

MARKET UPDATE



November 2021 | Volume 25

Tree Line Expands AUM to \$2.1B, Closes over \$650M of New Fundings YTD, and Adds Five to Team

Key Highlights

52

private equity sponsors
financed

96

add-on acquisitions
completed

57%

of commitments from
repeat or referral
relationships













Tree Line continues to expand its lower middle-market platform reaching \$2.1 billion in assets under management. Tree Line delivers investors a suite of fund structures to access its network of relationships and advantaged deal flow in the lower middle market. Commensurate with the firm's asset growth, Tree Line has added five team members:

- **Jeff Fier** joined as a Managing Director, responsible for origination and execution of new investments with a focus on the Eastern US, New York office
- **Liz Langhorne** joined as a Vice President responsible for investor relations, San Francisco office
- **Edbreion Howard** joined as a Vice President responsible for loan servicing, Austin office
- **Mike Noesen** joined as an Analyst responsible for portfolio management, Austin office
- **Brigid O'Leary** joined as an Analyst responsible for portfolio management, Austin office

Additionally, year to date, Tree Line has completed financings with 20 new borrowers and 32 add-on financings bringing total firm commitments since inception to over \$2.6B.

"Jeff, Liz, Edbreion, Mike and Brigid's experience will be a tremendous asset to our organization", said Jon Schroeder, Managing Partner of Tree Line. "Our team now totals 25 people and is well positioned to continue to provide efficient and scalable financing solutions to lower middle market sponsors. Our approach has led to transactions with 10 new sponsors this year and we are seeing record growth continue in the fourth quarter."

Recent Transaction Activity

 <p>A portfolio company of</p>  <p>August 2021</p>	<p>First Lien Term Loan & Revolver </p> <p>Tree Line acted as Agent and Sole Lender for a first lien credit facility to support the acquisition of GovExec by Growth Catalyst Partners (“GCP”).</p> <p>The Company provides information and data services to government contractors. This represents Tree Line’s second platform with GCP.</p>
 <p>A portfolio company of</p>  <p>September 2021</p>	<p>First Lien Term Loan & Revolver </p> <p>Tree Line acted as Agent and Lead Arranger on an increased credit facility to support various acquisitions made by CollisionRight, a portfolio company of CenterOak Partners.</p> <p>The Company operates automotive collision repair shops in several Midwest markets. Tree Line provided initial acquisition financing in November 2020 and has provided follow-on capital via delayed draw term loans to support acquisitions.</p>
 <p>A portfolio company of</p>  <p>September 2021</p>	<p>Unitranche Term Loan & Equity Co-Investment </p> <p>Tree Line acted as Agent and Lead Arranger for a unitranche first lien loan to support various acquisitions by New Charter, a portfolio company of Oval Partners.</p> <p>The Company is a leading provider of IT managed services. Tree Line provided initial acquisition financing in January 2020 and has since financed 13 add-on acquisitions.</p>
 <p>A portfolio company of</p>  <p>October 2021</p>	<p>First Lien Term Loan & Revolver </p> <p>Tree Line acted as Agent and Sole Lender on an increased credit facility to support the acquisition of Practice Labs by ACI.</p> <p>The Company, owned by Boathouse Capital, provides training and IT certification for professionals in the cybersecurity and information technology industries. Tree Line provided initial acquisition financing in October 2020.</p>

Target Investment Criteria

Targeted Industries



Borrower and Deal Size

\$3M+
EBITDA

\$10M+
ARR

\$5-150M
Investment Size

Other Key Criteria

**Sponsored
Non-sponsored**
Ownership
North America
Geography

**1st Lien Term Loans
Unitranche Term Loans
Equity Co-Investments**
Security Type

**Cash Flow
ARR**
Loan Type

About Tree Line

Tree Line Capital Partners is a private credit asset management firm focused on direct lending to the lower middle market. The firm provides first lien term loans, unitranche term loans and equity co-investments to lower middle market borrowers with between \$3M-\$30M of EBITDA and at least \$10M of ARR in North America in transaction sizes up to \$150M. Tree Line currently manages \$2.1B in investable capital, and has completed over 180 transactions for acquisitions, recapitalizations, refinancings, expansion projects and other growth capital needs. Tree Line's team has extensive direct lending experience spanning multiple economic cycles and has generated significant repeat investment opportunities from the private equity community through reliable execution coupled with a direct relationship approach. Tree Line is headquartered in San Francisco with offices in New York, Los Angeles and Austin.

Visit www.treelinecp.com for additional detail.

Contact



SAN FRANCISCO

101 California Street
Suite 1700
San Francisco, CA 94111



NEW YORK

60 East 42nd Street
Suite 2440
New York, NY 10165



LOS ANGELES



AUSTIN

500 W. 2nd Street
Suite 1900
Austin, TX 78701

For investor relations inquiries, please contact:

Tom Quimby, Managing Partner | tquimby@treelinecp.com | 415.795.7576
Jon Schroeder, Managing Partner | jschroeder@treelinecp.com | 415.795.7577
Liz Langhorne, Vice President | llanghorne@treelinecp.com | 805.570.7575

For transaction inquiries, please contact:

Frank Cupido, CFA, Partner | fcupido@treelinecp.com | 415.795.7578
Drew McCauley, Principal | dmccauley@treelinecp.com | 415.795.7579
Jonah Glick, Senior Vice President | jglick@treelinecp.com | 646.829.3603
Stephan Schneck, Senior Vice President | sschneck@treelinecp.com | 415.795.7581
Ben Perlman, Vice President | bperlman@treelinecp.com | 415.795.7585
Grant Saunders, Vice President | gsaunders@treelinecp.com | 415.795.7584
Raj Muchhala, Senior Associate | rmuchhala@treelinecp.com | 956.337.6900