

ACG[®] Dallas/Fort Worth

19TH ANNUAL WINE TASTING

ACG'S SALUTE TO SERVICE

Presented by:

UMB
BANK





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FOUNDED IN 1954, THE ASSOCIATION FOR CORPORATE GROWTH OR ACG is the global community dedicated to strategic and organic middle-market mergers and acquisitions. Deals, capital and services can be found among our more than 14,000 members who are driving middle-market growth.

ACG Dallas/Fort Worth or ACG DFW is an M&A networking organization for accomplished professionals whose success is linked to middle market deals and transactions. ACG DFW serves as a conduit for forming powerful relationships with the key players of DFW's middle market community.

2024 WINE TASTING COMMITTEE

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2019 **HALL WINES** CABERNET SAUVIGNON 'ELLIE'S'

Since first working in her family's Mendocino vineyards, Kathryn Hall dreamed of a place to showcase fine wines alongside expressive art and masterful architecture. Now, Kathryn and Craig Hall are creating an unrivalled destination in the Napa Valley - where winemaking excellence and innovation meets contemporary design to celebrate life and inspire the senses.

The Halls acquired the historic St. Helena Bergfeld Winery in 2003 and re-opened as HALL St. Helena in July of that year. With a rich history spanning 150 years, HALL St. Helena's location was once the home of the Napa Valley Co-Op, producing 40% of Napa Valley's wines. In 2013, The Hall family completed the restoration of the 1885 Bergfeld Winery and merged history and innovation with the completion of California's first LEED® Gold Certified winery, in addition to a stunning Visitor Center and state-of-the-art gravity flow winemaking facility.

94 points, Vinous

notes:

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2022
KELLEY FOX WINES
PINOT NOIR
MARESH VINEYARD
‘GOLDEN-CROWNED
SPARROW BLOCKS’

Kelley Fox Wines is a small Oregon winery created in 2007 by Kelley Fox along with her father, Gerson "Gus" Stearns. Kelley is a veteran of the Oregon wine scene and has been a full-time, year-round, on-the-floor winemaker since 2000. Her winemaking experience includes stints at Torii Mor, Hamacher, and Eyrie, as well as ten years as the winemaker at Scott Paul Wines. Since 2015, Kelley has happily worked exclusively on her own wines.

94 points, Vinous

notes:

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2022
RAEN WINERY
PINOT NOIR
‘ROYAL ST. ROBERT’

RAEN Winery was founded in 2013 by Carlo & Dante Mondavi, the two sons of Tim Mondavi. After working with their father in building Continuum, they decided to go off on their own and venture out to the West Sonoma Coast to make cool climate Pinot Noir that can stand on its own on the world stage.

98 points, James Suckling

notes:

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2019 O'SHAUGHNESSY CABERNET SAUVIGNON 'HOWELL MOUNTAIN'

O'Shaughnessy Estate Winery sits at 1,800 feet on the heralded Howell Mountain appellation in the beautiful Napa Valley. Founded in 1996, the estate encompasses one hundred and twenty acres. Winemaker Sean Capioux has overseen the planting of the vineyard and selected numerous clones of Cabernet Sauvignon and all seven of the historic Bordeaux varietals for this unique property.

97 points, *Decanter*

notes:

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HR that Makes a Difference®

2020 SCHRAMSBERG BLANC DE NOIRS

Schramsberg first produced a Blanc de Noirs brut sparkling wine in 1967. This "white" sparkling wine produced from "dark" grapes is more complex, creamy and medium-bodied than the Blanc de Blancs style. The key to our success here is the great diversity of cool, maritime climate Pinot Noir vineyard blocks that we work with. Pinot Noir from low-yielding Sonoma and Marin coastal vineyards combine with fruit from Carneros and Anderson Valley sites, to develop a sparkling wine with a breadth of fruitful aroma and flavor. Select Chardonnay lots are then added, to give zest and backbone to the blend.

92 points, *The Wine Spectator*

notes:

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2021 OUTPOST ZINFANDEL

Located on the highly regarded Howell Mountain in Napa Valley, Outpost is approximately 2200ft above sea level. They produce wines made from grape varieties such as Zinfandel, Cabernet Sauvignon, Petite Syrah and Grenache which all come from their 28-acre estate. The hard, rocky red soil combined with gentle cooling breezes and sunny western exposure creates distinctive spice notes in the bottles. With the assistance of esteemed winemaker Thomas Rivers Brown, Outpost has been operating since 1998 with a change in ownership in 2003 to husband-and-wife duo, Kathy and Frank Dotzler. The name comes from their somewhat remote location, an 'outpost' since they tend to primarily host serious wine enthusiasts.

notes:

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2020 REYNVAAN SYRAH 'FOOTHILLS RESERVE'

Reynvaan Family Vineyards is a small family-owned winery started by Mike and Gale Reynvaan in May 2004 in Walla Walla, Washington. We initially purchased a 37-acre parcel of land on Cottonwood Road at the base of the Blue Mountains. Reynvaan Family Vineyards is dedicated to creating fine wines exclusively from the terroir of Walla Walla Valley.

97 points, *Vinous*

notes:

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2018 CROWN POINT RELEVANT RED

Crown Point Vineyards is in an idyllic location 12 miles north of the Pacific Ocean, nestled between the Santa Ynez coastal range and the San Rafael mountains. The vineyard benefits from a mild Mediterranean climate, ideal for growing a diverse range of grape varietals, particularly coastal influenced Cabernet Sauvignon, Merlot, Cabernet Franc, Malbec, Petit Verdot, and Sauvignon Blanc.

The 2018 Relevant is a blend of 85% Cabernet Sauvignon, 10% Cabernet Franc and 5% Petit Verdot. It has a medium ruby-purple color and classic notes of cassis, cigar box, pencil shavings and thyme on the nose. Medium-bodied, it's ultra classy, with a super fine texture, expressive, mineral-laced fruits and a long, ethereal finish.

95 points, Wine Advocate

notes:

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2020 FIGGINS FAMILY WINERY 'FIGLIA'

Nestled in the Blue Mountain foothills overlooking the Walla Walla Valley lies the distinctive 32-acre Figgins Estate Vineyard. Inspired by the success of the Figgins family's Leonetti Cellar varietal wines, Chris Figgins planted the site in 2004 with the singular goal of cultivating a single vineyard, Bordeaux-style Red Wine of world-class quality to compliment those he crafts at the iconic Leonetti. Hoping to blur the lines between vineyard, winery, and brand, the project is focused on establishing a masterpiece of varietal selection, trellising, and intensive viticulture to accomplish this goal.

97 points, Vinous

notes:

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2018 EPOCH ESTATE WINES 'ESTATE BLEND'

Founded in 2004 by geologists, Bill and Liz Armstrong, Epoch is an ultra-premium producer of wines from Rhone, Bordeaux, and Spanish varieties grown on their three west Paso Robles estate vineyards – Paderewski, Catapult, and York Mountain. Winemaker, Jordan Fiorentini, carefully crafts these highly rated wines, consistently scoring 95-100 points, utilizing organic and biodynamic practices.

97 points, *Wine Advocate*

notes:

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2017 CHATEAU ST. JEAN CINQ CEPAGES

Cinq Cépages is the flagship wine of Chateau St. Jean. A blend of Bordeaux varieties, in an elegant and polished style. The primary grape sources for the 2017 vintage are from some of the finest appellations throughout Sonoma County. The majority is from Knights Valley (46%) where the fruit highlights boysenberry flavors and elegant tannins. In addition, Cabernet Sauvignon from the Monte Rosso and Mountain Terraces Vineyards in the Moon Mountain add structure, alongside selections from Sonoma Valley including Chateau St. Jean estate Vineyard Malbec. The Louvau vineyard in Dry Creek offers Merlot with lush juiciness and texture, while the Stuhlmuller Vineyard in Alexander Valley brings fruit with savory, dried herb notes and bright berry flavors.

94 points, *James Suckling*

notes:

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2018 ADAPTATION BY ODETTE CABERNET SAUVIGNON

Adaptation by Odette Estate has been a staple in the PlumpJack Collection's portfolio for over a decade. Sourced from renowned vineyards spanning the region, including Howell Mountain, Pope Valley, Oak Knoll, Stags Leap District, and Carneros, this complex yet elegant wine is the culmination of decades-long friendships with Napa Valley growers. These relationships enable us to capture the essence of the current moment in the industry, making Adaptation a potential hidden gem among Napa Valley wines.

92 points, *Jeb Dunnuck*

notes:

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2023 CHAPPELLET CHENIN BLANC SIGNATURE SERIES 'MOLLY'

In 1967, Donn & Molly Chappellet had a vision for what was to become Chappellet Winery after seeing the beauty and exceptional terroir of the then unknown Pritchard Hill.

Chappellet is recognized as one of the great Napa Valley wineries, and one of the few which remains family owned. Today, the second generation is committed to continuing the vision of their parents, Donn and Molly Chappellet. Together, the siblings are dedicated to maintaining sustainable farming techniques, a relentless focus on wine quality, respect for Pritchard Hill's natural beauty and the preservation of family ownership for generations to come.

95 points, *Wine Review Online*

notes:

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2023 **ILLUMINATION** **BY QUINTESSA** **SAUVIGNON BLANC**

Created with the same philosophy and precision as Quintessa, Illumination shares equal complexity and stands as a worthy partner to the estate blend red wine. Agustin and Valeria Huneus saw the potential of Sauvignon Blanc to be transparent to its terroir and planted a plot of the variety at Quintessa in 2002. Today, this limited production wine is one of Napa Valley's most sought after white wines.

notes:

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2022 **KISTLER** **CHARDONNAY** **'SONOMA MOUNTAIN'**

Kistler is a single clone chardonnay house...

One heritage Californian selection of Chardonnay planted across fifteen vineyards, from Carneros to Sonoma Valley, to the Russian River Valley and Sonoma Coast. From those sites they produce eleven vineyards designated for Chardonnays. They are wholly dedicated to the ideal of wines of site. It's an unparalleled approach in the new world.

notes:

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2021 00 WINES CHARDONNAY 'VGW'

00 Wines (Double Zero) has set out to produce the next great American Chardonnay here in the Willamette Valley. Using the premier cool climate Chardonnay fruit in the US, and time honored artisanal white Burgundy techniques, 00 Wines has created something rare that is being set in a class alongside the greatest white wines in the world.

