



ACG[®]

2019 ACG RICHMOND VIRGINIA CAPITAL CONNECTION

Investor Profile Report

PRESENTED BY

 **PitchBook**

THE JEFFERSON HOTEL
OCTOBER 2-3, 2019

Glossary

Business Description:

A description of the firm's primary type, preferences and location. PitchBook is an impartial information provider and will remove promotional language.

Assets under management (AUM):

The amount of money that the investor manages for clients based on number of currently-managed funds.

Active private equity investments:

The number of active companies in the investor's current portfolio identified by PitchBook in the last five years. This includes add-on transactions.

Total private equity investments:

The total number of companies in the investor's portfolio, identified by PitchBook in the last five years. This includes add-on transactions.

Target EBITDA:

Preferred EBITDA range targeted for investment.

Target revenue:

Preferred revenue range targeted for investment.

Preferred investment amount:

Preferred investment amount range that the firm typically invests in a transaction.

Recently closed investments:

The top five recent investments or transactions serviced identified by PitchBook.

Most recent closed fund (Type, Size, Vintage):

The most recently closed fund (The fund is no longer in a fundraising state and is not accepting additional commitments) identified by PitchBook. Evergreen funds are not included.

All investments by industry:

Graph of transactions by industry, represented in the PitchBook Platform. This breakdown is based on primary industries of the portfolio/serviced companies.

*Specific to Lender Profiles***Total debt financings:**

The number of entities identified by PitchBook that received debt financing from the firm in the last five years.

Target debt financing amount:

Preferred amount of debt typically provided by the firm in a transaction.

*Specific to Service Provider Profiles***Total transactions:**

The number of transactions identified by PitchBook that the firm has provided service on in the last five years.

Total companies serviced:

The number of unique companies the firm has provided service to in the last five years, identified by PitchBook.

Total investors serviced:

The number of unique investors identified by PitchBook that the firm has provided service to in the last five years.

Target EBITDA:

The EBITDA range for buy-side and sell-side target companies.

Target transaction amount:

The transaction amount range for buy-side and sell-side companies.

Disclaimer: This information is currently published in the PitchBook Platform or was provided by the firm for this conference.

Profiles Included In Report

BBH Capital Partners

Boxwood Partners

CIVC Partners

Deerpath Capital Management, LP

Dickinson Williams & Company

Dominion Partners, LC

Dorilton Capital

Edgewater Capital Partners

Falcon Affiliates

Farragut Capital Partners

Fox Three Partners, LLC

Gauge Capital

Gen Cap America

Harris Williams

Huron Capital

IMB Development Corporation

Mad River Associates

Main Street Capital Corporation

Mann, Armistead & Epperson, Ltd.

Marriott & Co., LLC

Matrix Capital

McCarthy Capital

MCM Capital Partners

Platte River Equity

Riordan Lewis & Haden Equity Partners

Route 2 Capital Partners

Silver Oak Services Partners

SSG Capital Advisors, LLC

Stonehenge Partners

Tecum Capital

Transact Capital Partners

BBH Capital Partners



Investor type: **PE/Buyout** | Year founded: **1989**

BBH Capital Partners (“BBHCP”) is a private equity fund sponsored by Brown Brothers Harriman & Co. that provides highly customized capital solutions to lower middle market companies in the following sectors: (i) healthcare; (ii) technology, media, and telecommunications; and (iii) business products and service.

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Primary contact

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General statistics

Assets under management	Active private equity investments	Total private equity investments	Enterprise Value	Target EBITDA	Preferred Investment amount
\$1.95B	14	62	Up to \$500M	\$5M-\$30M	\$15M-\$125M

Recently closed investments

Name	Deal type	Deal date
700 Valve Supply	Buyout/LBO	May-2019
Bradford Airport Logistics	PE Growth/Expansion	Jan-2019
Ethos Veterinary Health	PE Growth/Expansion	Dec-2018

Most recent closed fund

BBHCP Opportunities Fund, L.P.

Type: **Buyout**

Size: **\$250M**

Vintage: **2018**

All investments by industry



Boxwood Partners

Investor type: **Investment Bank** | Year founded: **2007**

Boxwood Partners is a financial advisory, growth equity and investment banking firm which provides a wide range of services such as mergers and acquisitions advisory, buy-side advisory and pre-sale consultancy to the food, consumer products, media, e-commerce, warehousing, technology, manufacturing and real estate sectors. The firm was founded in 2007 and is based in Richmond, Virginia.



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General statistics

Active private equity investments

1

Total private equity investments

10

Recently closed investments

Name	Deal type	Deal date
Hoopla Frozen Yogurt (5 locations)	Buyout/LBO	Apr-2018
SweetFrog Enterprises	Buyout/LBO	Feb-2015
SweetFrog Enterprises	PE Growth/Expansion	Apr-2012
Red Rock Products	Buyout/LBO (Add-on)	Feb-2012
Dorsey, Wright & Associates	Buyout/LBO	Nov-2011

All investments by industry



CIVC Partners

Investor type: **PE/Buyout** | Year founded: **1970**



CIVC Partners is a Chicago, Illinois based private equity firm that specializes in buyout, recapitalization and growth equity capital investments in middle market companies. The firm prefers to invest in the business service, financial service, information service, business process outsourcing, analytic, logistic, insurance, healthcare, and information technology sectors.

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Primary contact

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General statistics

Assets under management	Active private equity investments	Total private equity investments	Target revenue	Target EBITDA	Preferred investment amount
\$2.7B	9	133	\$40M-\$300M	\$4-20M	\$15M-\$85M

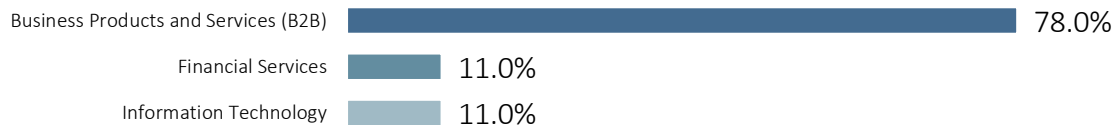
Recently closed investments

Name	Deal type	Deal date
Master Locators	Buyout/LBO (Add-on)	Aug-2019
Specialized Elevator Services	Buyout/LBO	May-2019
Computer Aided Technology	Buyout/LBO	Apr-2019
Compli	Buyout/LBO (Add-on)	Jan-2019
Magna Legal Services	Buyout/LBO	Dec-2018

Most recent closed fund

CIVC Partners Fund V
Type: **Buyout**
Size: **\$400M**
Vintage: **2017**

All investments by industry



Deerpath Capital Management

Investor type: **Lender/Debt Provider** | Year founded: **2007**

Deerpath Capital Management is a New York based provider of customized, cash flow-based senior debt financing to lower-middle market companies across diverse industries.

