

PARTNERS IN GROWTH

Founded in 1983, Primus is a private equity firm with a long and successful track record of investing in profitable growth companies in the lower middle market. With a flexible investment approach, Primus provides expansion capital and leads buyout and minority recapitalization transactions primarily in the business services, healthcare, and education industries. Primus is currently investing its sixth fund, the \$275 million Primus Capital Fund VI. For more information, please visit www.primuscapital.com.

INVESTMENT CRITERIA

| | |
|--------------------------|--|
| Company Size | Enterprise values up to \$250 million |
| Investment Amount | \$15 - \$40 million; larger with limited partner co-investment |
| Transaction Types | Buyouts, minority recapitalizations, expansion financings |
| Industries | Business services, healthcare, education |
| Role | Lead or co-lead |
| Geography | United States and Canada |
| Hold Period | 3 - 7 years |

COMPANY CHARACTERISTICS

- Experienced/aligned management
- Track record of consistent growth
- Large addressable markets
- Differentiated products or services
- Leading market position
- Recurring or predictable revenues
- Strong free cash flow
- Sustainable competitive advantage

REPRESENTATIVE INVESTMENTS

G2 WEB SERVICES, LLC

E-commerce monitoring and risk management
Bellevue, WA

PASSPORT HEALTH COMMUNICATIONS

Revenue cycle management services
Franklin, TN

PAYCOR, INC.

Payroll processing and related services
Cincinnati, OH

PATHGROUP, INC.

Anatomic pathology testing
Brentwood, TN

PARTSSOURCE, INC.

Replacement parts for medical equipment
Aurora, OH

AMERICAN INSTITUTES HOLDINGS, LLC

Post-secondary career-oriented schools
White Plains, NY

HEALTHTECH HOLDINGS, INC.

Hospital information systems
Nashville, TN

VENDORMATE, INC.

Supply chain credentialing and compliance
Atlanta, GA

INVESTMENT TEAM

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