

# 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\**

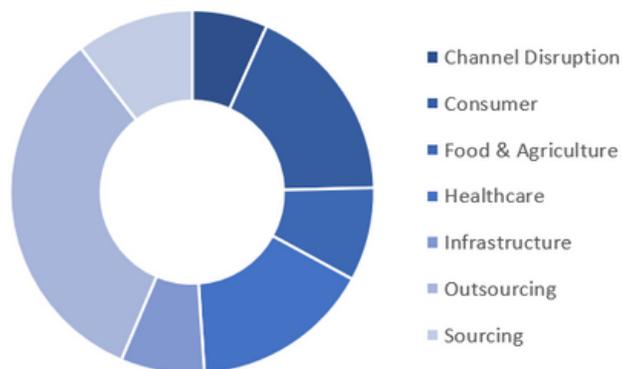
## Investment Types:

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

**TalentSmartEGY**

A Portfolio Company of

**SEASIDE**  
EQUITY PARTNERS

Subordinated Note and Equity



A Portfolio Company of

**LFMcapital**

Subordinated Note and Equity



A Portfolio Company of

**HANOVER**  
PARTNERS

Subordinated Note and Equity



A Portfolio Company of

**PCM** PCM COMPANIES

Subordinated Note and Equity



A Portfolio Company of

**SHOREVIEW**

Subordinated Note and Equity



A Portfolio Company of

**CLEARVIEW**  
CAPITAL

Subordinated Note and Equity



A Portfolio Company of

**NORTHERN**  
LEGACY

Subordinated Note and Equity

**DOLLAMUR**  
SPORT SURFACES

A Portfolio Company of

**River Associates**

Subordinated Note and Equity



A Portfolio Company of

**THOMPSON STREET**  
CAPITAL PARTNERS

Subordinated Note and Equity



A Portfolio Company of

**SHOREVIEW**

Subordinated Note and Equity



A Portfolio Company of

**Seidler**  
Equity Partners

Subordinated Note and Equity



A Portfolio Company of

**TB TONKA BAY**

Subordinated Note and Equity



A Portfolio Company of

**MASON WELLS**

Subordinated Note and Equity



A Portfolio Company of

**CLEARVIEW**  
CAPITAL

Subordinated Note and Equity



A Portfolio Company of

**encore**  
consumer capital

Subordinated Note and Equity



A Portfolio Company of

**AMERICAN PACIFIC GROUP**

Subordinated Note and Equity



A Portfolio Company of

**Seidler**  
Equity Partners

Subordinated Note and Equity



A Portfolio Company of

**TB TONKA BAY**

Subordinated Note and Equity



A Portfolio Company of

**May**  
**River**  
CAPITAL

Subordinated Note and Equity



**HEARTLAND**  
PAVING PARTNERS

A Portfolio Company of

**SOUNDCORE**  
CAPITAL PARTNERS