Since its inception in 2007, the firm has completed over 300 investments, deploying over \$2.5 billion of invested capital across a broad range of industries, investment products and transaction types. Deerpath Capital Management has regional offices located in Boston, Chicago, Ft. Lauderdale and Los Angeles.

Deerpath is currently raising its fifth series of funds, targeting \$1B in equity.



D E E R P A T H
CAPITAL MANAGEMENT, LP

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General statistics

Assets under management

\$1.5B

Target EBITDA

\$3M-\$20M

Preferred Investment amount

\$10M-\$50M

DELETE

Business Products and Services (B2B)

40.0%

Consumer Products and Services (B2C)

60.0%

Dickinson Williams & Company

Service provider type: **Investment Bank** | Year founded: **2011**

Dickinson Williams & Company is an independent investment banking firm led by three industry veterans with over 75 years of advisory, financing, and operating experience. The firm provides objective, experience-based advisory services to lower middle market companies with enterprise values typically in the range of \$10-100 million. The firm provides sell-side, buy-side, private placement, recapitalization, and strategic advisory services to family and closely held businesses, corporations, and private equity groups, and has a broad cross-section of transaction and industry experience in the industrials, business services, distribution, healthcare, and consumer sectors.



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Primary contact

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Dominion Partners

Service provider type: **Investment Bank** | Year founded: **1996**

Founded in 1996, Dominion Partners is an investment banking firm headquartered in Glen Allen, Virginia. The firm is focused on the middle-market, dedicated to working with senior management and business owners in achieving their strategic and financial goals. The firm offers assistance on mergers, and acquisitions, management buy-outs, capital raising, senior debt, and mezzanine transactions. Dominion Partners is active with clients in manufacturing, distribution, and services.



DOMINION PARTNERS, L.C.
CAPITAL & ADVISORY SERVICES

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General statistics

Total transactions
(last 5 years)

24

Total companies serviced
(last 5 years)

30

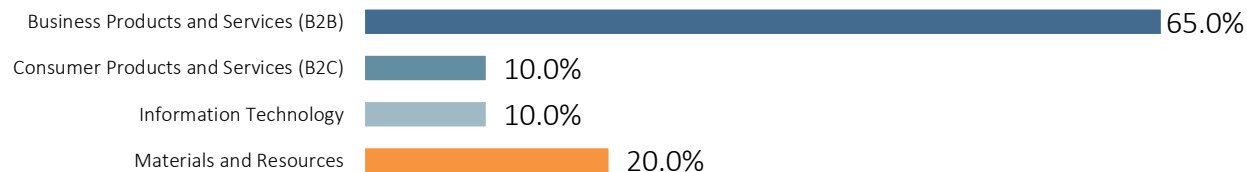
Total investors serviced
(last 5 years)

40

Recently closed transactions

Investor/company serviced	Service	Deal type	Deal date	Deal location
Spec Ops	Advisor: Sell Side	Buyout/LBO	Jul-2018	Ashland, VA
Pavement	Advisor: Sell Side	Buyout/LBO	Jan-2018	Waldorf, MD
StampTech	Advisor: Sell Side	Buyout/LBO	Jan-2018	Southington, CT
Anco Eaglin	Advisor: Sell Side	Merger/Acquisition	Apr-2017	High Point, NC
Granite Source	Advisor: Sell Side	Buyout/LBO	Sep-2016	Chantilly, VA

All transactions by industry



Dorilton Capital

Investor type: **Family Office** | Year founded: **2009**

Dorilton Capital is a private investment firm that makes private equity and growth equity investments. The firm seeks to invest in the industrial services, testing and inspection, home health care and health care services sectors. It was founded in 2009 and is based in New York, New York.



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General statistics

Active private equity investments

8

Total private equity investments

50+

Target EBITDA

\$2M-\$25M

Recently closed investments

Name	Deal type	Deal date
Hospice Connection	Buyout/LBO (Add-on)	Feb-2019
MEI Rigging and Crating	Buyout/LBO (Platform)	Feb-2019
L-K Industries	Buyout/LBO (Secondary)	Jan-2019
Cooling Tower Resources (Baytown Division)	Buyout/LBO (Add-on)	Nov-2018
Maintenance & Turnaround Resources	Buyout/LBO (Add-on)	Nov-2018
Reflections Hospice	Buyout/LBO (Add-on)	March 2019
Hank Machinery Movers	Buyout/LBO (Add-on)	Aug. 2019

Edgewater Capital Partners



Investor type: **PE/Buyout** | Year founded: **1982**

Founded in 1982, Edgewater Capital Partners is a private equity firm based in Cleveland, Ohio. The firm seeks to invest in the engineered components, advanced materials, life sciences, and specialty chemicals sectors.

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General statistics

Assets under management	Active private equity investments	Total private equity investments	Target revenue	Target EBITDA	Preferred investment amount
\$300M	7	25	\$10M-\$100M	\$2M-\$20M	\$3M-\$50M

Recently closed investments

Name	Deal type	Deal date
Race-Tec Sealing	Buyout/LBO (Add-on)	Jun-2019
Pure Wafer	Buyout/LBO	Aug-2018
Leeco Industrial Plastics	Buyout/LBO	May-2018
Callery	Buyout/LBO	Feb-2017
DanChem Technologies	Buyout/LBO	Dec-2016

Most recent closed fund

Edgewater Capital Partners IV
Type: **Buyout**
Size: **\$185M**
Vintage: **2019**

All investments by industry



Falcon Affiliates

Investor type: **PE/Buyout** | Year founded: **2009**



Falcon Affiliates is a private equity firm that provides capital and expertise to small and medium-sized growing enterprises. The firm invests in recapitalization, buyouts, acquisitions and expansions. It was founded in 2009 and prefers to invest in the value-added distribution, manufacturing, industrial and business service sectors.