As a decade's long White Burgundy lover, 00 Wines owner Chris Hermann's dream after many years of drinking wines from the greatest producers up and down the Cote d'Or and Chablis, is to "produce extraordinarily intense, distinctive, Coche Dury like, statement Chardonnays in Oregon."

94 points, *Vinous*

notes:

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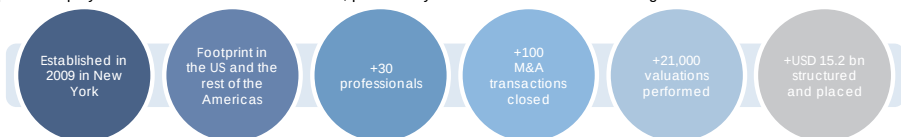
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About 414 Capital

414 Capital's core activity is advising clients on **mergers and acquisitions**. The team applies **best practices** acquired from global investment banks and the highest ethical and professional standards to engagements. Advisory mandates include **buy-side and sell-side** assignments, as well as special situations including **management buyouts, auctions, leveraged recapitalizations, business separations and distressed sales**. The Firm frequently engages in **long-term collaboration agreements** with its clients to assist in the execution of inorganic growth strategies. The Firm has gained unrivaled positioning as the trusted advisor to multinational corporates and private equity funds in **cross-border transactions**, particularly outbound investments and regional divestitures



Services

Mergers & Acquisitions

- Sell-Side Representation
- Buy-Side Representation
- Family-Owned Companies
- Sponsor-Backed Companies
- Corporate Carveouts
- Divestitures

Corporate Finance

- Capital Raising
- Refinancing
- Financial Restructuring

Business Valuation

- Portfolio Valuation
- Event-Driven Valuation
- Fairness & Solvency Opinions
- Shareholder Disputes
- Expert Testimony
- Impairment tests for tangible / intangible assets

Consulting Services

- Balance sheet optimization
- Optimal capital structure analyses
- Cost of capital determination
- Debt allocation
- Corporate and institutional investment strategy
- Portfolio / business line rationalization
- Liability management strategies

414 Capital has gained unrivaled positioning as the trusted advisor to multinational corporates and private equity funds in **cross-border transactions**, particularly outbound investments and regional divestitures

Industries

Business Services

- Applied Technologies
- Communications
- Human Resources & Staffing
- Information Technology
- Sales & Marketing Services
- Payment Processing
- Security

Healthcare

- Facilities
- Life Sciences
- Medical Devices & Technology
- Health Care IT
- Home Healthcare & Hospice
- Alternate Site Facilities
- Healthcare Products

Consumer Products

- Apparel & Luxury Goods
- Beverages
- Food
- Food Distribution
- Household Products
- Personal Care Products
- Automotive

Industrials

- Aerospace & Defense
- Automotive & Transportation
- Building Products
- Chemicals & Materials
- Industrial Technologies
- Environmental Technologies
- Plastics & Packaging

Financial Institutions

- Fintech
- RIAs
- Insurance & Insurance Services
- Depository Institutions
- Broker Dealers / Asset Managers

Technology

- E-Learning
- E-Commerce
- Manufacturing & Assembly Tech
- IT Services / Cyber Security
- Telecommunications
- Semiconductors
- Audio / Video / Lighting / Media

52%
Global transactions¹

44%
Publicly-listed parties²

54%
Repeat / recurring clients³

Last five years. 1. Includes multinational clients and/or foreign counterparts. 2. Includes clients and/or counterparts listed on public markets. 3. Includes client's that have retained the firm for at least two different projects

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aligncp.com

Transformational Growth Partners.

Align Capital Partners (ACP) is a growth-oriented private equity firm making control investments in lower middle market companies across North America. ACP brings larger firm execution experience to help companies accelerate growth by investing in people, processes and technology early in the partnership.

Company Size	\$3 – \$15 mm EBITDA or > \$5 mm ARR for software companies
Enterprise Value	Up to \$150mm
Investment Size	\$20 – \$60 mm targeted hold

Platform Attributes

- ⊕ Actionable organic growth / add-on prospects
- ⦿ Recurring demand products or services
- 🎯 Niche leadership / differentiation
- % 30% + gross margins / 15% + EBITDA margins

Preferred Sectors

Software and Tech-Enabled Services

Providers of proven technology solutions designed to help customers accelerate data and technology adoption.

- Vertical enterprise software
- Business intelligence
- Data and information services
- IT services
- Digital engineering

Professional Business Services

Outsourced providers of technical or performance-oriented advisory services.

- Business process outsourcing
- Financial services
- Training and certification services
- Marketing services
- Specialty consulting services
- IT managed services

Industrial Services

Outsourced providers of necessary maintenance, repair, safety or compliance services.

- Test, inspection and compliance services ("TIC")
- Safety and training services
- Utility services
- Maintenance and repair services
- Environmental services

Specialty Manufacturing & Distribution

Producers or distributors of technical products with consumable or recurring demand profiles.

- Specialized contract manufacturing
- Engineered components
- Virtual manufacturers
- Industrial automation products
- Aftermarket, MRO or safety products

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Overview

Since 1990, Argosy Private Equity has been partnering with motivated management teams to invest in companies with sustainable competitive advantages and growth prospects. Argosy can execute deals of varied sizes through an extensive network of partners, including senior lenders, mezzanine debt providers and equity investors.

- Management and leveraged buy-outs
- Corporate divestitures
- Generational transitions
- Recapitalizations
- Growth financings
- Minority recapitalizations

BY THE NUMBERS¹

6 Funds 135+ Portfolio Investments 14,000+ Jobs Created \$1.5B Realizations

¹Past performance is not indicative of future results, which may vary. "Realizations" represent all cash proceeds received through March 31, 2024. Please see Certain Risks and Limitations of Investing in Private Equity and additional important disclaimers in the Investor Presentation.

NEW PLATFORM CRITERIA

Financial	Revenues of up to \$100 million 3 - \$10 million of EBITDA EBITDA margins of 10% or greater
Investment Structures	Equity plus structured solutions covering all junior capital needs
Investment Amounts	\$10 - \$35 million, with capacity to finance larger investments
Ownership	Control or minority positions
Investment Horizon	3 - 7 years
Geography	United States
Industry Focus	Business services and manufacturing with significant expertise in the following industries: • Aviation Services • B2B Services • Business Franchising • Engineered Materials • Industrial Electronics • Industrial Manufacturing • Industrial Services • Tech-Enabled Services • Transportation and Logistics

To discuss new investment opportunities, please contact:

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ARTEMIS TRANSACTION ADVISORS

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WHY CHOOSE ARTEMIS?

Senior-Level Attention

Managing Directors lead each transaction from preparation to close. Each transaction is proactively managed to ensure a successful outcome.

Customized Deal Process

All processes are tailored to each client's needs. Artemis learns the needs of each client, the value attributes inherent in their company and interests of the buyer marketplace - setting the stage for an outstanding transaction.

Broad Market Access

Our extensive history and day-to-day activity puts us in constant communication with a large community of domestic and foreign corporations, lenders, venture capitalists, private equity groups and family offices.

INDUSTRIES WE WORK WITH



Business Services



Distribution



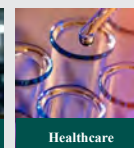
Technology



Food & Consumer



Industrials



Healthcare

Contact Our Trusted Advisors For A Complimentary Market Assessment

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BLACKLAND CAPITAL PARTNERS

INVESTMENT FOCUS

- FOOD, BEVERAGE, WASTE OR WATER
- BELOW \$100M SALES (BELOW \$10M CASH FLOW)
- UNGLAMOROUS, IMPERFECT
- PROCESSING, PACKAGING, SERVICES, LOGISTICS

INVESTMENT FEATURES

- UNIQUE NICHE
- CUSTOMERS COVET
- AMBITIOUSLY LED
- POTENTIAL POWER
- ASSET LIGHT

INVESTMENT TYPES

- MAJORITY SUCCESSION
- RECAPITALIZATIONS, RESTRUCTURINGS
- ORPHANS, CARVE OUTS
- MINORITY PARTNER

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Who We Are

Blue Sage Capital is an Austin, Texas-based private equity firm with over \$450 million in capital under management specializing in growth, recapitalization and buyout financings of lower middle-market companies. Our investment approach is focused on partnership with founders and management teams as we seek to invest in leading businesses as the first round of institutional capital.

Investment Criteria

Niche Market Leaders: Long-term defensible competitive advantages, high barriers to entry, differentiated product or service offering, and quality, motivated managers.

Proven & Growing Companies: Proven business models, strong recurring cash flow, and demonstrated growth potential.

Founder, Family and Management-Owned Businesses: We look to partner with founders and management teams as the first round of institutional capital, providing intellectual and financial capital to enable companies to achieve their full potential.

Company Size	• EBITDA: \$5 million to \$20 million • Revenue: \$20 million to \$150 million • Total Enterprise Value: \$40 million to \$200 million
Equity Investment	• \$25 to \$60+ million • Investing from Blue Sage Capital IV, L.P.
Transaction Types	• Control buyout investments and recapitalizations • Flexibility to offer solutions across the capital stack • Long-term investment focus (avg. hold period is 5-8 years)
Industry Verticals	• Environmental solutions • Niche manufacturing • Specialty services

Breck Partners is a Dallas-based private equity firm that makes control investments in industrial companies with a “story”



Fast, Candid Feedback

Our lean team allows for quick, consistent decision-making



Experience with Complex Situations

We devote the time and resources needed to gain conviction in complex situations



Commitment to Serving Leaders

We strive to be the “partner of choice” to high potential leaders of industrial businesses

Focused on “story” deals:

Companies underperforming or growing below their potential

Difficult or out-of-favor industries

Management transitions or incomplete teams

Corporate carve-outs / divestitures

Industrial Focus

Manufacturing

Distribution

Industrial Services

Revenue
\$50 - \$250 million

Enterprise Value
\$25 - \$100 million

Equity Investments
\$10 - \$50 million

BRECK FUND I: \$115M



Wheel repair and remanufacturing services



Manufacturer of kitchen and bath cabinetry



Provider of fresh protein packaging solutions

PRIOR INVESTMENTS

Dunn Paper
Specialty paper

Nekoosa Coated Products
Specialty paper

Industrial Container Services
Rigid packaging

20+
Transactions

\$1B
Value

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BULKLEY CAPITAL
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Tailored M&A and Capital Advisory Services for the Middle Market

Since 1985, Bulkley Capital has provided business owners with the perspective and expertise necessary to drive critical capital transactions. We have worked across a wide range of industries, maximizing value for our private company clients through confidential, carefully managed M&A processes.

