



**'One at a time' transition
and growth equity
partners to the small
business owner**

FLEXIBLE CAPITAL – Patient capital structures tailored to the unique needs of the situation.

PARTNERSHIP – We don't disappear or simply take over. We listen and roll up our sleeves.

WE GET IT – We're operators and investors alike. We've been there and understand the challenges.

ALIGNMENT – We succeed only when our companies and partners do.

INVESTMENT STRATEGY

- Focus on light industrial, manufacturing and value-added distribution companies in the Southeast U.S.
- Partner with existing ownership/senior leadership team to implement a comprehensive growth strategy
- Value orientation with emphasis on long-term company performance and predictability
- Conservative stance on capital structure and operational risk
- Long-term value creation model for management and ownership

PLATFORM PROFILE

- >5 year operating history and stable, predictable cash flows
- Participation in non-cyclical, moderately growing end markets
- Clear product or capability differentiators
- Revenue of \$5 - \$25MM
- Gross margins >30%
- EBITDA >\$1MM

PROPOSED TRANSACTION

- Control investments in companies with enterprise values up to \$10MM
- Combination of senior and/or subordinated debt, equity and seller financing
- Buy-and-build approach with no pre-determined investment period
- Cash and equity incentive programs for senior managers
- Reasonable finders' fees considered