

# MARKET UPDATE



July 2022 | Volume 28

---

## Tree Line Continues Portfolio Growth with Record 1H 2022 Deployment

---

### Key Firm Highlights

**\$2.3B**

INVESTABLE CAPITAL

**\$3.5B**

COMMITMENTS ISSUED  
SINCE INCEPTION

**64**
















SPONSORS FINANCED

"More than ever, today's market requires lenders to collaborate with borrowers on a real-time and constructive basis. We're excited to have continued to grow our portfolio and believe our execution approach built around transparent feedback and certainty to close has proven to be a key differentiator," said Jon Schroeder, Managing Partner of Tree Line.

#### **Key YTD Updates:**

- Completed \$631M of new commitments across 17 borrowers
- Closed transactions with eight new private equity relationships
- Continued active support of buy and build platforms, helping lower middle market borrowers grow to middle market leaders, with 20 add-ons financed year to date

# Recent Transaction Activity

 <p>A portfolio company of</p>  <p>April 2022</p>	<h3>Term Loan, Revolver, DDTL and Equity Co-Investment </h3> <p>Tree Line served as Agent and Sole Lender to provide acquisition financing, a delayed draw term loan and revolver to support Copley Equity Partners' investment in Roof Depot.</p> <p>Roof Depot is a leading commercial provider of roofs and ancillary services in the Southeast and MidAtlantic region of the US. This represents Tree Line's first transaction with Copley Equity Partners.</p>
 <p>A portfolio company of</p>  <p>April 2022</p>	<h3>Revolver, First Lien Term Loan &amp; DDTL </h3> <p>Tree Line served as Agent and Sole Lender on a first lien term loan, delayed draw term loan and revolver to support Avathon's continuing expansion in BBMA.</p> <p>BBMA is an early childhood education ("ECE") provider of various global citizenship programs to children from infant through age four. This represents Tree Line's first transaction with Avathon.</p>
 <p>A portfolio company of</p>  <p>May 2022</p>	<h3>First Lien Term Loan &amp; Revolver </h3> <p>Tree Line served as Agent and Joint Lead Arranger on a material upsize to its existing loan to Ingenio to support the merger of Ingenio and adviqo Group ("adviqo").</p> <p>Ingenio is North America's largest online marketplace and media platform focused on wellness, and adviqo is its largest European peer. This represents the seventh financing transaction Tree Line has completed with the Ingenio team since 2015.</p>
 <p>A portfolio company of</p>  <p>May 2022</p>	<h3>ARR-Based Term Loan </h3> <p>Tree Line served as Joint Lead Arranger for a first lien ARR-based credit facility to support Rock Solid's acquisition of Swagit, a leading provider of streaming media solutions that cater to cities, counties, states, and school districts.</p> <p>Rock Solid provides software focused on constituent engagement solutions that connect local government and their communities. This represents the second transaction Tree Line has completed with Strattam in 2022.</p>
 <p>A portfolio company of</p>  <p>May 2022</p>	<h3>ARR-Based Term Loan &amp; Revolver </h3> <p>Tree Line acted as Agent and Sole Lender for an ARR-based term loan and a revolver to support NetVendor's acquisition of ServusConnect.</p> <p>NetVendor is a provider of SaaS-based credentialing and compliance solutions to help property management companies track and monitor their vendor networks. This represents the first transaction Tree Line has completed with Greenridge Growth.</p>

# 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 \$2.3B in investable capital, and has completed 240 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.

# 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](mailto:tquimby@treelinecp.com) | 415.795.7576  
Jon Schroeder, Managing Partner | [jschroeder@treelinecp.com](mailto:jschroeder@treelinecp.com) | 415.795.7577  
Liz Langhorne, VP of Investor Relations | [llanghorne@treelinecp.com](mailto:llanghorne@treelinecp.com) | 805.570.7575

### For transaction inquiries, please contact:

Frank Cupido, CFA, Partner | [fcupido@treelinecp.com](mailto:fcupido@treelinecp.com) | 415.795.7578  
Jonah Glick, Managing Director | [jglick@treelinecp.com](mailto:jglick@treelinecp.com) | 646.829.3603  
Jeff Fier, Managing Director | [jfier@treelinecp.com](mailto:jfier@treelinecp.com) | 415.515.7854  
Drew McCauley, Principal | [dmccauley@treelinecp.com](mailto:dmccauley@treelinecp.com) | 415.795.7579  
Stephan Schneck, Principal | [sschneck@treelinecp.com](mailto:sschneck@treelinecp.com) | 415.795.7581  
Ben Perlman, Vice President | [bperlman@treelinecp.com](mailto:bperlman@treelinecp.com) | 415.795.7585  
Raj Muchhala, Vice President | [rmuchhala@treelinecp.com](mailto:rmuchhala@treelinecp.com) | 956.337.6900  
Malcolm Ferrell, Vice President | [mferrell@treelinecp.com](mailto:mferrell@treelinecp.com) | 512.839.9008