

# A VERY DIFFERENT KIND OF INVESTOR

## Who We Are

- Headquartered in Philadelphia, PA
- Funded by Susquehanna International Group, one of the world's largest financial services firms
- Affiliated with Susquehanna Growth Equity
- Team of investment professionals with deep experience in middle market private equity

## Why Susquehanna Private Capital

- Patient. Focused. Founder-, entrepreneur-, and operator-centric
- We have the industry's most flexible capital
- Fundraising pressures do not influence our decision-making
- Focused on long-term value creation
- No ego, team-oriented investment partners
- Collaboration with Susquehanna Growth Equity provides access to tech-enabled businesses and deep team of technology investors

## Investment Criteria

### TRANSACTION TYPES

- Majority recapitalizations
- Minority recapitalizations
- Growth equity investments

### COMPANY SIZE

- \$3 to \$15 million of EBITDA

### EQUITY INVESTMENT

- \$10 to \$50 million of equity per transaction

## Our Core Industries

### BUSINESS, CONSUMER & FRANCHISE SERVICES

- Business process outsourcing
- Education & training
- Facility & field services
- Multi-site operators

### HEALTHCARE SERVICES

- Pharmaceutical services
- Providers and caregivers
- Tech-enabled administrative & clinical support services

### INDUSTRIAL TECHNOLOGIES

- Critical or tech-enabled products & services
- Manufacturers with unique technologies in niche markets
- Value-added distributors of essential products, devices or components

#### TEJAS KAPADIA

610.617.3086

tejas.kapadia@spcglobal.com

#### JOHN MCGINLEY

610.747.2425

john.mcginley@spcllc.com

#### MARK MILLER

610.747.1660

mark.miller@spcllc.com

#### KEN PARSONS

610.747.2452

ken.parsons@spcllc.com

#### DANIEL SCHUPPER

484.562.1313

daniel.schupper@spcllc.com

#### KYLE SQUILLARIO

484.562.1484

kyle.squillario@spcllc.com

## Our Portfolio



### COLLEGE HUNKS HAULING JUNK & MOVING

- Headquartered in Florida, College Hunks Hauling Junk & Moving is a franchisor of local moving and junk removal services throughout the United States
- Susquehanna acquired a minority stake in January 2021



### ESCRIBERS

- Headquartered in Israel & Arizona, eScribers services court and hearing rooms through a tech-enabled service that provides official audio, digital and print records for all legal proceedings
- Susquehanna acquired a majority stake in January 2020



### HINT

- Headquartered in California, Hint is a healthy lifestyle brand primarily providing unsweetened, flavored water across retail, ecommerce and foodservice channels
- Susquehanna participated in its Series D financing in August 2020



### LONG ISLAND VETERINARY SPECIALISTS (EXITED)

- Headquartered in New York, LIVS is a leading specialty referral veterinarian and pet emergency hospital, providing advanced medical care for dogs, cats, and exotic pets
- Susquehanna acquired a majority stake in June 2017 and exited to JAB Holding-backed Compassion-First in April 2020



### MCNALLY INDUSTRIES

- Headquartered in Wisconsin, McNally Industries manufactures and provides precision machined components, advanced design engineering and complex test and assembly capabilities to the aerospace & defense end market
- Susquehanna acquired a majority stake in August 2019



### MOSQUITO AUTHORITY

- Headquartered in North Carolina, Mosquito Authority is a franchisor of pest control services to residential and commercial end markets throughout the United States
- Susquehanna acquired a majority stake in October 2020



### PREMIUM SERVICE BRANDS

- Headquartered in Virginia, Premium Service Brands is a multi-brand franchisor of residential services including painting, cleaning, garage door repair and more
- Susquehanna acquired a minority stake in March 2021



QUALITY COLLISION  
GROUP

### QUALITY COLLISION GROUP

- Quality Collision Group is a collection of OEM-certified collision repair centers focused on delivering best-in-class repairs and customer service
- Susquehanna acquired a majority stake in October 2020



### SKIN & CANCER ASSOCIATES

- Headquartered in Florida, Skin & Cancer Associates is a dermatology group practice that is supported by a management services organization
- Susquehanna acquired a majority stake in March 2018



### STEPAC

- Headquartered in Israel, StePac is a flexible packaging company that develops and manufactures modified atmosphere packaging ("MAP") solutions for the fresh produce industry
- Susquehanna acquired a majority stake in November 2020



### THEBIGWORD

- Headquartered in the United Kingdom, thebigword is a global, technology-enabled provider of interpreting and translation services primarily serving the government, legal and healthcare end markets
- Susquehanna acquired a majority stake in August 2021



### TRANS INNOVATION GROUP

- Headquartered in Israel, TIG is a designer and assembler of custom cable solutions for zero fail products in the semiconductor, healthcare, aerospace & defense and industrial end markets
- Susquehanna acquired a majority stake in September 2020