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General statistics

Active private equity investments	Total private equity investments	Target revenue	Target EBITDA
2	6	\$15M-\$100M	\$2M-\$10M

Recently closed investments

Name	Deal type	Deal date
TNT Parts	Buyout/LBO (Add-on)	Feb-2016
Tidewater Fleet Supply	Buyout/LBO	Aug-2014
CoAdvantage	Buyout/LBO (Secondary)	Dec-2012
Trilogy Communications	Buyout/LBO	Oct-2012
RGA	Buyout/LBO	Dec-2010

All investments by industry

Business Products and Services (B2B)

100.0%

Farragut Capital Partners



Investor type: **Mezzanine** | Year founded: **2011**

Farragut Capital Partners is a privately held investment-management firm providing mezzanine, subordinated debt and equity capital to finance lower middle market companies and management teams. The firm seeks to invest in the light manufacturing, business services and media sectors. It was founded in 2011 and is headquartered in Washington, District of Columbia.

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General statistics

Assets under management	Active private equity investments	Total private equity investments	Target revenue	Target EBITDA	Preferred Investment amount
\$63M	15	56	\$10M-\$150M	\$2M-\$10M	\$2M-\$10M

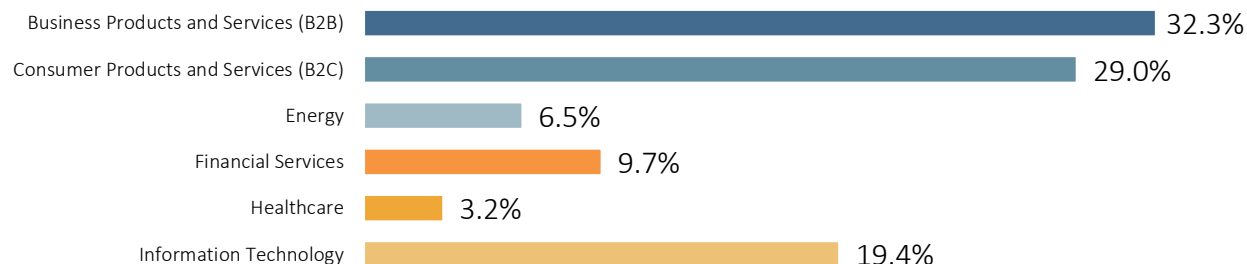
Recently closed investments

Name	Deal type	Deal date
Insight 2 Design	Buyout/LBO	Mar-2018
AudioMicro	Buyout/LBO (Add-on)	Jan-2018
Pit Stop Fuels	Buyout/LBO (Add-on)	Dec-2017
Norcast Telecom Networks	Buyout/LBO (Add-on)	Dec-2017
Savantis Group	Buyout/LBO (Add-on)	Dec-2017

Most recent closed fund

Farragut Mezzanine Partners III
Type: **Mezzanine**
Size: **\$33M**
Vintage: **2012**

All investments by industry



Fox Three Partners



Investor type: **PE/Buyout** | Year founded: **2014**

Fox Three Partners is a private investment firm that seeks to invest in the manufacturing, industrials, business services, distribution, logistics, healthcare, aerospace and defense sectors. It was founded in 2014 and is based in Virginia Beach, Virginia.

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General statistics

Active private equity investments

4

Total private equity investments

5

Target
revenue

\$7.5M+

Target
EBITDA

\$1.5M-\$5M

Recently closed investments

Name	Deal type	Deal date
Marketing & Research Resources	Buyout/LBO	Oct-2018
Centric Communications	Buyout/LBO	Dec-2016
Protecx Medical	Buyout/LBO (Add-on)	Jul-2016
Walashek Industrial & Marine	Buyout/LBO (MBO)	Feb-2016
Burlington Medical	Buyout/LBO (MBO)	May-2015

All investments by industry

Business Products and Services (B2B)	50.0%
Consumer Products and Services (B2C)	25.0%
Healthcare	25.0%

Gauge Capital

Investor type: **PE/Buyout** | Year founded: **2013**

Gauge Capital is an investment firm that partners with owners, managers and equity stakeholders of successful middle-market companies to maximize their potential. The firm's primary aim is long-term, sustainable value creation through transformational change as well as organic and strategically acquired growth. Its industry focus includes technology, Industrial and business services, healthcare services and food and consumer services.



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General statistics

Assets under management

\$859M

Active private equity investments

12

Total private equity investments

28

Target
EBITDA

\$5M-\$40M

Recently closed investments

Name	Deal type	Deal date
Schlesinger Group	PE Growth/Expansion	Jul-2019
irth Solutions	PE Growth/Expansion	May-2019
TM Wireless	Buyout/LBO (Add-on)	Feb-2019
Glam Seamless	Buyout/LBO (Add-on)	Feb-2019
TVC Enterprises	Buyout/LBO (MBO)	Jan-2019

Most recent closed fund

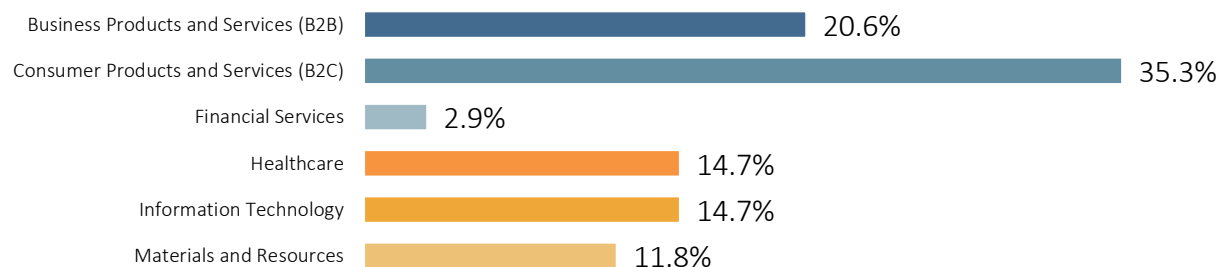
Gauge Capital II

Type: **Buyout**

Size: **\$500M**

Vintage: **2017**

All investments by industry



Gen Cap America

Investor type: **PE/Buyout** | Year founded: **1988**



Gen Cap America is a private investment firm that is headquartered in Nashville, Tennessee and was founded in 1988. The firm specializes in acquisitions and recapitalizations of middle market businesses. It prefers to invest in the energy, commercial product, healthcare, information technology and manufacturing sectors.

