

INVESTMENT CRITERIA

Target Equity Investment:

\$10 million - \$30 million

Target EBITDA:

\$4 million - \$12 million

Controlling or Substantial
Minority Ownership Position

Company Characteristics

- Recurring revenue
- Scalable business model
- Growing end-markets
- Differentiated service platform
- Established brand/market presence

Nearly \$1 billion
of enterprise
value acquired
since 1999.

TRANSACTIONS FROM \$20 MILLION - \$125 MILLION

Building value in the middle market since 1999.



Buyouts: Exits, Succession Planning, Roll-Ups



Growth: Organic Growth, Strategic Acquisitions



Recapitalizations: Estate Planning,
Debt/Equity Consolidation



Corporate Divestitures: Strategic Acquisitions,
Management Buyouts

INDUSTRIES



Business Services



Industrial Services



IT & Managed Services



Consumer Services

POST-CLOSING INITIATIVES

- Custom growth strategies
- Strategic personnel upgrades
- Infrastructure enhancement
- Market penetration/expansion
- Operational process improvements
- New product/service development

REPRESENTATIVE TRANSACTIONS



CONSUMER SERVICES
Summer camp operator



BUSINESS SERVICES
Fire and life safety services



CONSUMER SERVICES
Drug and alcohol
treatment facilities



BUSINESS SERVICES
Outsourced human
resources services



BUSINESS SERVICES
Fire and life safety services



INDUSTRIAL SERVICES
Water/wastewater control
systems integrator



BUSINESS SERVICES
Sign and lighting services



INDUSTRIAL SERVICES
Specialty coatings



INDUSTRIAL SERVICES
Specialty coatings



BUSINESS SERVICES
Specialty inks and coatings



BUSINESS SERVICES
Specialty consulting



BUSINESS SERVICES
In-home
healthcare services



BUSINESS SERVICES
Ambulatory
surgery center facilities



BUSINESS SERVICES
Entertainment
industry software



BUSINESS SERVICES
Government
website services

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