

# MARKET UPDATE



April 2022 | Volume 27

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## Tree Line Maintains Strong Growth with Over \$250M of New Commitments Year to Date

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### Key Firm Highlights

**\$2.2B**

INVESTABLE CAPITAL

**\$3.1B**

COMMITMENTS ISSUED  
SINCE INCEPTION

**57**

SPONSORS FINANCED

**220**

DEALS COMPLETED

**88%**

TRANSACTIONS AGENTED  
OR LED BY TREELINE

**122**

ADD-ONS FINANCED

"We're excited about our momentum across new investments, team expansion and product growth to start 2022, and remain very well positioned for another busy year as a go-to financing provider for our partners," said Frank Cupido, Partner of Tree Line.

**Key Updates:**

- Closed \$258.7M of new commitments year to date across three new platforms and 12 add-on financings
- Grew team to 26, including three new and two planned additional hires in Tree Line's Austin office
- Continued growth of ARR product with three new software investments expected in Q2 2022

# Recent Transaction Activity



## First Lien Term Loan & Revolver

Tree Line acted as Administrative Agent and Lead Arranger for a first lien credit facility to support the acquisition of Carlisle & Company by Ducker.

Ducker Carlisle provides global market intelligence, strategy consulting and M&A due diligence to leading corporations and private equity firms. This represents Tree Line's second platform with Boathouse.



April 2022



A portfolio company of



March 2022

## First Lien Term Loan & Revolver

Tree Line acted as Administrative Agent and Lead Arranger for a first lien credit facility to support Direct Connect Logistix's acquisition of Hoosier Logistics.

The Company, owned by Huron Capital, is a non-asset based, multi-modal third-party logistics company providing transportation solutions for customers of all sizes.



A portfolio company of



March 2022

## Unitranche Last-Out Term Loan

Tree Line acted as Lead Arranger on an increase on its existing first lien credit facility with New Charter Technologies to finance the Company's acquisition of Systems Solutions.

The Company, owned by Oval Partners, provides information technology services to small and medium businesses. This represents the 16<sup>th</sup> add-on Tree Line has financed for New Charter.



## ARR-Based Term Loan, Revolver and Equity Co-Investment

Tree Line acted as Agent and Lead Arranger for a first lien credit facility including an ARR-based term loan, a revolver and an equity co-investment to support Strattam's investment in Intellect.

The Company provides flexible compliance management software for ISO, FDA, EPA and OSHA manufacturing standards.



February 2022



A portfolio company of



January 2022

## First Lien Term Loan, Revolver & Equity Co-Investment

Tree Line acted as Syndication Agent on a first lien credit facility including a term loan and revolver.

The Company is the country's leading independent strategic communications, public relations, consulting and digital advertising firm. This represents the sixth platform Tree Line has financed with O2 since 2018.

# Target Investment Criteria

## Targeted Industries



Business Services



Tech-enabled Services



Healthcare



Financial Services



Consumer



Manufacturing

## Borrower and Deal Size

**\$3M+**

*EBITDA*

**\$8M+**

*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 \$8M of ARR in North America in transaction sizes up to \$150M. Tree Line currently manages \$2.2B in investable capital, and has completed 220 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](http://www.treelinecp.com) for additional detail.

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