Sector Focus



Industrial



Distribution



AEC



Consumer



Facility Services



Professional Services



Vertical Software



B2B Services

- Founder and family-owned businesses
- >\$3 million EBITDA
- \$25+ million valuation
- Senior-level representation
- Customized market story and process
- Identifying the best buyers
- Solutions-based negotiation
- Active guidance through closing



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**\$7 million – \$50 million
capital solutions**

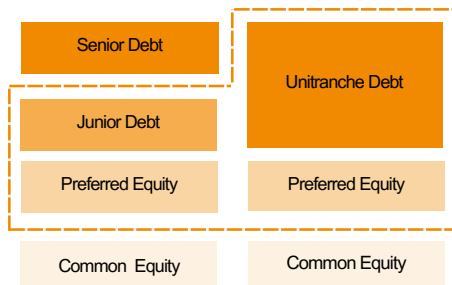
Our tailored debt and minority equity capital solutions are designed to help Owner's maintain control of their business.

COMPANY

- \$15 MM - \$250 MM annual revenue
- Positive cash flow, preferably over \$3MM
- Diverse customer base
- Experienced management team with meaningful ownership positions
- Lower middle-market with preference for asset-light businesses

6 Funds
'97 Founded
\$1.5B Capital Invested

SECURITIES



TRANSACTION TYPES

- Growth Capital
- Shareholder Liquidity
- Acquisition Financing
- Recapitalizations / Refinancings
- Management / Leveraged Buyouts

Capital Without Ceding Control

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Chain, chain attachments, sprockets
Pipe, fittings, flanges
Wastewater plant equipment & solutions
Custom enclosures
Operator cabs, FOPS, ROPS
Heat transfer equipment
Flares, combustion & incineration equipment
Pulp & paper equipment

Corrugated steel pipe & plastic culvert
Heads for tanks & vessels
Heat treating
Industrial coatings
Plate rolling & welding
Truck and trailer hoists
Snow plow blades
Metal plating (chrome, cadmium, zinc, etc)
Grinding & honing
Non-destructive testing

Our companies are autonomous, led by entrepreneurial teams with in-depth knowledge and experience.

Our objective is to empower them through investment, a network of peers and insights, flexibility, and incentives that reward our teams for their success.



SPECIALTIES
Design, Engineering, Fabrication, Machining, and Casting.

INDUSTRIES
Aerospace, Agriculture, Energy, Forestry, Infrastructure, Mining, Nuclear, Transportation and more.

OVER 3.8M SQ. FT. IN MANUFACTURING FACILITIES

What we're looking for



OWNERSHIP
We prefer to purchase all the assets or shares, including real estate.



SIZE
Businesses with EBITDA of >\$2 million. Smaller competitors or complimentary businesses may be a great fit too!



INDUSTRY
Businesses that design and manufacture industrial products.

The Canerector Advantage



CASH DEALS
We are a debt-free company that pays cash on closing. We do not require external financing for our acquisitions.



QUICK CLOSINGS
The majority of our due diligence is performed in-house. We work with you to close as quickly as possible.



Helping Companies Bridge to Tomorrow

Experience

Capital

Insight

We bring a balance of financial and operational experience and strategic insight to assist management in driving long-term sustainable growth in lower middle market companies.

Overview

\$740M

assets under management

Control

focus on control equity investments

Partnership

prefer to partner with management and align interest with all stakeholders

Hands-On

actively assist management in driving growth and operational improvements

Investment Criteria

\$5 - \$30M EBITDA

target range for platform investments

Generalist

opportunistic, looking for companies with a sustainable competitive advantage

United States & Canada

geographic focus

Complexity

do not shy away from complicated situations

CenterOak Partners is a private equity firm that invests in lower middle-market companies in the business services, industrial services and consumer essential services sectors

Investment Criteria



Company Size

\$7-35M EBITDA
(no minimums for add-ons)



Equity Investments

\$50-150M



Enterprise Value

\$50-500M



Geography

United States
(international for add-ons)



Ownership

Majority
(51%+)

Business Services



Facilities Management & Services



Professional Services



Engineering & Infrastructure Services



Environmental Services



Machinery Maintenance & Repair



Outsourced Industrial Services



Specialty Distribution



Specialty Coatings, Chemicals and Adhesives



Industrial Technology



Residential Services



Auto Aftermarket

Industrial Services

Consumer Essential Services

Transaction Focus

- Buyouts and recapitalizations
- Family-owned and closely held businesses
- CEO-backed buy & builds
- Non-core carve-outs

Company Attributes

- Experienced management
- Organic and acquisitive growth
- Operational improvements
- Market leader in its niche
- Sustainable competitive advantage

Building Stronger Companies: That's The Core Mission At CenterOak.

Based in Dallas, CenterOak was formed by senior leaders who have successfully invested together for over 20 years, with a core mission of putting our sector expertise to work for portfolio companies.

14

Platform Acquisitions

140+

Add-on Acquisitions

\$2B+

Equity Capital Commitments

20+

Years Our Investment Partners Have Worked Together

CENTRE LANE PARTNERS

Private Equity and Private Credit Investing in North American Middle Market Companies

Flexibility • Focus • Experience • Discipline • Integrity

Comprehensive capability set positions Centre Lane as a partner of choice across capital structures and cycles

About Centre Lane Partners

- Founded in 2007, Centre Lane Partners ("CLP") is a private investment firm that invests in the equity and debt of middle market companies in North America. CLP employs a flexible, focused strategy that approaches complex situations with a solutions orientation. CLP has an experienced, collaborative team with multi-faceted expertise, and seeks to partner with strong management teams that can benefit from flexible, long-term capital and CLP's operational, financial and strategic expertise and support
- Leveraging its earned reputation as a partner of choice in situations across economic cycles, CLP has invested over \$1.9 billion in private equity transactions and over \$1.7 billion in private credit transactions since its inception
- Our Private Equity strategy targets control-focused, value-oriented investments in partnership with strong management teams that we support through our CLP Value Creation Framework (CLP-VCF™)
- Our Private Credit strategy provides creative, flexible financing solutions to middle market businesses facing situations of complexity and transition, targeting senior secured, income generative investments

Focus Sectors



Business Services



Consumer



Healthcare



Industrial



Tech

Private Equity

Investment Approach

- Exclusive focus on the middle market
- Invest \$10 – \$100 million per transaction
- Partner with strong teams that we support through our CLP Value Creation Framework (CLP-VCF)
- Typically majority investors, with flexibility on a range of transaction types in the right circumstances
- Support re-positioning as needed and invest in growth to drive outcomes

Investment Criteria

- Company Revenue: <\$500 million
- EBITDA: Negative to \$100 million
- Geographic Focus: North America
- Focus on performing businesses that CLP can help take to the next level and non-performing businesses that CLP can stabilize and position for growth
- Target businesses that offer a defined value proposition to their customers and are leaders within their segments

Private Credit

Investment Approach

- Exclusive focus on the middle market
- Invest \$10 – \$50 million per transaction
- Focus on senior secured debt with an income component
- Solutions orientation with an emphasis on flexibility to meet the needs of multiple stakeholders
- Invest in new and existing financings across individual companies and portfolios to drive solutions

Investment Criteria

- Company Revenue: <\$500 million
- EBITDA: \$10 – \$100 million
- Geographic Focus: North America
- Focus on businesses that offer a clear value proposition to their customers
- Target companies that have the potential to generate strong cash flow that are seeking transitional capital to achieve a business or capital structure objective

CHIRON

FINANCIAL LLC

International Middle Market Investment Bank

The Chiron Difference

- Services:
 - Debt and Equity Placements for Growth or Refinancing, usually \$20-\$300MM
 - M&A/Asset Sales/363 Sales
 - Financial Advisory/Restructurings/Litigation Support
- Our assignments often involve multiple services and multiple financing tranches
- Serve most industries including Agriculture, Building Products, Chemicals, Consumer/Retail, Energy, Healthcare, Manufacturing, Mining, and Real Estate
- Chiron's senior bankers have vast experience – bulge bracket, lending/banking, private equity, and operating companies
- FINRA registered and SIPC member affiliate, Chiron Securities LLC

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SELECT CLOSED TRANSACTIONS

Industrial Services	Industrial Services	Consumer	Agriculture	Healthcare	Technology
Capital Raise, Financial Advisory, + Chapter 11 Advisory	EMEA Capital Raise	M&A	Capital Raise + Financial Advisory	M&A + Financial Advisory	EMEA Capital Raise
					
\$12,500,000 Note Purchase \$16,500,000 DIP Financing \$30,000,000 Exit Financing U.S. Bankruptcy Court Southern District of Texas	Growth Capital Financing Undisclosed	\$28,500,000	Multi-Tranche Refinancing \$42,300,000	Arranged Settlement Agreement with 	Convertible Note Financing Undisclosed

Note: Data as of March 2024, except where indicated. Certain statements are based on prior CLP experience, general market observations and beliefs. This document does not constitute an offer to sell or the solicitation of an offer to buy any security. It is neither a prospectus nor an advertisement, and no offering is being made to the public. THIS DOCUMENT IS STRICTLY PRIVATE, CONFIDENTIAL AND PERSONAL TO ITS RECIPIENTS AND SHOULD NOT BE COPIED, DISTRIBUTED OR REPRODUCED IN WHOLE OR IN PART, NOR PASSED TO ANY THIRD PARTY.

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CICPARTNERS

CIC SEEKS FOUNDER-OWNED PLATFORMS

CIC Partners is a Dallas, Texas based private equity firm that invests in lower-middle market growth-oriented companies primarily in the food, restaurant, industrial and healthcare sectors. Since 2001, CIC has invested \$662mm across 45 companies creating \$1.3 bn of total value. CIC LP V was closed in December 2022 with \$250mm in committed capital.

Value Added LP and Operators	Flexible Investment Horizon	Personal Capital Alignment of Interest
---------------------------------	--------------------------------	---

Industry Focus

- Food & Beverage
- Restaurant & Retail
- Industrial
- Healthcare

Transaction Criteria

- **Ownership:** Minority or Majority
- **Revenues:** \$10-500 million
- **EBITDA:** \$3-50 million
- **Equity Check:** \$5-50 million

CIC is often the partner of choice for owner-operators.

