



Case Studies

Lightview Team

Who we are

- Lower middle market private equity firm led by co-founders who have worked together for 20+ years and have decades of investment and operational experience across targeted sectors
- Robust bench of operating advisors brought to bear for sourcing, diligence and value creation

Targeted opportunities

- Services and tech-enabled businesses with highly-visible or recurring revenue
- Partnering with hungry founders who have bootstrapped their operations
- EBITDA: \$2 million to \$15 million for platforms (smaller for add-ons)

Value creation strategy

- Entrenching alignment with management teams through equity rollover
- Accelerating organic growth through operational improvements
- Sourcing and integrating accretive add-on acquisitions



IT and application managed services for mid-market and enterprise



Commercial life safety solutions serving the Midwest



Tech-enabled multilingual content marketing services



Tech-enabled performance media agency with end-to-end capabilities



Compliance solutions for the life sciences industry



Commercial pool services serving Florida and the Southeast



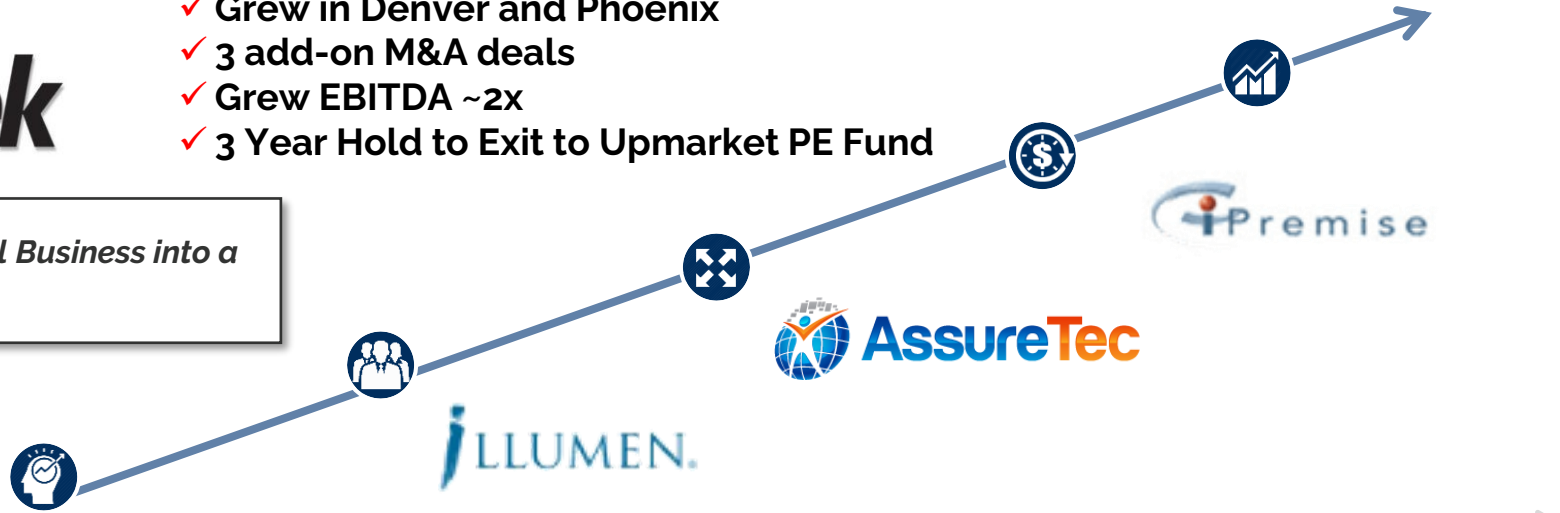
Case Study: NexusTek

IT Services Platform Value Creation Playbook

NexusTek

- ✓ Grew in Denver and Phoenix
- ✓ 3 add-on M&A deals
- ✓ Grew EBITDA ~2x
- ✓ 3 Year Hold to Exit to Upmarket PE Fund

Transformed a Bootstrapped Local Business into a Regional Platform



Establish Operating Metrics

- Implemented reporting systems and KPI tracking
- Refined go-to market

Optimize Sales & Marketing

- Instituted hunter / farmer sales model
- Recruited new VP of Sales
- Hired 3 new sales professionals

Develop Management Team

- Enhanced management team
- Hired new CEO, CRO, CFO, Head of Recruiting & Practice Leaders

M&A Strategy

- Built M&A pipeline
- Executed 3 strategic acquisitions (2 in Denver and 1 in Phoenix)

Positioned for Optimal Exit

- Grew from 30 to 100+ employees
- Built scalable core systems for back office and customer management

Case Study: Verista

Compliance Services Platform Value Creation Playbook



Transformed Regional, Bootstrapped Compliance Consulting Business into National Platform



Establish Operating Metrics

- Implemented reporting systems and KPI tracking
- Refined go-to market

Optimize Sales & Marketing

- Focus on life science clientele
- Expanded offerings to drive recurring revenue
- >20% Organic Revenue Growth

Develop Management Team

- Recruited CFO and EVP of Operations
- Improved go-to-market strategies with enhanced sales org / structure

M&A Strategy

- Closed 5 acquisitions
- Added Computer Systems Validation
- Expanded to All U.S. Life Science Geographic Markets

Position for Optimal Exit

- Positioning for near term exit



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