

Investment Summary

Investment Date:	October 31, 2019	OGC Invested Capital:	\$33.5M
Deal Type:	Private Seller	Realized Value:	\$0.0 M
		Remaining Unrealized Value:	\$33.6 M
		Total Value:	\$33.6 M

Company Description

Business Summary CoreMedia is a web content management (“WCM”) and digital experience platform (“DXP”) platform. CoreMedia’s suite of offerings blend real-time product information with multimedia marketing content to deliver personalized product messaging across a variety of digital channels. Its solutions are used by companies to increase their digital presence, manage digital asset libraries and enhance their eCommerce platform.

Headquarters Hamburg, Germany – USA
Employees 168
Management Sören Stamer – CEO
Klemens Kleiminger – CFO
Jim Stirewalt – CRO

Recent Developments

- Working to complete transition as an OpenGate Capital investment company
- Promoted Jim Stirewalt to Chief Revenue Officer (CRO) and globally restructured the commercial organization not one platform
- Developed a detailed strategic plan to drive future recurring revenue growth through accelerated new product development, improved commercial strategy, a comprehensive services program, increased market awareness, and optimized operational excellence

Financial Summary (\$ in millions) (EBITDA does not include one-time transaction and deal fees)

	LTM	Quarter Ended		At
	12/31/19	12/31/18	12/31/19	12/31/19
Revenue:	\$23.2	\$5.8	\$6.1	Cash & Equivalents: \$3.5
Gross Profit:	\$22.8	\$5.8	\$6.1	Debt: \$16.3
ARR*:		\$16.0	\$17.4	

* ARR is the acronym for Annual Recurring Revenue which is a key metric used by SaaS or subscription businesses that have term subscription agreements, meaning that there is a defined contract length. ARR is the value of the contracted recurring revenue components of the term subscriptions normalized to a one-year period.

Q4 2019 Financial Performance and Net Debt Trends (in USD)