- We invest significant personal capital
- Align our interests with those of our management partners
- Minority or majority recaps and investments
- Bespoke structures and solutions
- Industry expertise

Current and Realized Investments



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Dallas, TX 75201

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www.cicpartners.com
214.871.6863



You bring the vision. We help you build it.



Experienced Operators. Not Financial Engineers.

PRIVATE CAPITAL FOR INDUSTRIAL BUSINESSES.

Clavis Capital Partners is a private investment firm with deep experience investing in, operating and growing US based Industrial businesses. We provide flexible capital to make control investments in a broad range of strategically viable but capially constrained industrial oriented companies.

Clavis professionals are career operators, not financial engineers. Our Principals and Advisors have held CEO positions in large and small manufacturing and industrial companies across a number of different sectors. We bring an operator mindset to our investing activity. We bring experience. We bring connections. We bring resources.

WE BRING OUR HARD HATS

2013

Clavis Capital Partners began

\$500M+

capital deployed by Clavis

50+

deals completed by our principals

\$2B

collectively deployed by our principals

8235 DOUGLAS AVE., SUITE 960 • DALLAS, TEXAS 75225 • 214.812.9199 • CLAVISCP.COM



\$850 MM
Committed Fund

43
Platforms

100+
Add-ons

Investment Criteria



Company & Investment Size

- \$4 - 20 million EBITDA
- \$25 - 100 million of Equity



Company Characteristics

- History of profitable growth
- Strong, sustainable competitive position
- Management wishes to remain with the acquired business
- Favorable growth prospects



Use of Capital

Control Investments

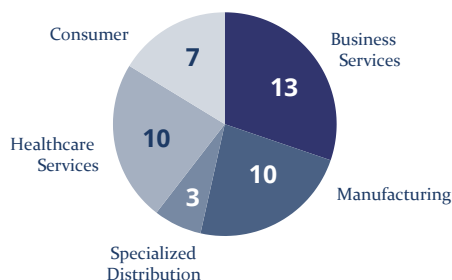
- Ownership transition for closely-held or family-owned companies
- Recapitalizations
- Buy and build strategies
- Management buyouts
- Corporate divestitures

Non-control Investments

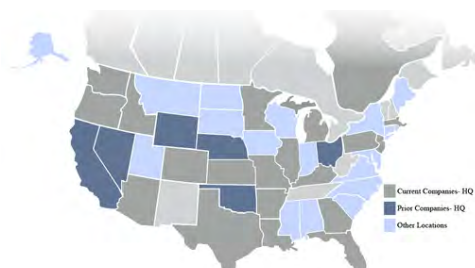
- Growth capital
- Acquisition capital
- Deleverage balance sheet

Clearview Portfolio

Investments by Industry



Investments by Location



1010 Washington Blvd., 11th Floor, Stamford, CT 06901
203.698.2777 | www.ClearviewCap.com



Investment Banking



Capital Raise



Investment Management



Retirement Solutions

Founded by William "Tex" Gross and Dory Wiley to better serve middle-market companies and financial institutions; Commerce Street Holdings, LLC is the holding company for Commerce Street Capital, LLC and Commerce Street Investment Advisor, LLC headquartered in Dallas, Texas.

Our ultimate priority is focused on the success of our clients and investors. We work together in a collaborative and cooperative manner. Our firm is comprised of senior professionals with extensive experience in corporate finance, banking, regulation, investment banking, and asset management. We value long term relationships, built on integrity, loyalty and trust.

Commerce Street Capital, LLC

Member FINRA/ SIPC

Focused on mergers and acquisitions, capital raising, valuations & fairness opinions and regulatory and strategic planning advisory for financial services and middle market organizations.

- **Financial Institutions Group ("FIG")** practice centers exclusively on serving the needs of the financial services sector.
- **Corporate Investment Banking Group ("CIB")** provides advisory services to middle-market companies in transition via selling or acquisition or in need of capital
- **Real Estate Investment Banking Group** specializes in arranging debt and equity for commercial real estate on behalf of developers, investors and owners on a nationwide basis.
- **SBIC Funds:** Commerce Street partners with top quartile SBIC funds providing assistance with regulations, governance and fundraising.

Commerce Street Investment Management

Commerce Street Investment Advisor, LLC (dba Commerce Street Investment Management) is a SEC-registered investment adviser that provides asset management services for private funds and separately managed accounts.

Commerce Street Peak Advisors

A second division of our SEC registered investment adviser, Commerce Street Peak Advisors provides 3(38) Fiduciary and Investment Manager services to 401(k), 403(b) & 457 plans.

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FIRM OVERVIEW

Transforming businesses to drive performance and maximize returns

Crossplane Capital is a private equity firm based in Dallas investing control equity in industrial business services, niche manufacturing and value-added distribution businesses. The firm invests in companies with up to \$200 million of revenue and significant value creation upside through prudent net working capital management, rigorous cost optimization and thoughtful revenue growth.

Our team has decades of collective experience transforming industrial companies as senior executives, operational improvement consultants, strategy consultants, restructuring advisors and private equity investors. As a result, we bring a sophisticated operating model and collaborative culture to lower middle market family owned companies and companies involved in complex situations.

INVESTMENT CRITERIA

Targeting family owned businesses and complex transactions

Business Characteristics

- Headquartered in the United States or Canada with \$40 to \$200 million in revenue and \$5 to \$15 million of EBITDA
- Unique strategic strength, including meaningful market share in a niche industry with pricing power
- Financial or operational underperformance with significant value creation upside
- May be in a cyclically out-of-favor industry

Transaction Criteria

- Control equity investments
- Transaction sizes up to \$120 million for initial platform investment

Transaction Situations

- Complex transaction dynamics, including corporate carve-outs, bankruptcies and restructurings
- Family owned companies looking for a financial, strategic and operating partner to help fuel transformational performance
- Special situations where speed and certainty to close are critical

Target Industries

- Automotive
- Building Products
- Business Services
- Chemicals
- Construction & Infrastructure
- Consumer Goods
- Equipment Rental
- Facilities Services
- Food & Beverage
- Plastics & Packaging

Add-on Acquisitions

- No size or geographic constraints
- Crossplane Capital will pay finder's fees

Fund Sizes

- Fund I: \$275 million (2020)
- Fund II: \$373 million (2022)



CYPRIMUM
PARTNERS

Non-control capital
for the middle market



Cyprium provides non-control capital and strategic advice to middle-market business owners and management teams.

Our subordinated debt and minority equity investments are tailored to the unique needs of each company, supporting a variety of corporate and shareholder objectives.

INVESTMENT CRITERIA

Sales - \$50 - \$300 million
EBITDA - Minimum of \$4 million
Investment Size - \$5 - \$60 million

INDUSTRIES

Manufacturing
Business Service
Distribution
Food and Beverage
Healthcare

TRANSACTION TYPES

Acquisitions & Growth
Shareholder Liquidity
Debt Refinancing
Management Buyout & ESOP
Independent Sponsor LBO

RECENT INVESTMENTS



Acquisition Finance & Growth Capital

Common Equity & Subordinated Debt

OneroRx provides integrated pharmacy services and medical supplies to patients in underserved rural counties and urban areas across the Midwest. The company fills over 3 million prescriptions annually, providing personalized, quality care to patients in six states through 65 locations. Committed to its mission of increasing access to care within local communities, OneroRx leverages its scale and technology to provide retail, specialty and telepharmacy prescription services to individuals, regional hospitals, senior living facilities, long-term care facilities and group homes in markets that have historically been underserved by the large national chains. Our investment was used to support the company's acquisition strategy and provide capital for future growth.

West Des Moines, Iowa



Acquisition Finance & Growth Capital

Subordinated Debt & Preferred Equity

Apollo Veterinary Hospitals is a portfolio of veterinary practices across the Southeast and Pet Supplies Plus retail franchises throughout the United States. Apollo focuses on bringing exceptional practice management to its hospitals, making it the preferred buyer for many retiring DVMs. Our investment was used to facilitate the acquisition of existing Pet Supplies Plus locations, the development of de novo stores and the expansion of veterinary hospital networks.

Albany, Georgia



Recapitalization & Growth Capital

Subordinated Debt & Preferred Equity

Hirsch is a value-added distributor of commercial embroidery and direct-to-garment digital printing equipment, textile bridge lasers, and related equipment, software, parts and accessories. The company also provides support services for this equipment that enables customization and personalization of products sold by their consumer apparel, promotional product and corporate identity customers.

Huntersville, North Carolina



ESOP Buyout

Subordinated Debt

D.P. Nicolli is a leading provider of shoring equipment rental services to public utilities, municipalities and contractors in Oregon, Washington, California and Idaho. The company is a one-stop resource supplying steel and aluminum trench shields, hydraulic shoring, steel plates, slide rail, pipe plugs and other equipment utilized in underground construction projects. Our investment was used to recapitalize the company's equity and pursue growth opportunities.

Lake Oswego, Oregon

CLEVELAND
200 Public Square, Suite 2020
Cleveland, OH 44114
216-453-4500

NEW YORK
1140 Avenue of the Americas, 9th Floor
New York, New York 10036
646-571-1620

CHICAGO
77 West Wacker Drive, Suite 4500
Chicago, IL 60601
312-283-8800



Connecting great companies with top buyers

Evercap Advisors is a buy-side investment banking firm exclusively focused on generating proprietary deals for private equity firms and strategic acquirers. From mandate creation to successful close, our team utilizes a proven process that guides every step of the way.



Our team has closed over 50 combined transactions representing an aggregate value in excess of \$5 billion.



Evercap's AI platform creates comprehensive target lists that leverage many paid and internally generated company databases and contact finding resources.

