

Petra Capital Partners is a private equity firm engaged in providing growth capital for companies located throughout the United States. Our investment team has an established record of success spanning over 20 years and deploying more than \$700 million of capital invested into more than 100 companies. We are seeking investments for our new SBIC fund, Petra Growth Fund IV. We can invest up to \$20 million per company in equity or debt securities.

Transaction Types

- Growth capital
- Recapitalizations
- Buyouts
- Shareholder liquidity
- Platform buy and build

Company Characteristics

- Not capital intensive
- Recurring or highly reoccurring revenue
- Strong industry growth
- Differentiated offering
- Niche leaders

Financial Characteristics

- \$10+ million revenue
- 20%+ organic revenue growth or fragmented industry suitable for buy & build strategy
- 30%+ gross margins
- Positive EBITDA

Flexible Capital Solutions

- Minority Equity
- Subordinated Debt
- Control Equity

Current Business and Tech Enabled Services Portfolio

Fabrication Services

Keystone Foam



Derry, PA based fabricator of custom foam products for various end markets.

Outsourced Biz Dev & Training

Shipleigh Associates



Provider of outsourced RFP services to government contractors and corporate clients.

Cloud Migration & App Mgmt.

Highstreet



Cloud-oriented managed IT services provider.

Business Process Outsourcing

GBS Enterprises



Leading provider of furniture warranty programs and mattress protectors.

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Select Prior Business and Tech Enabled Services Investments

Corporate Training	Pragmatic Institute		Corporate training services provider for technology companies.
Business Process Outsourcing	United States Appraisals		Provider of tech enabled appraisal management services.
Facilities Services	Airserv		Provider of outsourced services to commercial airlines, airports, and transportation companies.
Cyber Security	Mycroft		Provider of IT security solutions to the Fortune 500.
Digital Marketing	PostUp		Multi-channel digital marketing platform provider.
UCaaS	Yorktel		Provider of visual communications services to the Fortune 500, government, and healthcare industry.
Industrial Services	Insource		Labor management services provider serving manufacturing and distribution companies.
Healthcare IT	VirMedica		Healthcare IT company that optimizes specialty pharmaceutical product commercialization.

Current Segments of Interest

B2B Services

Tech Enabled

Third Party Maintenance & Support

Industrial services and facilities services such as HVAC, landscaping mechanical, building systems and elevators.

Business Process Outsourcing

Outsourced HR & administrative, regulatory & compliance, marketing & sales, and legal services.

Industrial Automation

Automation and robotics system integrators and other service providers moving clients to Industry 4.0.

Insurance Services

Agencies, claims processing and audit services, and specialty services like cyber insurance and subrogation.

Testing, Inspection & Compliance

Including fire & life safety, food safety, and environmental services. Often compliance-driven.

Managed Service Providers

Ongoing IT support, including MSPs and other companies supporting cloud environments.

Cyber Security

Including MSSPs, risk assessments and incident response services.

Internet of Things

Asset tracking, remote monitoring, and other IoT solution providers.

Information Services

Solutions supporting business intelligence, data analytics, benchmarking and compliance.

IT Services

Select implementation providers in the Salesforce, ServiceNow, Workday and Snowflake environments.