



## KUBRA DATA TRANSFER

### Background

In 1994, Rick Watkin started as one of the earliest employees of KUBRA, a company with origins in bill printing and delivery. By 2000, Rick assumed the role of CEO and led the transformation of KUBRA's service offering into electronic billing and payment processing. In 2006, Rick saw that the market presented tremendous growth opportunities for KUBRA and was seeking an equity partner to help him grow.

### Clairvest Partnership

Rick and his fellow executive shareholders partnered with Clairvest to purchase shares from the founder of KUBRA. Clairvest worked closely with Rick and his team to support a couple of acquisitions, debt capital raises and a strengthening of the senior leadership team.

### Update

KUBRA grew to become one of the leading electronic bill presentment and payment companies in North America. In eight years KUBRA grew by over six times and was highly sought after in the market. In 2014 after numerous inbound solicitations, KUBRA was successfully sold, generating a return of 13.5x on invested capital. The management team realized a tremendous return on their capital.



*"Clairvest was a valuable partner to KUBRA. They actively supported KUBRA's growth and served as a great resource to the company."*

- Rick Watkin, CEO

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