

INVESTMENT CRITERIA

Target Equity Investment:

\$10 million - \$30 million

Target EBITDA:

\$1 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

Over \$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



BUSINESS SERVICES
HVAC services



BUSINESS SERVICES
Fire and life safety services



BUSINESS SERVICES
Outsourced human
resources services



BUSINESS SERVICES
Fire and life safety services



BUSINESS SERVICES
Sign and lighting services



BUSINESS SERVICES
Specialty consulting



INDUSTRIAL SERVICES
Water/wastewater control
systems integrator



INDUSTRIAL SERVICES
Specialty coatings



INDUSTRIAL SERVICES
Specialty coatings



INDUSTRIAL SERVICES
Specialty inks and coatings



IT & MANAGED SERVICES
Healthcare billing &
payments



IT & MANAGED SERVICES
Casting & auditioning
solutions



IT & MANAGED SERVICES
Online solutions for govern-
ment and municipal clients



CONSUMER SERVICES
Drug and alcohol
treatment facilities



CONSUMER SERVICES
Home healthcare



CONSUMER SERVICES
Ambulatory sugery centers

Jim Upchurch, President & CEO
jupchurch@caltius.com

Michael Morgan, Managing Director
mmorgan@caltius.com

Corbin Bagenstose, Associate
cbagenstose@caltius.com

Garrick Ahn, Managing Director
gahn@caltius.com

Justin Benshoof, Principal
jbenshoof@caltius.com

Greg Brackett, CFO
gbrackett@caltius.com

Jeff Holdsberg, Managing Director
jholdsberg@caltius.com

Ryan Matthews, Senior Associate
rmatthews@caltius.com