria:

- EBITDA typically between \$5mm–\$20mm (no minimum EBITDA for add-ons)
- High gross and EBITDA margins
- Strong return on net assets
- Predictable revenue
- Solid and sustainable growth
- Leading position in niche industry
- Limited customer concentration
- Proven management team

Transaction Types:

- Recapitalizations
- Management buyouts
- Family businesses in transition
- Corporate divestitures
- Take-privates

“If you’re looking for a partner who is going to jump into the foxhole with you and fight the battle of growing the business, I don’t see how you could do better than Thompson Street ... they backed up everything that they said they would do.”

TIM BEST
BRADLEY-MORRIS, INC.

“We wanted a partner that had the same morals and integrity as our company. And we found that in Thompson Street.”

JON DOBBS
ALLIED 100

CURRENT INVESTMENTS

ALPACA AUDIOLOGY

alpacaaudiology.com
Springfield, Missouri



Provider of audiology clinics and a buying group/
negotiating network for audiologist practices.

ANALYTICAL LAB GROUP

mra-bact.com
accuratuslabs.com
Massachusetts/Minnesota/San Francisco



FDA- and EPA-focused microbiology testing services to
the healthcare, drug and consumer product industries.

BIOIVT*

bioivt.com
Westbury, New York



Provider of biological products to the early stage
drug discovery and development industry.

HEALTHCARE LINEN SERVICES GROUP

loganslinens.com
superiorhealthlinens.com
Kentucky/Wisconsin



Institutional healthcare linens services.

INFINITY BEHAVIORAL HEALTH SERVICES

infinitybehavioral.com
Fort Lauderdale, Florida



Revenue cycle management
services for the behavioral health industry.

ISTO BIOLOGICS

istotech.com
St. Louis, Missouri



Advanced orthobiologics solutions for the spine.

REVENUE MANAGEMENT SOLUTIONS

revmansolutions.com
Oklahoma City, Oklahoma



Provider of digital processes that facilitate matching,
posting and reconciliation of healthcare payments to
underlying claims.

TRANSNETYX, INC.

transnetyx.com
Memphis, Tennessee



Leading independent genetic diagnostic
laboratory specializing in automated genotyping.

TROPICHEM RESEARCH LABS, LLC

tropichem.com
Jupiter, Florida



Producer for global animal health
brands and other specialty chemical formulations.

VETERINARY TECHNOLOGY GROUP

St. Louis, Missouri



Provider of veterinary technology,
medical devices and related consumable products.

BCC SOFTWARE, LLC.

bccsoftware.com
Rochester, New York



Provider of software and data solutions
designed to enhance direct mail processing
and multi-channel marketing.

COMPLUS DATA INNOVATIONS, INC.

complusdata.com
Tarrytown, New York



Enterprise Enforcement Solutions (EPES)
and payment processing to municipalities.

CONTROLSCAN, INC.

controlscan.com
Alpharetta, Georgia



Industry-leading managed compliance services, and
managed security and network services products.

GUROBI OPTIMIZATION, LLC

gurobi.com
Houston, Texas



Provider of optimization products that fully
exploit the latest mathematical, engineering
and computing technologies.

TABS3 SOFTWARE

tabs3.com
Lincoln, Nebraska



Provider of financial and practice management software
to small and mid-sized law firms in the United States.

TIERPOINT*

tierpoint.com
St. Louis, Missouri



Data center colocation, Internet connectivity, managed
services, cloud services and disaster recovery.

BRADLEY-MORRIS, INC.

bradley-morris.com
Kennesaw, Georgia



Outsourced human capital management solutions
for companies seeking military-experienced talent.

DOMAILLE ENGINEERING, LLC

domailleengineering.com
Rochester, Minnesota



Engineering solutions, precision manufacturing services
and leading OEM of optical fiber polishing equipment.

MARMIC FIRE & SAFETY CO.

marmicfire.com
Joplin, Missouri



Provider of fire and life safety inspection services,
installation, hazard analysis and products.

SAVILLEX CORPORATION

savillex.com
Eden Prairie, Minnesota



Provider of advanced fluoropolymer products (PFA)
for the geochemistry, environmental, semiconductor,
chemical, aerospace and pharmaceutical industries.

STAYLOCK STORAGE

staylockstorage.com
St. Louis, Missouri



Provider of storage and parking services.

TRISTAR GLOBAL ENERGY SOLUTIONS, INC.

tristarges.com
Houston, Texas



Hydrocarbon cleaning, decontamination,
degassing and maintenance services for
refineries/petrochemical plants.

*Partial exit – TSCP retains minority position.

REPRESENTATIVE EXITS

ALLIED 100

Woodruff, Wisconsin

Online retailer of automated external defibrillators (AEDs), AED supplies and AED medical direction services.