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General statistics

Assets under management	Active private equity investments	Total private equity investments	Target revenue	Target EBITDA
\$537M	20	57	\$10M-\$200M	\$2M-\$10M

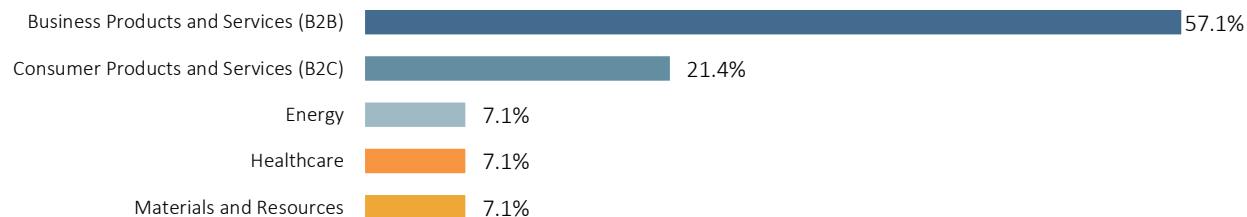
Recently closed investments

Name	Deal type	Deal date
Blower Application Company	Buyout/LBO (MBO)	Dec-2018
Orthopedic Physical Therapy Products	Buyout/LBO (MBO)	Oct-2018
Mid America Metals	Buyout/LBO (MBO)	May-2018
CoreMedical Group	Buyout/LBO (MBO)	Mar-2018
United Grocery Outlet	Buyout/LBO (MBO)	Oct-2017

Most recent closed fund

Southvest Fund VII
Type: **Buyout**
Size: **\$250M**
Vintage: **2017**

All investments by industry



Harris Williams

Investor type: **Investment Bank** | Year founded: **1991**

Harris Williams is an investment bank specializing in M&A advisory services. Our firm advocates for sellers and buyers of companies worldwide through critical milestones and provides thoughtful advice during the lives of their businesses. By collaborating as one firm across Industry Groups and geographic boundaries, we help our clients achieve outcomes that support their objectives and strategically create value. We are committed to execution excellence and to building enduring, valued relationships that are based on mutual trust.



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Primary contact

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Huron Capital Partners



Investor type: **PE/Buyout** | Year founded: **1999**

Huron Capital is a private equity firm investing in middle-market companies operating in the specialty industrial, business products/services and consumer products/services sectors. The firm was founded in 1999 and is based in Detroit, Michigan.

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General statistics

Active private equity investments	Total private equity investments	Target revenue	Target EBITDA	Preferred investment amount
19	200	\$20M-\$200M	\$5M-\$20M	\$15M-\$75M

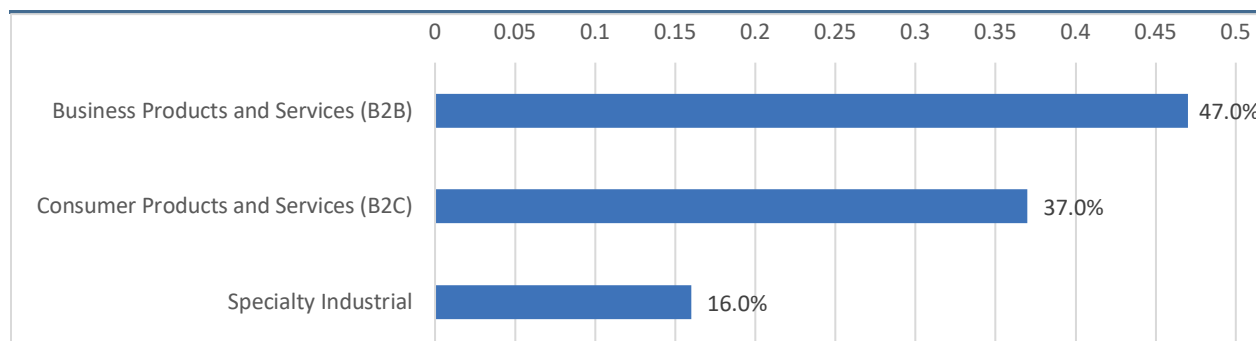
Recently closed investments

Name	Deal type	Deal date
Innovative Mechanical Systems	Buyout/LBO (Add-on)	Aug-2019
Alabama Controls	Buyout/LBO (Add-on)	Jun-2019
Critical System Solutions	Buyout/LBO (Add-on)	May-2019
Westover's Arizona Operations	Buyout/LBO (Add-on)	May-2019
Korthase Flinn Insurance & Financial Services	Buyout/LBO (Add-on)	May-2019

Most recent closed fund

Huron Flex Equity Fund
Type: **PE Growth-Expansion**
Vintage: **2017**

Current Investments by Industry



IMB Development Corporation



Investor type: **PE/Buyout** | Year founded: **2010**

IMB Development Corporation (IMB) is a private equity firm that specializes in management buyouts, corporate divestitures, recapitalizations and growth investments. The platforms of our current partner companies include utility services, IT staffing and consulting, food, and insurance business process outsourcing. IMB is based in Bethesda, Maryland and was founded in 2010.

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Primary contact

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General statistics

Target revenue	Target EBITDA
\$10M-\$250M	\$3M-\$25M

Recently closed investments

Name	Deal type	Deal date
LaFata Contract Services	Buyout/LBO	Jan-2018
Alder Foods	Buyout/LBO	Jun-2016
Enterprise 24x7	Buyout/LBO (Add-on)	Feb-2016
e&e IT Consulting Services	Buyout/LBO	Jun-2014
IMB Solutions	Buyout/LBO	Jan-2013

All investments by industry

Business Products and Services (B2B)	50.0%
Consumer Products and Services (B2C)	25.0%
Information Technology	25.0%

Mad River Associates

Service provider type: **Financing Advisory** | Year founded: **1997**

Mad River Associates is a financial advisory firm operating since 1997. The firm acts as an intermediary of lower middle-market mergers and acquisitions transactions. Mad River Associates offers mergers and acquisition, deal sourcing, negotiation, feasibility study, and advisory services. The firm specializes in the banking, commercial real estate, manufacturing, distribution, technology hardware, and software development sectors.



