

Financing Partners for the Lower Middle Market



Who we are

Since its founding in Minneapolis, Minnesota in 1993, Northstar Capital has been a trusted financing partner for lower middle market financial sponsors, business owners, and management teams. Guided by its Midwestern values and more than 30 years of experience investing in the lower middle market, Northstar Capital brings integrity, experience, and commitment to each of its partnerships.



Trusted



Experienced



Committed

Investment Parameters

Company Characteristics:

- Sponsored transactions
- History of stable cash flows and profitability
- Sustainable margins
- Strong, proven management team
- Leading positions in niche markets

Geographic Focus:

U.S. and Canada

Company size:

EBITDA of at least \$3M

Industries:

Generalists

Northstar does **not invest in Real estate development, natural resources exploration, and emerging technology companies**

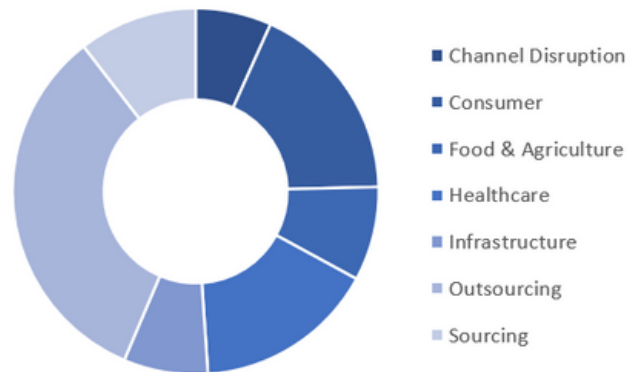
Investment Types:

Unitranche: **(up to) \$50M**

Subordinated Debt: **\$5M to \$30M**

Equity Co-Investments: **(up to) \$15M**

Diversified Investing by Theme



2.4B+ **10** **110+** **170+**

Committed
Capital

Funds
Raised

Years of Combined
Partner Experience

Platform
Investments

NORTHSTAR TEAM



Douglas E. Mark
Managing Partner



Brian J. Schneider
Managing Partner



Christopher J. Kocourek
Managing Partner



Daniel E. Kleineman
Partner



Ethan C. Eid
Partner



John V. Kennefick
Principal



Matthew R. Lilledahl
Vice President



Joseph J. Lingen
Vice President



Makenzie L. Murtha
Vice President, BD



Kendall H. Williamson
Senior Associate



Colin J. Moroney
Senior Associate



Johnny D. Walsh
Associate

Subordinated Note and Equity



A Portfolio Company of



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