DCL MEDICAL LABORATORIES

Indianapolis, Indiana

A woman's health-focused laboratory providing diagnostic and clinical trial testing.



FIRMA CLINICAL RESEARCH

Maryland/Illinois

Full service contract research organization for pharmaceutical, biotechnology and medical device companies.



OPTION 1 HEALTHCARE SOLUTIONS

Phoenix, Arizona

In-home enteral and oral nutrition therapy products/services.



RECEIVABLES MANAGEMENT PARTNERS

Greensburg, Indiana

Accounts receivable and revenue cycle management services to the healthcare industry.



BARCODESINC

Chicago, Illinois

Online-focused provider of data tracking products/services.



BROADCAST ELECTRONICS

Quincy, Illinois

Mission-critical solutions for broadcast and Internet radio.



FOCUSVISION

Stamford, Connecticut

Provider of integrated qualitative, quantitative and research management tools to the market research and intelligence industries.



GLOBAL SOFTWARE, INC.

Raleigh, North Carolina

Microsoft Excel-based automation and reporting software to enhance enterprise resource planning platforms.



IRON DATA

Atlanta, Georgia

Technology solutions to operational process issues for transportation, logistics and public sector.



VADDIO

Minnetonka, Minnesota

Provider of advanced robotic cameras, camera control systems, high definition video whiteboards and complementary audiovisual accessory products.



ASSEMBLY & TEST WORLDWIDE

Dayton, Ohio

Manufacturer of assembly, test and production equipment used in factory automation.



CONNECTICUT ELECTRIC

Anderson, Indiana

Designer, manufacturer and distributor of electrical components.



EXPRESS OIL CHANGE & SERVICE CENTER

Birmingham, Alabama

Automotive service provider, with company-owned and franchised locations throughout the U.S.



IRACORE INTERNATIONAL

Hibbing, Minnesota

Designer/manufacturer of protective coatings applied to oil pipelines and industrial equipment.



KELE

Memphis, Tennessee

Manufacturer/distributor of peripheral control and building automation interface products.



TACOMA ELECTRIC SUPPLY

Tacoma, Washington

Distributor of electrical components for commercial, residential and infrastructure-related construction.



THERMON

San Marcos, Texas

Manufacturer of heat tracing equipment for the energy, chemical processing and power generation markets.



UNIVERSAL AIR FILTER

Sauget, Illinois

Engineered air filtration products for the electronics and power generation industries.



WADDINGTON NORTH AMERICA

Covington, Kentucky

Manufacturer of high-quality, disposable tableware for restaurants, caterers, consumers and other commercial applications.



TARGET NICHES

Thompson Street Capital Partners invests in niche leaders across a variety of industry sectors to accelerate their growth – creating value for founders, management teams and our investors.

The following non-exhaustive list highlights some of our current niches of particular interest for new platform investments.

HEALTHCARE PAYOR SERVICES*

Technology solutions and services for health plans, providers and other healthcare payors.

Healthcare payors are responding to the increasing cost of medical care by more closely managing episodes of care and chronic conditions. In addition, the expansion of government coverage and increased access to commercial healthcare insurance is further highlighting the need to manage costs, improve outcomes and optimize healthcare delivery.

SPECIALTY MEDICAL CONSUMABLES

Producers and value-added service companies that supply specialty medical consumable products, specifically wound care and ostomy, drug delivery and non-woven products.

An aging population and an increased focus on infection risk and patient outcomes are leading to an increase in use of consumable medical products, particularly those that shorten recovery times, improve quality of care and reduce incidence of recurrence and readmission.

B2B PAYMENTS*

Technology solutions that enable businesses to transition away from check-based to electronic payments.

Electronic payment solutions prove superior to check-based methodologies, which can be expensive to process, slow, error prone, and largely handled by human beings.

VERTICAL MARKET ENTERPRISE SOFTWARE

Enterprise resource planning (ERP) platforms, business and financial application software and independent software vendors (ISVs) targeting industry verticals.

Enterprise customers increasingly demand differentiated software solutions that solve the particular needs of niche markets. The software providers dedicated to meeting these demands deliver superior customer value and create defensible platforms.

FOOD INGREDIENTS*

Outsourced manufacturing solutions focused on food ingredients, food additives and flavoring products.

Food ingredients providers represent a small cost component of overall food preparation/processing, but high value-add regarding product differentiation and safety.

FRANCHISORS

Franchisors that operate with a high percentage of franchised locations and provide meaningful operational services and systems to their franchisees, specifically within the pet care services, healthcare services, education, and B2B services sectors.

Franchisors provide economies of scale, brand awareness, and other critical services that enable franchisee owners to focus on the growth and profitability of their businesses within local markets.

*TSCP has partnered with executives capable of playing strategic or operational roles to pursue acquisitions in these identified niches.

THOMPSON STREET
CAPITAL PARTNERS