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Primary contact

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Main Street Capital

Investor type: **PE/Buyout** | Year founded: **1997**



Founded in 1997, Main Street Capital is a private equity firm based in Houston, Texas. The firm provides long-term debt and private equity capital to lower middle market companies and debt capital to middle market companies. The firm's investments are typically made to support management buyouts, recapitalizations, growth financings, refinancings and acquisitions of companies in diverse industry sectors. The firm seeks to partner with entrepreneurs, business owners, management teams and other equity sponsors.

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General statistics

Assets under management	Active private equity investments	Total private equity investments	Target revenue	Target EBITDA	Preferred investment amount
\$4B	85	205	\$10M-\$150M	\$3M-\$20M	\$5M-\$75M

Recently closed investments

Name	Deal type	Deal date
Trantech Radiator Products	Buyout/LBO (Secondary)	Jun-2019
Parsons Technology	Buyout/LBO (Add-on)	Apr-2019
CompareNetworks	Buyout/LBO (MBO)	Feb-2019
Centre Technologies	PE Growth/Expansion	Jan-2019
Casco Development	Buyout/LBO (Add-on)	Dec-2018

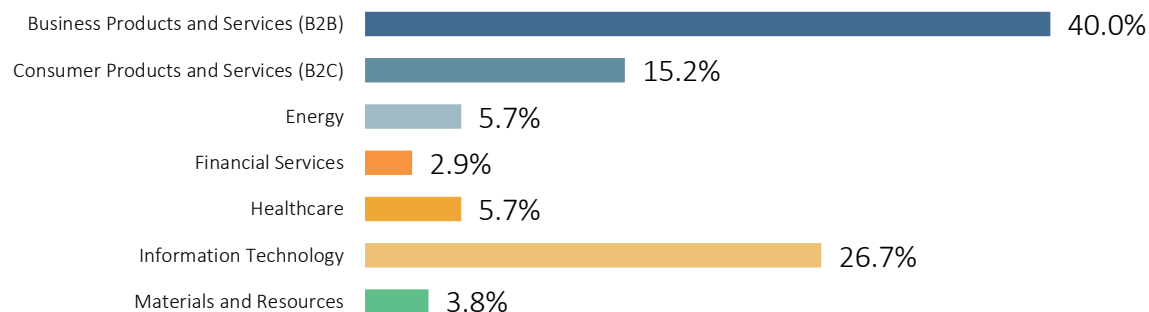
Most recent closed fund

I-45 Senior Loan Fund

Type: **Direct Lending**

Size: **\$85M**

All investments by industry



MANN, ARMISTEAD & EPPERSON, LTD.

INVESTMENT BANKERS and ADVISORS

Service provider type: **Investment Bank** | Year Founded: **1991**

Mann, Armistead & Epperson is an investment banking and corporate advisory firm based in Richmond, Virginia. Founded in 1991, the firm assists public and private companies in a wide array of services related to mergers, acquisitions and corporate finance. Mann, Armistead & Epperson primarily focuses on the furnishing, packaging, manufacturing, healthcare, retail and, printing industries.

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General statistics

Total transactions
(last 5 years)

23

Total companies serviced
(last 5 years)

42

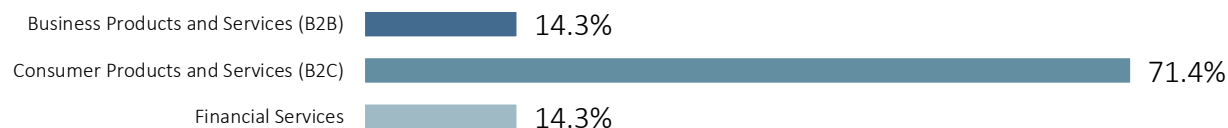
Total investors serviced
(last 5 years)

51

Recent transactions

Investor/company serviced	Service	Deal type	Deal date	Deal location
Rent-A-Center, Inc.	Advisor: General	Merger/Acquisition	Aug-2019	Atlanta, GA
Kingsdown	Advisor: General	Buyout/LBO	Apr-2018	Mebane, NC
Southern Motion	Advisor: General	Buyout/LBO	Jun-2017	Pontotoc, MS
Art Van Furniture	Advisor: General	Buyout/LBO	Jan-2017	Warren, MI
Cathay Capital Private Equity	Advisor: General	PE Growth/Expansion	Dec-2016	Germantown, WI
Major multi-state retailer	Advisor: General	Merger/Acquisition	Pending	West Coast
Manufacturer of Outdoor Furnishings	Advisor: General	Merger/Acquisition	Pending	Southeast

All transactions by industry



Marriott & Co.

Service provider type: **Investment Bank** | Year founded: **2007**

Marriott & Co. is an independent boutique investment banking firm focused on advising closely-held private companies across a wide variety of industries including business services, consumer and retail, industrials, technology, media and telecommunications, energy and healthcare. Based in Richmond, Virginia and founded in 2007, the firm offers advice on mergers and acquisitions and capital raising services primarily to family-held businesses and entrepreneurial business owners in the middle market.



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Primary contact

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General statistics

Total transactions
(last 5 years)

19

Total companies serviced
(last 5 years)

17

Total investors serviced
(last 5 years)

2

Target
EBITDA

\$1M-\$20M

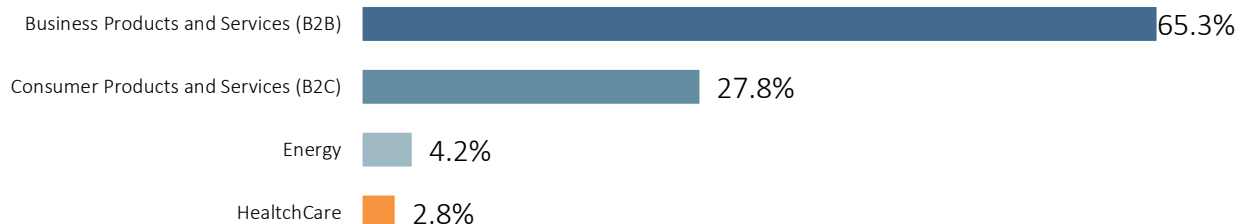
Target
transaction amount

\$10M-\$150M

Recently closed transactions

Investor/company serviced	Service	Deal type	Deal date	Deal location
Artistic Holdings	Advisor: General	Buyout/LBO	Aug-2019	Alpharetta, GA
AIC Equipment & Controls	Advisor: General	Buyout/LBO	June-2019	Brighton, MI
Tread Corporation	Advisor: General	Buyout/LBO	April -2019	Roanoke, VA
World Art Group	Advisor: General	Buyout/LBO	May-2018	Richmond, VA
Northern VA Waste	Advisor: General	Buyout/LBO	May-2018	Dumfries, VA

All transactions by industry



Matrix Capital Markets Group, Inc.



