

The logo consists of a stylized circular icon with three curved segments meeting at a central point, resembling a propeller or a windmill.

TAILWIND CAPITAL



# THERE IS NO MIDDLE WAY TO GROW IN THE MIDDLE MARKET.

Finding the right path to growth for your business requires a partner that is both experienced and personally invested in your success.

Founded by a group of proven private equity professionals in 2003, Tailwind Capital focuses on building middle market companies in the healthcare, business services, and media/communications sectors.

The Tailwind approach to private equity distills deep experience with practiced, direct strategic advice, predicated on an open, candid partnership.

We look forward to growing with you.

**“Our aim is to work with you to achieve focused growth to take your company to the next level.”**

# **WE DON'T BUY BUSINESSES. WE BUILD THEM.**

If you're just looking to raise capital, look elsewhere. But if you're serious about raising your business to the next level, Tailwind provides the necessary financial, intellectual, and tactical resources to transition your business to a larger, more profitable enterprise.

We approach investment strategy and operational improvement with discipline and rigor. But we don't tell you how to do your job. Rather, we lend our perspective to help unlock the potential of your business.

Personally invested in and committed to each portfolio company, our team helps navigate the critical issues – economic, organizational, and operational – at every stage, leveraging our distinct network, helping to transition the company, and accelerating growth.

# TELL US WHERE YOU WANT TO GO. TOGETHER, WE'LL GET THERE.

Tailwind focuses on growing middle market companies in the healthcare, business services, and media/communications sectors. We are actively investing our \$775 million fund.

For us, the first steps to growth are candor and clarity. Exceptional partnerships are built on a full and frank exchange of information and insight to reach our common goal: uncommon growth. It's the only way we know how to work.

## **SELECT INDUSTRIES**

Companies in the healthcare, business services, and media/communications sectors

## **PROVEN MODELS**

Control oriented investments in growing middle market businesses

## **INVESTMENT SIZE**

Targeted investments of \$25 to \$100 million

## **REAL POTENTIAL**

Management teams and investment partners with a passion for growth and a commitment to success

# WE'RE NOT FOR EVERYONE. NEITHER ARE YOU.

At Tailwind, we recognize, respect, and commit to entrepreneurial vitality. It's a central part of our own philosophy. We welcome business owners who share the ideals of openness and integrity, and who have an appetite for growth. We offer you the opportunity to work directly with the partners leading our firm.

Prior to forming Tailwind, our senior partners held leadership roles at Morgan Stanley Capital Partners, Soros Private Fund Management, Warburg Pincus, and Welsh, Carson, Anderson & Stowe. Over the last 25 years, our combined experience included leading \$6 billion of private equity investments in 75 middle market companies, growing these investments to over \$16 billion in value.

**“Chemistry is as much a part of the process as financial structuring and investment strategy.”**