OUR PROCESS



CREATE MANDATE

- Review buyer's business
- Assess M&A goals
- Create target list



CONTACT TARGETS

- Fedex letter
- Email + Call
- Short tailored video
- LinkedIn messages



DUE DILIGENCE & CLOSE

- Gather initial diligence
- Aid in negotiations
- Assistance in offer

Assignments generate 20-60% response rates

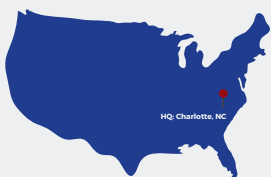
CHARACTERISTICS

INDUSTRIES

Geography
United States

Ownership
Founder/Operator Owned

Deal Size
\$5M - \$200M



SOFTWARE & TECHNOLOGY



INDUSTRIAL & MANUFACTURING



DISTRIBUTION & LOGISTICS



BUSINESS SERVICES



CONSUMER & RETAIL



HEALTHCARE

FIDUS: (Latin) steadfast; dependable; trustworthy

World-class merger and acquisition and capital advisory solutions for the middle market



Overview

- Fidus Partners specializes in:
 - Sellside and buy-side merger and acquisition advisory
 - Debt and equity capital markets advisory
 - Other strategic investment banking advisory
- Clients include private equity firms and other capital providers, public and private corporations, and family-held businesses
- Up to \$1 billion in transaction size
- Senior professionals deeply involved in all aspects of each engagement

Industry Focus Areas

Business Services

Building Products

Consumer & Food

Healthcare & Lifestyle

Industrials

Recent Transaction Experience



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Tom Temple
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ttemple@fiduspartners.com

The business of building businesses

Fort Point Capital is a private equity firm that provides capital, know-how, and expertise to promising service-oriented companies in the lower middle market. We work in close partnership with management teams to build durable business value over time and help companies compete and win in their respective markets.

Sectors of interest

- Business Services
- IT Services & Software
- Transportation & Logistics
- Value-added Distribution
- Marketing & Media Services
- Professional Services/Training & Education
- Field & Route-based Services
- Industrial, Testing & Engineering
- Healthcare, Life Science/Pharma Services

Focused strategy

Fort Point Capital seeks to invest in leading service-oriented companies in the lower middle market to which we believe the addition of our capital and operational expertise can add significant value.

We combine rigorous deal generation, business due diligence, and long-term portfolio support for companies across a range of sectors with up to **\$125 million in Enterprise Value**.

Committed capital

Since the firm's inception in 2010, Fort Point Capital has raised close to **\$640 million in equity commitments** across various investing entities and has invested in more than **50 companies** across **three funds**.

Challenges we help overcome

Our investment professionals have a proven track record of successfully helping businesses in the United States and Canada overcome the challenges typically experienced during the growth phase, including:

- | | | |
|--|---|---|
|  Strategic Planning |  Enhancing Marketing & Sales |  Geographic Expansion |
|  Accretive Acquisitions |  Investing in Technology |  Building Your Board |
|  Management Augmentation |  Pricing Strategy |  Organizational Design |

Connect with our team

Contact us to discuss how we can help your company grow.

EXECUTIVE TEAM

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BUSINESS DEVELOPMENT TEAM

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Forvis Mazars Capital Advisors Overview

Forvis Mazars Capital Advisors is an investment banking firm dedicated to providing high-quality financial consulting services to middle-market companies.

How We Can Help

With a focus on transition and succession planning for closely held and family-owned businesses, we help companies and shareholders with investment banking solutions that include mergers, acquisitions, sales, recapitalizations, management buyouts, financings, and strategic alternative evaluations. Our team of experienced professionals works to meet each client's specific objectives, recognizing that an Forvis Mazars Capital Advisors engagement often represents the most important financial event in a company's history and its owners' lives.

Forvis Mazars Capital Advisors, a wholly owned subsidiary of Forvis Mazars, LLP, draws on the resources of Forvis Mazars with its extensive network of accountants, auditors, tax professionals, business consultants, and industry leaders.

Broad Industry Experience

- | | |
|------------------------------|-------------------------------|
| Business Services | Healthcare |
| Construction & Engineering | Manufacturing & Distribution |
| Consumer Services & Products | Technology, Media, & Telecomm |
| Energy | Transportation & Logistics |
| Financial Services | |

Service Offerings

Mergers & Acquisitions

- Sell-side advisory
- Buy-side advisory
- End-to-end process management and execution
- Assist with analysis, due diligence and negotiations
- Act as an intermediary

Transition & Succession Planning

- Strategic alternatives evaluation
- Capital structure analysis
- Management buyouts
- Employee stock ownership plan (ESOP) analysis
- Joint ventures and corporate alliances

Capital Raising

- Refinancings
- Recapitalizations
- Private equity and debt raising

forvismazars.us

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forvis
mazars

WHAT WE INVEST IN

Investing out of an \$1.4 Billion fund, Gauge Capital typically commits \$20 million to \$150 million in each platform investment. Gauge targets companies with \$5 million to \$65 million in EBITDA for tech & services businesses or \$7 million+ in ARR for SaaS-businesses.

AWARDS

- Ranked #5 of 632 PE firms globally in the 2021 and 2023 HEC-Dow Jones Small-Cap Private Equity Performance Ranking
- Grady Campbell 2021, 2022, 2023, and 2024 Top 50 PE Firms in the Middle Market
- Inc's 2020, 2021, 2022, and 2023 Private Equity most founder-friendly firms list

WHY GAUGE?

- The Partners at Gauge are experienced operators with a history of building best-in-class businesses
- Gauge's GP contribution equates to 30% of the total capital invested
- We invest in majority, minority or shared control transactions as well as MBOs, buyouts, recapitalizations, and corporate divestitures

GAUGE 2024 THEMES

Food Supply Chain

- Ingredients
- Private Label & Contract Manufacturing
- Branded Foods

Healthcare

- HCIT & RCM
- Home Care
- Payor Services
- Pharma Services

Technology

- Enterprise Software
- Governance, Risk & Compliance
- Industrial Technology

INDUSTRIES OF FOCUS

Technology and Business Services

- Commercial and Residential Services
- Compliance
- Digital Media, Forums & Events
- Enterprise Risk & Security
- Enterprise Software
- Education & Knowledge Solutions
- Financial Tech & Services
- Human Capital
- Information & Data Services
- Marketing Services
- Real Estate Tech & Services

Healthcare Services and Technology

- Alternative Site
- Durable Medical Equipment
- Healthcare IT
- Home Care
- Outsourced Services
- Payor Services
- Pharma Services
- Revenue Cycle Management

Food and Consumer

- Beauty Products
- Food Production & Processing
- Functional Ingredients
- Sustainable Packaging
- Branded Durables
- Pet Food, Health, & Services
- Private Label & Contract Manufacturing
- Restaurant Franchisees
- Specialty Distributors

Industrial & Government Services and Transportation & Logistics

- Environmental Services
- Government Tech & Services
- Industrial Tech & Services
- Transportation & Logistics

GAUGE LEADERSHIP & INVESTMENT TEAM

✓ = Area of Focus	Food / Consumer	Healthcare	Business Services / Technology	Industrial / Government / T&L
Drew Johnson Co-Founder & Managing Partner	✓	✓		
Tom McKelvey Co-Founder & Managing Partner			✓	
David Friedman Partner		✓		
James Jackson Partner	✓			✓
Andrew Peix Partner, Business Development			✓	✓
Stan Dennis Managing Director		✓		
Sam Banon Principal	✓			
Reid Barnett Principal			✓	✓
Garrett Fair Principal			✓	
Chris Garvin Principal, Business Development		✓		
Sam Smith Principal		✓	✓	
Tristan Loisel Principal	✓		✓	✓
Alexander Anderson Vice President, Business Development			✓	✓
Alex Asbill Vice President	✓	✓		
Carson Ashbaugh Vice President			✓	✓
John Carney Vice President	✓		✓	
Reilly McAllister Vice President	✓			
Kevin Rafferty Vice President			✓	✓
Colin Santoro Vice President	✓	✓		
Brent White Vice President, Business Development	✓			
Sam Yang Vice President			✓	



Genesis Park provides flexible, one-stop debt and equity capital solutions for lower middle-market companies

Investment Strategy

- ✓ Focus on lower middle market companies with at least \$10 million of revenue and/or \$3 million of EBITDA
- ✓ Structures include senior secured debt, second lien/subordinated debt and preferred/common equity investments
- ✓ Seeking to invest \$10 to \$25 million in each investment (total capital commitment)
- ✓ Be a value-added partner by leveraging operational experience and strong regional networks
- ✓ Open to investing across the U.S., but target opportunities in the Southern U.S., predominately Texas and the Gulf Coast region
- ✓ Uses of capital: growth, acquisitions, debt refinancing, recapitalization, management buyout, family transfer

Investment Strategy

- ✓ Proven business model with seasoned and committed management team
- ✓ Ability to maintain positive cash flow through various business cycles
- ✓ Defensible competitive advantage and/or differentiated product or service offerings
- ✓ Solid and sustainable margin structure
- ✓ Limited customer concentration

Investment Strategy

- ✓ Experienced leadership team with extensive network of regional relationships. 100+ years of combined experience investing in and building businesses
- ✓ Relationship oriented. People are important
- ✓ Flexible, customized capital solutions. Structures are designed for each unique situation
- ✓ Efficient and timely decision making. We are responsive and execute in a timely manner
- ✓ Operational and strategic expertise. Partners have led successful companies as CEOs or executive leaders and serve on numerous boards

Diversified Industries



Business Services



Industrial Services



Residential Services



Manufacturing



Value-Added Distribution



Information Technology

Investment Team

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Gina Luna

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David Bilger

Managing Director
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Simon Haidamous

Director
shaidamous@genesis-park.com

Payton Schramm

Vice President
pschramm@genesis-park.com

Andrew Winters

Senior Associate
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Financial Services

Hext Financial Group ("HFG") is a thirty-year-old financial services firm. We see ourselves as business partners with our clients and appreciate the trust they have in our services, our reputation, and our commitment. We believe our values, combined with our dedication to client satisfaction and focus on success are the reasons why our current clients recommend CH&Co. to other business owners, managers, and individuals. Through our affiliates, Hext Capital Partners* ("HCP") and Hext Wealth Advisors ("HWA"), we offer M&A advisory services, institutional private placements of equity and debt, restructuring and turnaround services, and wealth management services to companies.

Your Success is our Business. Wherever you encounter challenges, we'll find solutions.

Sector Focus

Financial Services

- Tax Planning and Preparation
- Estate Planning
- International Taxation
- Audited, Compiled, and Reviewed Financials
- Succession Planning
- Merger / Acquisition
- Operational Turnarounds
- Corporate Finance (Debt/Equity)
- Financial Reporting

Our Approach

- We see each client as unique and we never approach a problem with a "cookie cutter" approach.
- Through our extensive network of capital providers and financial and strategic buyers, we are able to help our clients solve capital problems and pursue opportunities.
- Through utilizing the global resources of the entire HFG team, we create customized and personalized solutions for each client.