Service provider type: **Investment Bank** | Year founded: **1988**

Matrix Capital Markets Group is an independent and privately-held investment bank, headquartered in Richmond, Virginia. Established in 1988, the firm provides mergers and acquisitions and financial advisory services for privately-held, private equity owned and publicly traded companies. The firm further offers advisory services on company sales, recapitalizations, management buyouts, carve-outs, capital raising and corporate divestitures. Matrix serves clients across a wide range of industries, including downstream energy, convenience retail, industrial products, building products, consumer products and business services.

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Primary contact

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General statistics

Total transactions
(last 5 years)

87

Total companies serviced
(last 5 years)

77

Total investors serviced
(last 5 years)

26

Recently closed transactions

Investor/company serviced	Service	Deal type	Deal date	Deal location
Schmuckal Oil Company	Advisor: General	Merger/Acquisition	Aug 2019	Traverse City, MI
Richmond Electric Supply Co., LLC	Advisor: General	Merger/Acquisition	Jul-2019	Richmond, VA
Fastrac Markets, LLC	Advisor: General	Merger/Acquisition	July 2019	East Syracuse, NY
Apache Oil Company, Inc.	Advisor: General	Merger/Acquisition	June 2019	New London, CT
Certified Tire & Service Centers, Inc.	Advisor: General	Merger/Acquisition	May 2019	Riverside, CA

All transactions by industry



McCarthy Capital

Investor type: **PE/Buyout** | Year founded: **1986**

McCarthy Capital is a private equity investment firm that focuses on lower middle market companies. It specializes in growth equity, recapitalization and management buyout investments. The firm is headquartered in Omaha, Nebraska, with an office in Boston and was founded in 1986. McCarthy has extensive experience investing across consumer and business services, including SaaS, technology-enabled, value-added resellers, as well as the financial services, healthcare, and media and communications industries.



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Primary Contact

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General statistics

Assets under management	Active private equity investments	Total private equity investments	Target revenue	Target EBITDA	Preferred Investment amount
\$1B	25	50+	\$15M-\$250M	\$3M	\$10M-\$50M

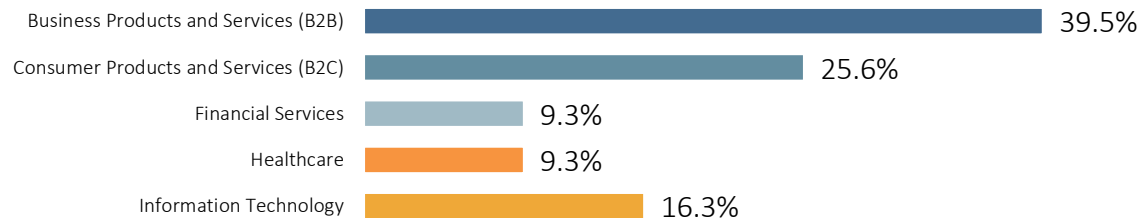
Recently closed investments

Name	Deal type	Deal date
Corkcicle	Recapitalization/Growth	March-2019
BiggerPockets	Recapitalization	Nov-2018
Quantum Workplace	Recapitalization	Oct-2018
Alpha Comm Enterprises	Recapitalization	Sep-2018

Most recent closed fund

McCarthy Capital Fund VI
Type: **PE Growth-Expansion**
Size: **\$353M**
Vintage: **2016**

All investments by industry



MCM Capital Partners

Investor type: **PE/Buyout** | Year founded: **1992**

MCM Capital Partners is a microcap private equity firm focused on acquiring niche manufacturers, value added distributors and specialty service companies. The firm was founded in 1992 and is based in Cleveland, Ohio.



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Primary contact

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General statistics

Assets under management	Active private equity investments	Total private equity investments	Target revenue	Target EBITDA	Preferred investment amount
\$70M	4	32	\$10M-\$75M	\$2M-\$8M	\$5M-\$15M

Recently closed investments

Name	Deal type	Deal date
Andover Controls	Buyout/LBO (MBO)	Dec-2018
First Impression Ironworks	Buyout/LBO (MBO)	Jul-2017
Performance Plastics (Cincinnati)	Buyout/LBO	Mar-2015
Torsion Group Corp	LBO	Nov-2016
RMB Products	LBO	Dec-2010

Most recent closed fund

MCM Capital Partners III
Type: **Buyout**
Size: **\$70M**
Vintage: **2015**

All investments by industry

Business Products and Services (B2B)	57.1%
Consumer Products and Services (B2C)	28.6%
Materials and Resources	14.3%

Platte River Equity

Investor type: **PE/Buyout** | Year founded: **2006**

Platte River Equity is a private equity firm that seeks to invest in middle market companies operating in the aerospace & transportation, industrial products & services, energy products & services and agriculture & chemicals sectors. The firm was founded in 2006 and is headquartered in Denver, Colorado.



