

## Dedicated to Achieving Excellence & Delivering Results

Godspeed Capital is a lower middle-market Defense & Government services, solutions, and technology focused private equity firm investing alongside forward thinking management teams that seek an experienced and innovative investment partner with unique sector expertise, operational insight, and flexible capital for growth.

### Investment Approach

The Godspeed Compass Guides our Investment Approach.

- ⚙️ **Collaborative** — Take a collaborative approach to partnering with management.
- ⚙️ **Open** — Open and transparent with founders, entrepreneurs and management about our goals and objectives to align interests for long-term success.
- ⚙️ **Management** — We place a premium on building strong, cohesive management teams, while also investing in and developing our people at all levels of an organization.
- ⚙️ **Proactive** — We pride ourselves on being proactive in all our efforts to help our businesses achieve their growth objectives.
- ⚙️ **Altruistic** — Our team strives to instill an altruistic & ethical culture within our firm and in the businesses with which we invest.
- ⚙️ **Service** — We believe in giving back to those who keep us safe.
- ⚙️ **Success** — We are success oriented, hard charging professionals and look to imbue that same thirst for excellence in all that we do inside of each of our management teams.

### Mission and Values

Godspeed Capital is committed to a collaborative approach to building businesses over the long-term that is guided by established principles set by our internal business compass.

- Godspeed is an expression of goodwill from one person to another, wishing someone good luck and success as they embark on a new journey or venture.
- A decision to partner with Godspeed Capital comes with a mutual commitment to hard work, to act in a virtuous manner, and to accomplish a successful outcome for all stakeholders.

### Investment Strategy

Godspeed Capital targets control only, lower middle market Defense & Government Investments.

- Consistently deliver superior risk-adjusted returns over the long-term.
- Invest in successful, niche-leading companies and take them to the next level.
- Partner with management teams to support organic growth initiatives, improve operations, and complete add-on acquisitions.
- Create value for all stakeholders by building companies that are not just bigger, but are qualitatively enhanced and better positioned strategically while maintaining focus on our customers and employees.

## Investment Criteria

We target investors with the following characteristics:

**\$3 to \$30 million  
in EBITDA**



**Godspeed is a Control Investor**



**Target Companies with International  
Scope but headquartered in North America**

## Transaction Types

- Private company buyouts
- Niche sector consolidation/roll-up strategies
- Add-on acquisitions
- Partnering with entrepreneurs to provide capital and strategic guidance for expansion
- Public-to-private transactions
- Corporate carve-outs
- Special situations

## Targeted Sectors for Investment

- Cybersecurity
- Cloud computing Space
- Intelligence Surveillance & Reconnaissance
- Intelligence Analysis
- Healthcare IT
- Software Engineering
- Artificial Intelligence
- Hypersonics
- Defense Technology
- Engineering, Technical & Professional Services
- Mission Support & Logistics

## Investment Team

**Douglas T. Lake Jr.**  
Founder & Managing Partner  
doug@godspeed.com  
P (202) 765-1040

**Nathaniel T.G. Fogg**  
Partner  
nat@godspeed.com  
P (202) 765-1156

**Cameron Terry**  
Principal  
cam@godspeed.com  
P (202) 765-1239

**James Reid**  
Principal  
james@godspeed.com  
P (202) 765-1773

**Jake Sliman**  
Principal  
jake@godspeed.com  
P (202) 765-1545

**Michael C. Roualet**  
Principal  
mike@godspeed.com  
P (248) 930-7993

**Alex Gainey**  
Associate  
alex@godspeed.com  
P (202) 765-1010

**Matt Dunavant**  
Associate  
matt@godspeed.com  
P (901) 606-3890

**Michael Sevilla**  
Associate  
michael@godspeed.com  
P (703) 483-1325