Our Commitment

Values

- Reliable
- Innovative
- Strategic
- Ethical

Representative Engagements

Client Spotlights

Consulting Client - HFG consulted and performed forensic accounting procedures on the accounting, tax and other records for various Trusts and other entities for a \$2.0 billion Family Office. The General Partner had control of all of the assets which led to litigation between the siblings. Our Firm performed a forensic audit on the family's largest shared operating company, a \$1.0 billion asset. We collaborated with legal counsel to provide options and structures to resolve the control issues.

Audit Client - HFG performed the component audit of the North American unit of a publicly traded (Euro) 706 million German manufacturing company. The North American unit represented \$125 million in revenue, and the engagement involved the conversion of GAAP to IFRS, frequent communications with the lead auditors in Germany, and a compressed deadline to meet the requirements of the Company's investors.

Tax Client - HFG consulted and advised a large corporation and its shareholder on various multi-million dollar settlements in order to achieve the most tax advantageous structures. The corporation and the shareholder were able to lower their tax liabilities by millions of dollars by properly structuring the settlements as to maximize lower rates and potential deductions. In addition to that, HFG is in constant contact with the company and its shareholder to provide them with tax planning, tax compliance including assisting them with ongoing estate tax planning for the future benefit of the shareholder's decedent.

International Experience

- Public Company Audits
- Private Company Audits
- Joint Venture/Mergers & Acquisition Transaction Consulting
- US GAAP – IFRS Technical Research

- Europe
- India
- South America

- China
- Hong Kong
- Mexico

Firm Accolades

2016 Business of the Year Nominee

By the North Dallas Chamber of Commerce

Named Top 25 North Texas Accounting Firms

By the Dallas Business Journal

HTR | CAPITAL LLC

Investment Criteria

Financial Parameters:

Revenue: Minimum \$12 Million

EBITDA: Minimum \$3 Million

EBITDA Margin: Minimum 12%

- **Enterprise Value:** \$20 - \$150 million
- **Equity Deployed:** \$10 - \$75 million
- **Geography:** United States and Canada
- **Industry Focus:**
 - Automotive Aftermarket
 - Business Services
 - Consumer Services
 - Healthcare Services
 - Industrial Services
 - Value-added Distribution

HTR Overview

HTR focuses on acquiring and scaling businesses. We believe in growing businesses by investing in the fundamentals – talent, corporate infrastructure, and customer satisfaction. We look for businesses in defensive and growing sectors coupled with outstanding management and culture.

HTR Differentiators

HTR differentiates itself by focusing on solving the seller's key issues. We create value for the seller beyond the purchase price. The HTR approach entails:

- Treating the seller like a client
- Flexible if seller rollover equity is required
- Providing seller with the flexibility of an ongoing role or full exit at the sale with limited to no escrows
- Control and significant minority (>40%) structures
- Taking time to understand companies or industries with a "story"

Portfolio

Current



Realized – Predecessor Firm



Contact information



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hobbs@htrcap.com



Tiffany Hu
Head of Business Development
(773) 899-0635
hu@htrcap.com



MIDDLE - MARKET INVESTMENT BANKING

ABOUT US

Founded in 2016, **Infinity Capital Partners** was formed to serve the unique capital needs of lower- and middle-market businesses in an underserved geographic region. Headquartered in Oklahoma City, OK, Infinity is an industry generalist firm with experience across a wide variety of capital needs and transaction structures. Our team of investment banking professionals works hand-in-hand with owners and stakeholders to maximize the value of their objectives in four distinct areas:

- M&A Advisory
- Owner Transitions
- Growth Capital
- Recapitalizations

As a boutique advisory firm, Infinity is extremely selective with the engagements we pursue – taking on only those projects with highly marketable stories and qualified management teams.

SELECT TRANSACTIONS



INFINITY CAPITAL PARTNERS | 201 NW 10TH STREET SUITE 200 | OKLAHOMA CITY, OK 73103
Securities offered through Infinity Capital Securities, LLC member FINRA



Insight Equity

Operationally focused, lower middle-market private equity firm investing in strategically viable companies with potential for transformational growth

ABOUT US

Insight Equity, a value-focused, Dallas-based private equity firm, invests in strategically viable and differentiated lower middle-market companies in a variety of end markets with defensible market positions and the potential for transformational growth.

The firm deploys a differentiated investment strategy utilizing a 'one-team' investment approach (no outsourcing of portfolio management to operating partners) enabling more creativity, collaboration, and partnership with our portfolio companies, unlocking greater long-term value.

Our investors include family offices, endowments, trusts, fund of funds, insurance companies, pension funds, and others.

AT-A-GLANCE

~\$5.6B

Total Revenue
of all PCs

~\$3.1B

Assets Under
Management

70

Acquisitions

~19%

Fund Capital from
Insight Equity

~27%

Net Internal
Rate of Return

Disclosure: Except where otherwise indicated, the information presented here is as of June 30, 2024 and includes all equity investments since the inception of Insight Equity. Recipients should not rely on this information in making any future investment decision.

TARGET INVESTMENT CRITERIA

SIZE OF COMPANY

~\$40 million to ~\$1.0 billion
in annual revenue

GEOGRAPHY



Headquartered in
North America

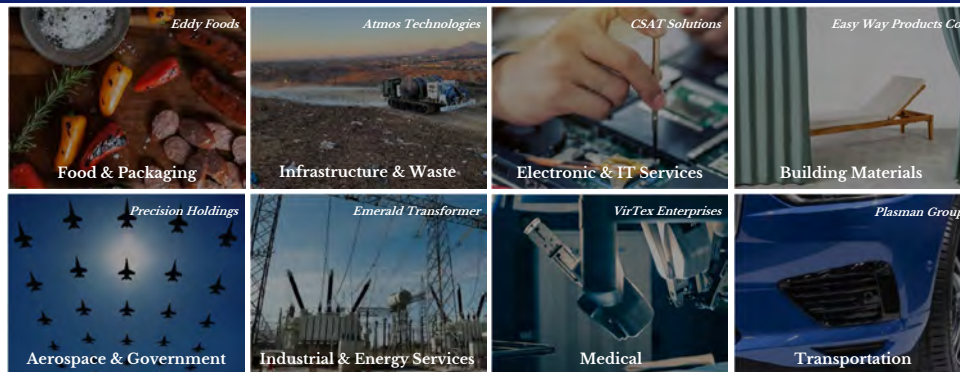
SIZE OF INVESTMENT

~\$25 to \$150 million
of equity per opportunity

COMPANY PROFILE

- Strategically viable companies with sustainable competitiveness, consistent visibility into cash flows, and strong growth characteristics
- Lower middle-market companies experiencing challenging growth plans or needing additional resources to reach full potential

TARGET SECTORS



www.insightequity.com

1400 Civic Place, Suite 250, Southlake, TX 76092

400 Madison Avenue, 15th Floor, New York, NY 10017



Latticework Capital Management (“LCM”) is a private equity investment firm established to make control equity investments in the lower middle market, focused exclusively on the healthcare industry. Latticework seeks to partner with entrepreneurs and management teams to execute customer focused acquisition strategies in targeted healthcare subsectors.

LATTICEWORK TEAM

- Dallas, TX based team of investment professionals with over 100 years of combined investing experience having invested over \$1.5 billion of equity capital into healthcare companies
- Broad experience in middle-market healthcare investing, covering over 75 acquisitions across a diverse array of industry subsectors
- The LCM Executive Advisory Council is comprised of key healthcare industry executives and operating partners that provide detailed knowledge of specific industry subsectors, proprietary deal sourcing capabilities, due diligence assistance, and post-closing assistance in strategic and tactical execution of our Value Creation Plans

SECTORS OF INTEREST

PHARMACEUTICAL SERVICES	HEALTHCARE PROVIDERS & BUSINESS SERVICES	MEDICAL EQUIPMENT
■ Research & Development ■ Supply Chain / Logistics ■ Regulatory & Quality ■ Manufacturing ■ IT	■ Dental Service Organizations ■ Outsourced Services ■ Specialty Physicians ■ Behavioral Health ■ Physical Therapy ■ Animal Health ■ Urgent Care	■ Imaging Equipment ■ Tools & Diagnostics ■ Surgical Products ■ Manufacturing

INVESTMENT CRITERIA

- Sub \$10 million EBITDA
- Majority control and strong alignment with founders via rollover
- Strong free cash flow profile; Sustainable internal growth prospects
- Fragmented industry; Viable opportunity to execute a strategic acquisition strategy

TARGETING COMPANIES THAT DELIVER VALUE AND EFFICIENCY TO THE HEALTHCARE ECOSYSTEM

- Top-down theme-based investment approach allows LCM to focus on specific subsectors in which to source and pursue investment opportunities
 - Industry themes and trends focus on areas of growth and opportunity
- ✓ Improve patient outcomes
 - ✓ Eliminate unnecessary healthcare costs
 - ✓ Consumer-driven healthcare
 - ✓ Increase efficiency
 - ✓ Align stakeholder incentives
 - ✓ Increased access to care

Latticework Capital Management | 100 Crescent Court | Suite 200 | Dallas, Texas 75201
www.latticeworkcapital.com



The Partnership Portfolio Companies Want with the Capital They Need

Main Street provides debt and equity capital to lower middle market companies. Through a unique, one-stop shop partnership model, Main Street offers capital solutions to entrepreneurs, business owners, and management teams to meet their goals - whether to diversify wealth, achieve liquidity, complete a management buyout or execute mergers and acquisitions.

81	PORTFOLIO COMPANIES	\$3 - \$20M	EBITDA CRITERIA	\$7.4B	CAPITAL UNDER MANAGEMENT
191	CUMULATIVE INVESTMENTS	\$5 - \$100M+	INVESTMENT SIZE	OVER 50	DIVERSE INDUSTRIES

INVESTMENT CRITERIA

- Revenue of \$10-\$150M
- EBITDA of \$3-\$20M
- Stable, positive cash flow
- Proven market position
- Strong management team
- \$10-\$100M investment size
- Ability to syndicate larger transactions
- Industry generalists

INVESTMENT STRUCTURES

- “One-Stop” debt & equity capital (majority & minority)
- Common equity
- Preferred equity
- Senior secured term debt
- Unitranche term debt
- Subordinated term debt
- Long-term structures with minimal or no fixed amortization

TRANSACTION TYPES

- Recapitalizations
- Family estate planning
- Management buyouts
- Refinancings
- Strategic acquisitions
- Expansion and growth initiatives for later-stage companies
- Change of control

Not Traditional Private Equity

ONE-STOP SHOP CAPITAL Simplified Capital Structure

We have the flexibility to customize investment structures to meet the needs of our portfolio companies. Main Street’s primary objective is to create a capital structure that best aligns the interest of all stakeholders in both good economies and more challenging markets.