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General statistics

Assets under management	Active private equity investments	Total private equity investments	Target revenue	Target EBITDA	Preferred investment amount
\$1.3B	8	40	\$20M-\$250M	\$7M-\$30M	\$20M-\$100M

Recently closed investments

Name	Deal type	Deal date
Bishop Company	Buyout/LBO (Add-on)	Jul-2019
Sterling Rope Company, Inc.	Buyout/LBO (Add-on)	Jul-2019
Sherrill, Inc.	PE Growth/Expansion	Jan-2019
Dealers Transmission Exchange	PE Growth/Expansion	Apr-2018
Southern Athletic Fields	Buyout/LBO (Add-on)	Apr-2018
Stuart Forest Products	Buyout/LBO (Add-on)	Mar-2018
Gulf Bayport Chemicals	Buyout/LBO (Add-on)	Mar-2018
MFG Chemical	PE Growth/Expansion	Jun-2017

Most recent closed fund

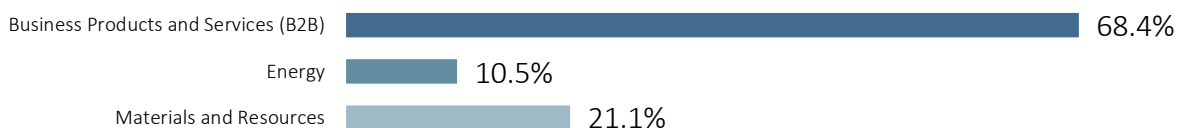
Platte River Equity IV

Type: **Buyout**

Size: **\$625M**

Vintage: **2018**

All investments by industry



Riordan Lewis & Haden

RIORDAN, LEWIS & HADEN | Equity Partners

Investor type: **Growth/Expansion** | Year founded: **1982**

Riordan, Lewis & Haden is a private equity firm that seeks to invest in the healthcare, business services and government services sectors. The firm is based in Los Angeles, California and was founded in 1982.

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General statistics

Assets under management	Active private equity investments	Total private equity investments	Target revenue	Target EBITDA	Preferred investment amount
\$1B	9	59	\$30M-\$100M	\$5M-\$20M	\$25M-\$75M

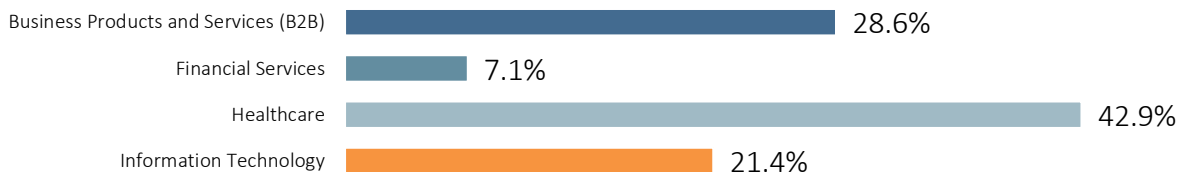
Recently closed investments

Name	Deal type	Deal date
Biorasi	PE Growth/Expansion	Dec-2018
Oncology Solutions	Buyout/LBO (Add-on)	Feb-2018
Oncology Plus	Buyout/LBO (Add-on)	Nov-2016
Advanced Pharma	Buyout/LBO (Add-on)	Oct-2016
U-Tegration	Buyout/LBO	Oct-2016

Most recent closed fund

RLH Investors IV
Type: **PE Growth-Expansion**
Size: **\$511M**
Vintage: **2017**

All investments by industry



Route 2 Capital Partners

Investor type: **Mezzanine** | Year founded: **2017**

Route 2 Capital Partners is a private investment firm providing flexible mezzanine and equity capital solutions to lower middle market firms primarily in the southern United States. The firm is based in Charleston, South Carolina and has an additional office in Greenville, South Carolina.



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General statistics

Assets under management

\$200M

Active private equity investments

2

Target
EBITDA

\$2M

Preferred Investment amount

\$3M-\$15M

Recently closed investments

Name	Deal type	Deal date
Barton Watch Bands	Buyout/LBO	Nov-2018
Convert IT Marketing	Buyout/LBO	Aug-2018

All investments by industry

Business Products and Services (B2B)	50.0%
Consumer Products and Services (B2C)	50.0%

Silver Oak Services Partners

Investor type: **PE/Buyout** | Year founded: **2006**

Silver Oak Services Partners is a lower-middle market private equity firm focused exclusively on service businesses. The firm seeks to make control investments in leveraged acquisition, recapitalization build-up and growth transactions in business, healthcare and consumer services companies. We are currently investing out of our \$335 million Fund III.



SILVER OAK
SERVICES PARTNERS

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General statistics

Assets under management	Active private equity investments	Total private equity investments	Target revenue	Target EBITDA	Preferred investment amount
\$594M	16	102	\$15M-\$150M	\$4M-\$25M	\$10M-\$40M

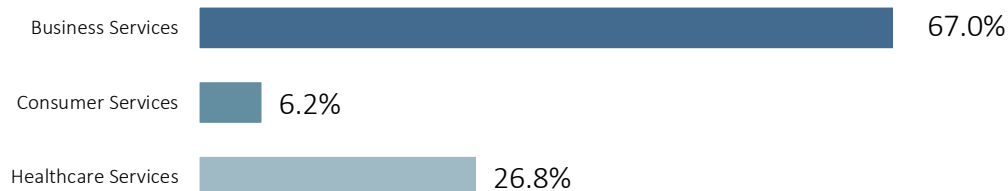
Recently closed investments

Name	Deal type	Deal date
Kensington International	Buyout/LBO (Add-on)	July 2019
e+CancerCare	Buyout/LBO (Add-on)	June 2019
Keystone Partners	Buyout/LBO (MBO)	Dec-2018
North American Roofing	Buyout/LBO (MBO)	Nov-2018
Integrated Oncology Network	Buyout/LBO (MBO)	Oct-2018

Most recent closed fund

Silver Oak Service Partners IV
Type: **Buyout**
Size: **\$500M**
Vintage: **2019**

All investments by industry



SSG Capital Advisors

Investor type: **Investment Bank** | Year founded: **2001**



SSG Capital Advisors is an investment bank which provides a wide range of services such as financial restructurings, mergers and acquisitions, private placements, financial advisory, capital raising, financial restructurings and valuations. The firm was founded in 2001 and is based in West Conshohocken, Pennsylvania.

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General statistics

Active private equity investments

1

Total private equity investments

1

Recently closed investments

Name	Deal type	Deal date
Inseego	PIPE	Dec-2001

Stonehenge Partners



Investor type: **PE/Buyout** | Year founded: **1999**

Stonehenge Partners is a private equity investment firm that specializes in management buyouts, leveraged acquisitions, recapitalization, expansion/growth capital and mezzanine transactions. The firm prefers to invest in companies based in the United States operating in the manufacturing, distribution and business service sectors. It was founded in 1999 and is based in Columbus, Ohio.

