



Sandy Hill Partners, LP

Investment Management & CFO Advisory





IDENTIFYING OPPORTUNITIES, EXECUTING SOLUTIONS

Sandy Hill Partners brings a value first approach, informed by decades of operating experience with emerging companies. We blend public-market discipline with hands-on management and private-company knowledge.



Portfolio Management

Actively guiding your investments for success

Research and Selection

Rigorous Selection through fundamental analysis

Bottom-Up Analysis

We employ a rigorous **bottom-up fundamental analysis** approach, utilizing discounted cash flow models, earnings multiples, and free cash flow yields to ensure informed investment decisions in our portfolio.

Management Quality

Assessing **management quality** and capital allocation is vital; we prioritize insider transactions and track management changes to gauge company health and strategic direction effectively.

Options Strategies for Income Generation



Covered Calls

Generating income while retaining ownership of stocks.



Cash-Secured Puts

Acquiring stocks at a discount through options.



Defined-Risk Spreads

Expressing targeted views with limited capital commitment.

Industries

- Fintech, Software & Technology
- Semiconductor equipment
- Healthcare: software, services and devices.
 - *Non-Pharma companies*
- Energy: green technology & procurement

Public / IPO experience

- Board of Directors, senior executives, and staff
- Shepherding companies through IPO process (DRS, S-1, and SPAC), including CFO of a \$300M NASDAQ SPAC and ASX listed company, investor relations, board processes, compensation structure, finance and regulatory guidance.



Value-Oriented Approach

At Sandy Hill Partners, we adopt a **patient, value-oriented approach** to investing. Our portfolio is concentrated on businesses we understand deeply, allowing us to let compounding work over time while we maintain a strong focus on intrinsic value.



Management Services

Actively supporting executive and financial professionals for success

Advisory Support

Financial Support

Experience modeling and managing corporate finance.

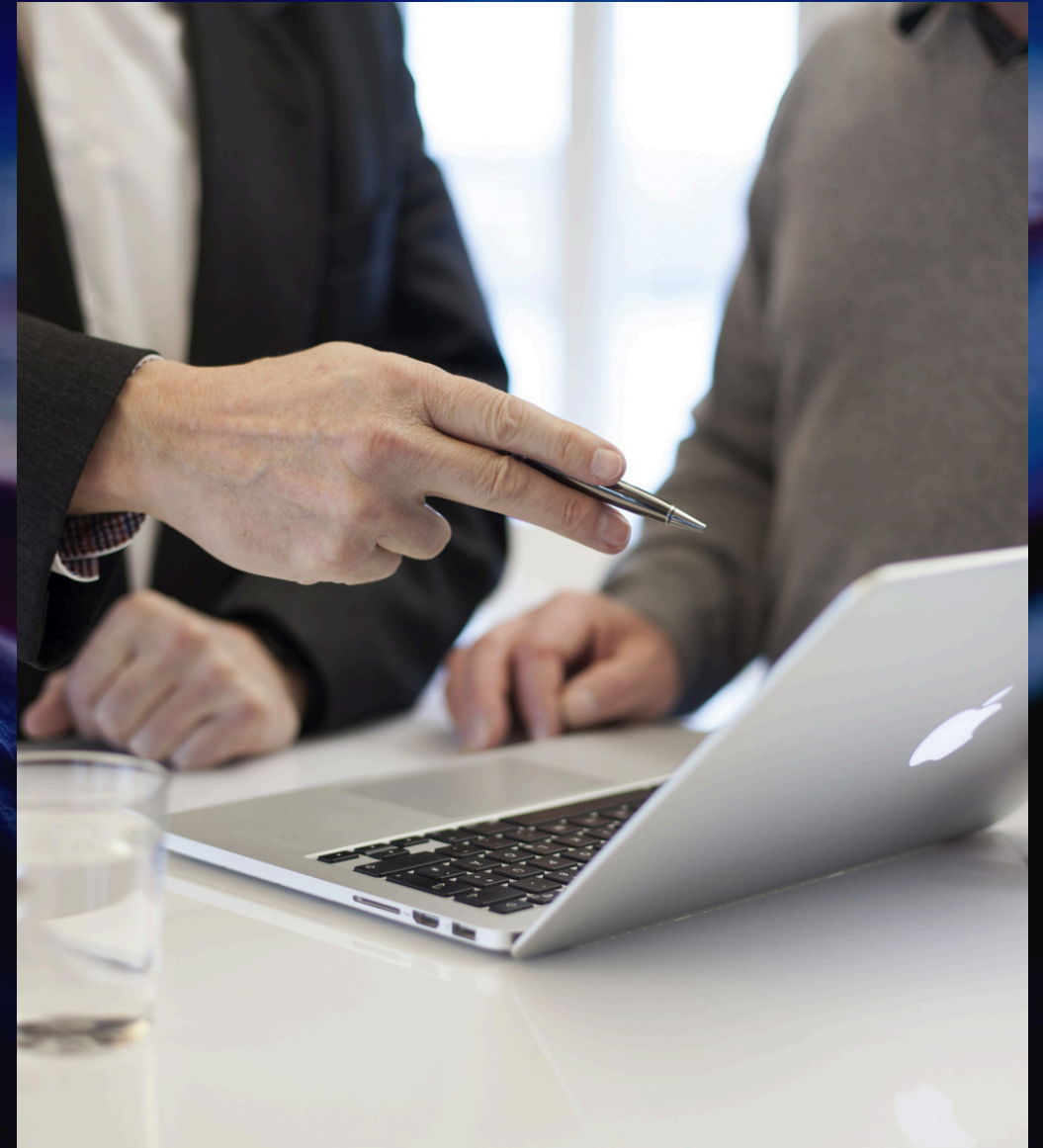
- CFO support and interim services
- Cash Flow management
- Financial distress advisory

Emerging Business Development

Pre-revenue investment experience adds value to executives working through operational issues, IPO prep, fund raising, supplier relationships, compensation and board structure

AI Services Integration

- Experience integration of AI into CFO modeling support and interim services



SELECT PRIVATE INVESTMENTS



Pace Funding / Home Run
Finance (active)

FinTech home improvement
lending



Healtheon → WebMD

Founding investor; merged into
WebMD; NASDAQ IPO



Medilogix (active)

Durable medical equipment
leasing via EBX MX

2x to 9x on exits to date



LifeLock: Identity protection
services

sale to Norton



Solar Power for Consumers

IPO



Digital Persona: Biometric
Identity

Owner of Apple's non-mobile
fingerprint tech. Sold to
Crossmatch, 2014 (Chairman)



Ron Warrington, Managing Partner

San Francisco, CA

Three decades in finance, executive management, and investing. Public-company CFO experience includes Pivotal Systems (on ASX - sold to Private Equity) and the IPO of a \$300M NASDAQ SPAC. As Chairman, led Digital Persona's sale to Crossmatch (2014). As President, took CCIX public on NASDAQ (1993). Now focused on Sandy Hill Partners' public-securities investing. AB Economics, UC Berkeley; MBA Harvard Business School.



Bob Kamm, Venture Partner

Quincy, Ma

A seasoned entrepreneur, financial analyst, and advisor, Bob has founded and exited several technology companies and now supports entrepreneurs on strategy, software and technology, fund raising, and financial structure. MBA UCLA



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