LONG-TERM CAPITAL Flexible and long-term

As a publicly traded investment firm, we have permanent capital and are not bound by the requirements of most institutional funds. This allows us the flexibility to be a long-term partner, without being pressured with arbitrary investment horizons or a scheduled exit strategy imposed on institutional funds.

A PARTNERSHIP-FIRST APPROACH Operational Autonomy

Regardless of equity ownership percentages, we aim to structure financial partnerships that align our interests with the business, allowing management to maintain significant operational and strategic control. More than just a financial partner, we can also provide strategic insight and make valuable introductions to industry experts and service providers.

TRUST AND TRANSPARENCY Efficient Execution

We strive to keep capital structures simple. From a letter of intent to close, there will be no surprises. Our ability to invest in both debt and equity securities and fully finance a transaction means that business owners and management teams work with only one financial partner. This reduces cultural and execution risk, expediting the closing process to allow business owners and management teams to focus on what is important – the business.

mainstreetcapital.com | NYSE: MAIN | 1300 Post Oak Boulevard, 8th Floor, Houston, Texas 77056



Investment Focus

Our investment focus has not changed since our founding — we grow businesses in partnership with management teams pursuing a variety of strategies for creating long-term value. We partner with companies having growth potential, established profitability and proven management who retain operating control and significant ownership.

Transaction characteristics

- Equity investments of \$30 million - \$125 million
- Majority or minority positions
- Growth equity investments, management buyouts and recapitalizations
- Management-friendly capital, typically holding common equity alongside management

Company

- Annual revenue of at least \$10 million
- Demonstrated profitability
- Proven business models, an established customer base and market share
- Scalable businesses with a preference for recurring revenue

People

- Established management teams with a demonstrated track record for growth and profitability
- Managers with a significant ownership position in the company, representing most of their financial net worth

Products/Services

- Products and/or services that are branded or differentiated
- Products and/or services that generate consistent operating earnings

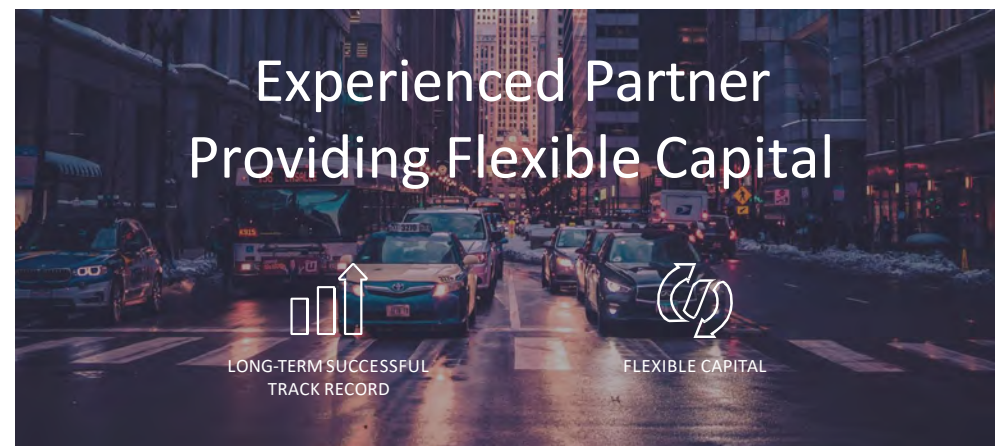
Markets

- Markets with favorable growth prospects — either through participation in growing industries, market share expansion, industry consolidation or innovative business strategies

Not pursuing investments in the following:

- Transactions where management does not desire to retain meaningful ownership
- Broad auction processes

MERIT CAPITAL PARTNERS



Merit Capital Partners, headquartered in Chicago, has managed approximately \$2.5 billion of capital since 1993. Merit is comfortable “sponsoring” transactions, teaming with management, handling the entire investment process and supplying all the necessary capital. We are also excited to work alongside independent sponsors to support investments in partnership with these groups.

When to Think of Merit Capital Partners

INDEPENDENT SPONSORS
RECAPITALIZATIONS (MAJORITY AND MINORITY)
GROWTH/ACQUISITION FINANCINGS
SHAREHOLDER LIQUIDITY & FAMILY TRANSITIONS
MANAGEMENT BUYOUTS

Team:

Thomas Campion	Alec Hutcherson	Sean Stanley
John Darguzas	Jack McKerr	Marc Walfish
Bill Floyd	Daniel Pansing	Ben Yarbrough
Evan Gallinson	Joe Polaneczky	
Brian Heck	Terry Shipp	

Investment Profile

TRANSACTIONS	Management Buyouts, Majority and Minority Recapitalizations, Acquisition Financings, Shareholder Liquidity Events, Growth Financings, and ESOPs
INVESTMENT SIZE	At least \$20 million
INDUSTRIES	Manufacturing, distribution, logistics and service businesses
COMPANY SIZE	EBITDA of at least \$4 million, no minimum for add-ons
CHARACTERISTICS	Experienced management, strong cash flow, established industry, growing market share
STRUCTURE	Combination of majority/minority equity and subordinated debt
INVOLVEMENT	Serve as board-level advisors rather than day-to-day managers
NOT CONSIDERED	Start-ups, turnarounds, real estate financings, specialty retailers, oil and gas opportunities

MERIT CAPITAL PARTNERS

191 N. Wacker Drive
Suite 1100
Chicago, Illinois 60606

Tel: 312/592-6111
meritcapital.com

McCarthy Partners Management, LLC is a registered investment advisor that conducts business as McCarthy Capital.



OUR FIRM

- P4G Capital is a private equity firm headquartered in San Francisco, CA
- We make control investments in lower middle market companies
- Launched inaugural \$210 million committed capital fund in 2021
- Co-Investment with LPs allows us to do larger deals
- Team consists of former entrepreneurs & engineers with true operational experience
- Deep experience in building sustainable value through P4G Playbook
- Partnership approach, team oriented and a relentless focus on growth

FOR M&A PROFESSIONALS

P4G can help you provide your client with the best possible outcome in their transaction. A successful deal depends on achieving a fair price for the enterprise, building trust and rapport among the management team and the new investor, and creating a path to additional value creation in the future. We take pride in doing what we say we will do, closing on the value we offer at the LOI stage and will work with you to achieve the desired outcome for your client.

We welcome introductions from investment bankers, business brokers, lawyers, accountants, and other intermediaries. We treat all inbound information as confidential, and endeavor to provide honest feedback quickly and efficiently. We pay market-rate fees to intermediaries who introduce us to quality companies.

\$3 to \$25 Million

Targeted EBITDA

Over 200 Years

Of Collective Experience Among Our Team

INVESTMENT CRITERIA

Industries

- Aerospace & Defense
- Manufacturing
- Industrials/Building Products
- Infrastructure/Utility
- Business Services/Healthcare Services/Tech Enabled Services

Size

- \$3 to \$25 million of EBITDA for platform investments; No size requirement for add-ons

Transaction Types

- Majority investments
- Ownership transition for closely-held or family-owned companies, recapitalizations, buy and build strategies, management buyouts, corporate divestitures

Geography

- Primarily companies based in North America

CURRENT / PREVIOUS INVESTMENTS

Business Services



Manufacturing



Industrials/Infrastructure



Note: Experience includes investments from prior organizations

CONTACT

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Cody Patrick
Vice President
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415.510.2170

150 CALIFORNIA STREET, 21ST FLOOR, SAN FRANCISCO, CA 94111



Pinecrest Capital Partners is a premier investment banking firm located in Dallas, TX. With over 75 years of combined experience in investment banking, Pinecrest's team of highly experienced professionals operates across a variety of industries and is an expert in managing transaction processes.

75+

Transactions Closed

\$1.25B+

Transaction Value Closed

\$50 – 500M

Enterprise Value Range

INVESTMENT BANKING SERVICES

Mergers & Acquisitions

Pinecrest partners with family or founder-owned, closely-held and sponsor-backed businesses in selling their companies or seeking acquisitions to support growth initiatives.

Private Capital Sourcing

Pinecrest assists companies in raising capital in order to accelerate growth or fund strategic initiatives.

Strategic Advisory

Pinecrest will take an active role in client companies, often acting as an extension of client executive management teams and partnering to drive growth, increase enterprise value, and prepare for future transactions.

SECTORS SERVED

- ✦ Aerospace & Defense
- ✦ Consumer Products & Retail
- ✦ Construction Services
- ✦ Distribution, Transportation, & Logistics
- ✦ Education
- ✦ Entertainment & Media
- ✦ Financial Services
- ✦ Healthcare
- ✦ Industrial & Manufacturing
- ✦ Technology, Media, & Telecommunications

CLIENT PROFILE

- ✦ Family – or Founder – Owned, Closely-Held & Sponsor-Backed Companies
- ✦ Enterprise Value between \$50 – 500 Million
- ✦ Owners Seeking a Succession or Transition, Liquidity Event, Growth Capital or Advisory Services
- ✦ Individually tailored services offerings dependent on client and circumstance

RECENT INDUSTRY TRANSACTIONS



PINECREST CAPITAL PARTNERS

The Douglas • 8235 Douglas Ave, Suite 550 • Dallas, TX 75225 • 214.295.4901 • pinecrestcap.com

PROSPECT CAPITAL

Leading Investor in the Lower-Middle Market

Firm Overview

- \$11.5 billion of capital under management; permanent capital, no “fund cycles”
- Invested \$15.8 billion since the beginning of 2003
- Can invest \$10 million to \$100+ million per transaction
- All industries and sectors considered; business and situation complexity welcome
- Customized capital solutions to meet specific business needs and purposes
- Experienced and responsive team of approximately 120 professionals
- In business since 1988 (Prospect and its predecessors); family-focused approach
- New York City corporate headquarters with a national presence

Investment Types

- Term Loans (1L, 2L, unitranche)
- Control and Non-Control Equity

Use of Proceeds

- Control Buyouts
- Non-Control Recapitalizations and Refinancings

Investment Criteria

- Target / Borrower Revenue \$10 million to \$500 million
- EBITDA \$2 million to \$50+ million
- History of strong cash flow generation
- Strong, complete management team

Historical industries of focus:

- | | | |
|---------------------|---------------------------------|------------------------------------|
| • Business Services | • Food & Beverage | • Media & Communications |
| • Business Supplies | • Healthcare | • Professional Services |
| • Distribution | • Hotels, Restaurants & Leisure | • Pharmaceuticals |
| • Consumer Finance | • Industrial | • Real Estate |
| • Consumer Products | • Internet, IT & Software | • Textiles, Apparel & Luxury Goods |
| • Consumer Services | • Manufacturing | • Transportation & Logistics |

Chris Wang
Vice President, Originations
Prospect Capital Management, LP
Office: (646) 536-9874 | Mobile: (469) 435-0381

cwang@prospectcap.com
www.prospectcap.com
10 East 40th Street, 42nd Floor, New York, NY 10016



OVERVIEW:

Providence Investment Partners (“Providence”) is a Dallas, Texas based firm investing debt and equity in proven lower middle market companies. We seek to maximize value for all stakeholders by forming collaborative partnerships; coach and sharing best practices; and utilizing our extensive network.