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Primary contact

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General statistics

Assets under management	Active private equity investments	Total private equity investments	Target revenue	Target EBITDA	Preferred Investment amount
\$1B	18	186	\$10M-\$100M	\$2M-\$25M	\$5M-\$35M

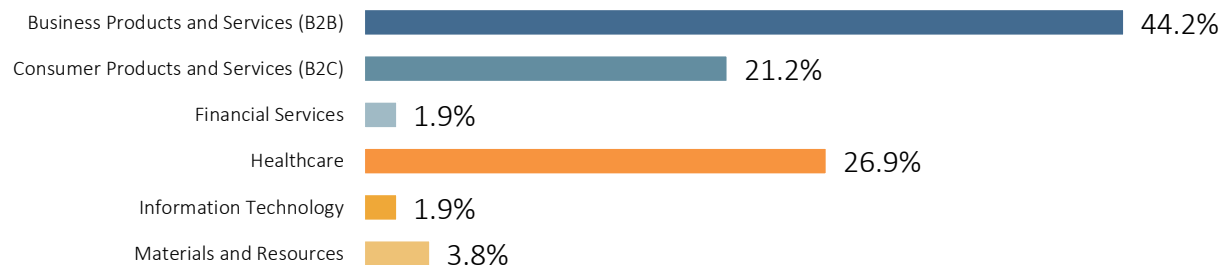
Recently closed investments

Name	Deal type	Deal date
MedVet Medical & Cancer Centers for Pets	PE Growth/Expansion	Jul-2019
CRG	Buyout/LBO	Jun-2019
Weil Foot & Ankle Institute	PE Growth/Expansion	April-2019
PPM Technologies	Buyout/LBO	Dec-2018
Queen City Hospice	Buyout/LBO	Man-2108

Most recent closed fund

Stonehenge Opportunity Fund IV
Type: **Buyout**
Size: **\$280M**

All investments by industry



Tecum Capital



Tecum Capital is a Pittsburgh, PA based investment firm with over \$750 million of assets under management. Tecum is a multi-strategy investment firm, providing subordinated debt, minority equity, and control equity to lower middle market companies. Tecum invests in companies with EBITDA of \$2 million to \$20 million. We partner with independent sponsors, family offices, committed funds, and management teams seeking succession plans. Sectors of focus include precision manufacturing, value-added distribution, or technology-enabled business services. Since 2006, Tecum has invested in over 80 platform and add-on acquisitions. Tecum is currently investing subordinated debt, minority equity, and control equity investments out of Tecum Capital Partners II, L.P. and control equity investments out of its family office platform Tecum Equity Partners. **Named to Inc. Magazine's 50 Best PE Firms for Entrepreneurs.**

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General statistics

Assets under management

\$750M

Target revenue

\$8M-\$100M

Target EBITDA

\$2M-\$20M

Preferred Investment amount
(Mezzanine Fund)

\$5M-\$20M

Recently closed investments

Name	Deal type	Deal date
Primetac	LBO	June-2019
National Power	LBO	June-2019
Gilman Cheese	LBO	Mar-2019
Oberg Industries	LBO – Control	Dec-2018
Converged Security Solutions	LBO	Sept-2018
Tidewater Equipment Company	LBO - Control	Sept-2018
BICO Steel	LBO	Aug-2018

Most recent closed fund

Tecum Capital Partners II

Type: **Mezzanine**

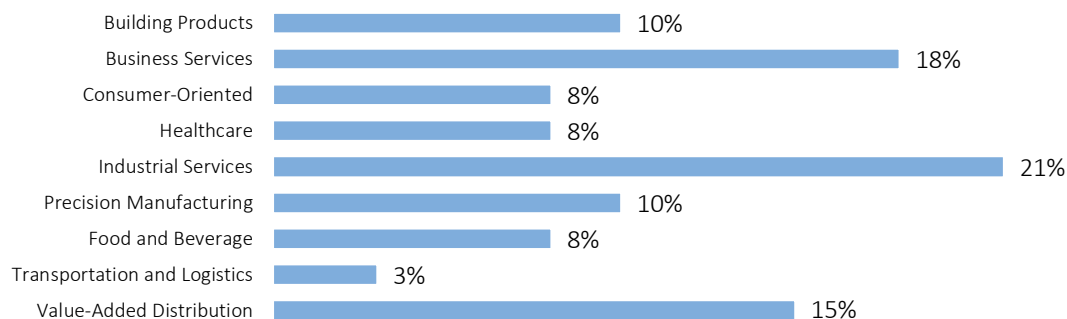
Size: **\$265M**

Tecum Equity Partners III

Type: **Equity Control**

Size: **\$250M**

All Investments by Industry



Transact Capital Partners

Investor type: **PE/Buyout** | Year founded: **2013**

Gauge Capital is an investment firm that partners with owners, managers and equity stakeholders of successful middle-market companies to maximize their potential. The firm's primary aim is long-term, sustainable value creation through transformational change as well as organic and strategically acquired growth. It's industry focus includes: technology, Industrial & business services, healthcare services and food & consumer services.



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General statistics

Total Transactions (Since Jan. 1, 2018)	Target EBITDA	Total private equity investments	Target Transaction Amount
26	\$0.5M - \$5m	31	\$2M- \$50M

Representative Recently Closed Transactions

Client (Seller)	Industry	Buyer	Deal Date	Seller Location
Private (Undisclosed)	MFG: Glass Fabrication	Glass Fabrication	Aug. 2019	Western U.S.
Virginia Tower	Construction: Cell Towers	Borgman Capital	July 2019	Virginia
Off Campus Partners	Real Estate Technology	CoStar Group	June 2019	Virginia
Reliance Staffing	Staffing	PeopleShare	April 2019	Virginia
Flexicrew	Staffing	Private Staffing Co.	Oct. 2019	Alabama
Pine Products	Mfg: Pine Sawmill	Teal Jones	June 2018	Virginia
R121	IT Staffing	Planet Group	June 2018	California
Coral Industries	Mfg: Glass Fabrication	OldCastle Building	April 2018	Alabama

All investments by industry

