



MoonSail Partners, LP

Lower Middle Market Private Equity Fund

MoonSail Capital is a private investment firm investing in well-positioned, privately-held companies in the US and Puerto Rico. MoonSail is led by a team of seasoned investors who have executed more than 50 lower middle market private equity transactions, with over \$1 billion in aggregate enterprise value delivering superior returns for investors.

With this fund, the partners will aim to invest in and grow founder and family owned companies with an emphasis on value creation and positioning for liquidity.

OUR FOCUS

Lower Middle Market

"WORLD'S 6TH LARGEST ECONOMY"

156,000 firms with 16 million employees

\$3.2 trillion in Revenue

FOUNDER & FAMILY OWNED SERVICES COMPANIES

94% of LMM are privately held

OUR APPROACH

Hands-on Investing

High touch from Sourcing to Exit

SOURCE PROACTIVELY

Active Deal Pipeline in Place

FILL TALENT GAPS

Recruit Executive & Strategic Leadership

ALIGN INCENTIVES

Significant owner roll-over equity

Management stock option pool

PROFESSIONALIZE KEY PROCESSES

Set support and key initiatives

GROW EBITDA

Support organic growth

Provide vision and capital for M&A

POSITION FOR EXIT

Target Strategic Exit Multiples

Strategic Buyers & Larger PE Funds

OUR TEAM

Successful Investors

100 years of experience

SUCCESSFUL TRACK RECORD

Over 40 years in leading Lower Middle Market

Platforms

Delivered Superior Returns over a long investment

period

ALIGNED WITH INVESTORS

Significant Personal Financial Commitments to

Fund (\$2.5 million)

OUR TARGETS

Mandate Driven by Experience

EBITDA \$1-\$8 million

Micro Cap Healthcare

Business Services

Financial Services

Media & Telecom

Niche Manufacturing

OUR STRUCTURE

Flexible Capital

Buyouts, growth, recaps

Preferred Equity

Convertible debt

Subordinated debt w/ warrants

Highly structured w/ income features

INVESTMENT TEAM



Joseph Acevedo
Managing Director

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- Previously with Pharos Capital Group, a leader in lower middle market private equity with \$1 billion of AUM since inception
- Invested in buyouts, growth equity, mezzanine and convertible debt (\$1.25 billion of aggregate enterprise value)
- Board experience across healthcare, travel, technology and media
- BA, Government, Harvard; MBA, Finance, Wharton



J.P.Morgan



Rafael Ortiz
Managing Director

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- Previously with Palladium Equity Partners, \$2 billion AUM lower middle markets private equity firm focused on founder and family owned businesses
- Primary responsibility for sourcing, structuring, due diligence and portfolio monitoring
- Led deal teams overseeing over \$500 million in value
- Focus on healthcare services and industrials opportunities
- BS, Georgia Institute of Technology; MBA, Stanford GSB



Carlos Rodríguez
Managing Director

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- Former Managing Director at Credit Suisse, Global Head of Macro Structuring and Deputy Head of Global Rates, FX and Commodities
- Founded Municipal Department of Deutsche Bank and ran proprietary book of over \$10 billion of assets
- Deep experience in risk management, complex negotiations, tax and accounting
- BS, Finance, Tulane; MS, Accounting, Tulane



Lloyd Sams
Managing Director

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- Founding Partner at BIA Digital Partners (led two SBIC funds)
- 38 mezzanine investments in private companies, with specialization in TMT
- Board director / observer to 11 portfolio companies
- BS, Business Administration, Washington and Lee; MBA, UNC at Chapel Hill

