



Building Market-Leading Companies

Riata is a leading private equity firm that partners with seasoned management teams to invest in growing, profitable, privately-held companies in three industry sectors — business services, consumer, and healthcare services. RCG takes a selective approach to investing in high-potential businesses whose owners and management teams want an investment partner with the capital, experience, and record of successful collaboration required to achieve their liquidity and value-creation objectives. We provide entrepreneurs and management teams the support they need to build exceptional middle-market companies.

Investment Profile

✓ Size

- Equity investments of \$25 –\$150 million
- EBITDA of \$5 –\$30 million
- Total enterprise value of \$25 –\$300 million

✓ Attributes

- Large and growing TAM
- Distributed recurring/re-occurring revenue profile
- Strong operating margins and free cash flow conversion
- Competitive barriers with “Right to Win”

✓ Structure

- Primarily control investments
- Recaps, buyouts, divisional carve-outs, CEO-led buy & builds, and growth capital
- Flexible capital structures

RCG Sector Focus

Business Services

Tech-Enabled

- Construction / PropTech
- Data Analytics / Information Services
- Digital Marketplace
- Fintech & Payment Services
- GovTech / RegTech
- GRC / Cybersecurity
- Managed IT Services
- Supply Chain / T&L

Traditional

- Commercial and Facility Services
- Digital Infrastructure Services
- Environmental Services
- Testing, Inspection, Certification & Compliance

Consumer

Multi-Site Services

- Automotive Aftermarket
- Beauty, Health & Wellness
- Pet Boarding, Daycare & Grooming
- Youth Enrichment & Sports

Residential Services

- Garage Door Maintenance
- Landscaping / Lawn Care
- Pest Control
- Pool Maintenance
- Restoration / Mitigation

Healthcare Services

Payer Services

- Care Coordination & Clinical Communications
- Cost Containment
- Member Engagement
- Patient Navigation
- Payment Integrity
- Provider Management

Provider Services

- Patient Engagement
- Population Health Management
- Revenue Integrity
- Value-Based Care Consulting & Contracting

25+ Years
Sector Focused



BUSINESS SERVICES



CONSUMER



HEALTHCARE SERVICES

RCG
At-A-Glance

\$2B+

CAPITAL INVESTED

47

PLATFORM ACQUISITIONS

475+

ADD-ON ACQUISITIONS

\$7.8B+

TRANSACTION VALUE

+7X

EBITDA GROWTH DURING
HOLDING PERIOD

Representative Investments



Provider of managed network and cloud collaboration solutions to small and mid-sized enterprises, supporting multi-location customers with thousands of locations across a variety of sectors

BUSINESS SERVICES
CURRENT



Provider of cloud-based integrated payment solutions to local government agencies to facilitate secure digital transactions between government departments and constituents

BUSINESS SERVICES
CURRENT



Leading eyecare platform that currently owns and operates over 500 optometry practices across 30+ states

HEALTHCARE SERVICES
CURRENT



Leading operator of company-owned salon suites that provide individual salon studio venues and value-added services to over 2,750 beauty care professionals across 37 locations in four states

CONSUMER
CURRENT



High-growth provider of subscription-based residential pest control services across 26 markets nationwide

CONSUMER
REALIZED

Select Historical Investments



BUSINESS SERVICES
BUY & BUILD



CONSUMER
RECAPITALIZATION



HEALTHCARE SERVICES
BUY & BUILD



BUSINESS SERVICES
BUYOUT



CONSUMER
GROWTH CAPITAL



HEALTHCARE SERVICES
DIVISIONAL CARVEOUT



BUSINESS SERVICES
BUYOUT



CONSUMER
RECAPITALIZATION



HEALTHCARE SERVICES
DIVISIONAL CARVEOUT

Investment Team

Jeff Fronterhouse
Managing Partner

Barron Fletcher
Managing Partner

Blake Battaglia
Managing Partner

Marla Stein *
Managing Director -
Business Development
& Investor Relations

Tom Belatti
Principal

Brandon Boyd *
Principal -
Business Development

David Parker
Principal

Jared Beauchamp
Vice President

John Clayton
Senior Associate

Ellis Prince
Senior Associate

Jake Hoffpauir
Associate

Hope Masters
Associate

Georgia Van Os *
Associate

Operations Group

Jay Bradford *
Partner

Satish Dave *
Managing Director

Jeffrey Porter *
Managing Director

Mike Wons *
Managing Director

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