The Providence team has worked together extensively since 2013 and is comprised of seasoned investment professionals who have invested \$300 million+ of capital in 25+ companies in various economic cycles with successful and consistent results.

WHY PROVIDENCE?

Creative, Flexible & Patient Capital

Each investment is unique, and the team works diligently to tailor and deliver a capital solution that serves as a win-win for all stakeholders. We have the flexibility to invest in subordinated debt, unitranche debt, preferred equity, common equity, or some combination thereof. We recognize success is not always linear, and patience may be required to work through unexpected challenges.

Focused on LMM in Texas & the Southwest

While flexible, our ideal investment includes both debt and equity in lower middle market companies (\$2 to \$10 million of EBITDA). We invest with management teams, owners, independent sponsors, and funded sponsors. We have spent most of our lives in the Southwest. As a result, we have developed an extensive network in this region, which we offer to both management and owners to assist with value creation.

Trusted Relationships

We recognize people are the key to success, and trust is critical to the success of a partnership. From the initial meetings on, we strive to build collegial, long-lasting relationships with owners and management.

Value-Add Partners

The team spends significant time upfront understanding the challenges and opportunities of a business and developing a roadmap to create value. The Providence team applies its decades-long financial and operating experience with both large and small companies to be a value-add, collaborative partner.

OUR CORE VALUES:

- | | |
|---------------------|---|
| Teamwork: | We are better together. |
| Virtue: | We do what we say. |
| Excellence: | We are continuous learners. |
| Grit: | We are disciplined and diligent. |
| Stewardship: | We are responsible managers of what has been entrusted to our care. |

INVESTMENT CRITERIA:

- **EBITDA** \$2 to \$10 million
- **Investment range:** \$5 to \$15 million and greater with partners
- **Geography:** We invest across the U.S. with a heavy focus on Texas and the Southwest.

FACTORS WE LOOK FOR:

- **Proven management teams** with integrity, applicable experience, and aligned incentives
- **Understandable business models** with clear value propositions
- **Strong customer and supplier relationships** with limited concentration
- **Recurring or predictable revenues** with attractive and stable margins
- **Favorable industry trends** with limited volatility and reasonable growth prospects

SECTORS OF INTEREST:

- We are industry agnostic with the right partner or management team.
- We have significant investment experience in:
 - Consumer (retail, restaurants, products, food, and services)
 - Healthcare
 - Business services
 - Light manufacturing

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kglobm@providenceip.com

Chris Crawford
(214) 809-6676
ccrawford@providenceip.com



FLEXIBLE DEBT AND EQUITY TO BUILD LOWER MIDDLE MARKET LEADERS

WHO WE ARE

Route 2 Capital Partners is a private investment firm providing flexible junior capital solutions to lower middle market companies. Grounded in intellectual honesty and institutional discipline, our team brings extensive investment, transactional and operational expertise to create strong partnerships with portfolio companies and equity sponsors. Route 2 Capital Partners has over \$450 million assets under management and is currently investing out of Fund II.

- We prioritize long-term relationships.
- We provide a unique blend of private equity, credit and operational expertise.
- We originate, structure and execute transactions in a thoughtful manner to benefit all parties.
- We move quickly and efficiently during the transaction process.
- We bring tenured experience across a range of investment capital structures.
- We leverage existing industry networks to create value in each company.

FOCUS

Route 2 Capital Partners brings experience, innovation and reliability to each transaction. We understand the importance of providing capital to our portfolio companies for strategic purposes as they operate and grow through economic cycles.



Trusted, Dependable Partner
with Deep Market
Relationships



Disciplined Investing
Committed to Fund Thesis



Access to Committed Capital
Provides Assurance and
Confidence to Close



Tenured Team Experienced
Across Capital and
Investment Structures

CRITERIA

Investment Types:

- Acquisitions
- Buyouts
- Growth Capital
- Recapitalizations
- Refinancings

Target Company Profile:

- \$2 Million Minimum EBITDA
- Defensible Market Position / Barriers to Entry
- Strong Management Team
- Proven Business Model

Investment Structures:

- \$5-25 Million per Company
- Flexible Debt and Equity Mix
- Sponsored and Non-sponsored

Industry Agnostic

- Business Services
- Consumer Products and Services
- Niche Manufacturing
- Tech Enabled Services
- Value-Added Distribution
- Government Services
- Environmental Services
- Transportation & Logistics
- Healthcare Services

WWW.ROUTE2CAPITAL.COM

GREENVILLE | CHARLESTON

RubinBrown Corporate Finance

RubinBrown Corporate Finance is a **client-focused investment bank** providing merger and acquisitions, capital raising, and strategic advisory services to privately held and family-owned companies.

Key Services, Clients & Industry Focus

Mergers and Acquisitions

- Sell-side or liquidity-creation transactions
- Buy-side or strategic growth acquisitions
- Majority and minority sales
- Portfolio company sales
- Corporate divestitures

Capital Raising

- Debt (senior, unitranche, mezzanine)
- Growth equity
- Recapitalizations
- Credit assessment & capital needs
- Credit ratings & indentures

Strategic Advisory

- Strategic-centric approach
- Strategic alternatives
- Succession planning and execution
- Pre-sale / transaction planning and positioning
- Valuations

Key Clients

- Privately-Owned
- Family-Owned
- Multi-Generational
- Entrepreneurs
- Family Offices
- Private Equity Groups
- Public Entities

Industry Expertise

- Business Services
- Construction & Construction Services
- Consumer Products & Services
- Energy, Power & Infrastructure
- Healthcare & Healthcare Services
- Industrials
- Tech Enabled Services
- Technology, Media & Telecom

The RubinBrown Difference

COMMUNICATION

- Clear, frequent and confidential
- Proactive approach to client management
- Commitment to exceeding expectations

COLLABORATION

- Independent & objective
- Alignment with other RubinBrown services
- Focus on creating effective & efficient results

EXPERTISE

- Senior level involvement
- Decades of expertise
- Unbiased & unemotional strategic based candor

RESOURCES

- Dedicated M&A team across offices
- In-house transaction expertise in multiple professional disciplines
- National focus with global reach

ONE FIRM

Creates a unique spirit of teamwork, with a shared commitment to high-quality client service, focused on client first results.

WWW.RUBINBROWNCF.COM | CLIENT FOCUSED INVESTMENT BANKING

Safewater Capital Advisors LLC ("SCA") is a Texas-based, middle-market, Special Situations Financial Advisory Firm and Investment Bank

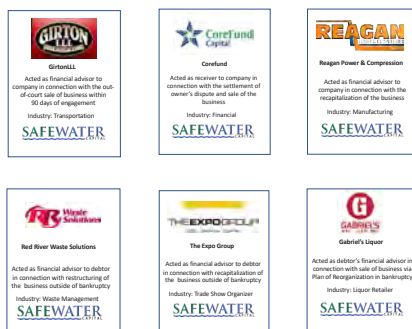


SCA offers the **entire spectrum** of capital raising, restructuring and special situations M&A services primarily to privately-held, lower middle market companies

SCA is focused on:

- Full spectrum of Special Situations, M&A, corporate finance, and restructuring,
- out-of-favor industries,
- difficult lender relationships,
- loss of management credibility,
- over-leverage,
- ill-timed credit maturities, and
- other complex situations

Representative Transactions



SCA Advisors' Background & Experience



Contact: Paul Patterson

(214) 679-8485

paulp@gosafew2o.com



FACT SHEET

Founded in 1994, with offices in Boston, MA and San Francisco, CA, Seacoast Capital invests non-controlling growth capital in partnership with management in lower middle market companies. Seacoast is industry agnostic and typically invests \$5MM to \$30MM+ of capital in companies with \$10MM+ of revenue and \$2MM+ of EBITDA. Our capital is generally used to support any combination of growth, recapitalizations, acquisitions, management buyouts, shareholder repurchases and dividend recapitalizations. Since inception, Seacoast has managed over \$1B of capital. Now investing our fifth fund, we continue to actively seek new investment opportunities.

- 1 Direct investor of non-control capital in private companies, allowing owners and their management teams to retain a controlling interest in their business while receiving the strategic capital they need to succeed
- 2 Backers of family offices and funded or independent sponsors, primarily in situations where incumbent management is rolling or buying significant equity in the transaction

SEACOAST CAPITAL PROFILE

- Investment Criteria**
 - \$10MM+ revenue/\$2MM+ EBITDA
 - Continuing, incentivized management
 - Niche market leader
 - Stable and growing cash flows
 - Meaningful operating history
 - Reasonable senior leverage
- Investment Terms**
 - \$5MM-\$30MM+ investments
 - 5-7 year hold period
 - Preferred Equity
 - Common Equity
 - Subordinated Debt with Warrants
- Industry Experience**
 - Specialty Manufacturing
 - Value-Added Distribution
 - Commercial & Consumer Services
 - Environmental Services
 - Logistics & Infrastructure Services
 - Health & Wellness
 - Consumer
- Transaction Types**
 - Growth Capital
 - Balance Sheet Recapitalizations
 - Acquisition Financings
 - Management Buyouts
 - Shareholder Repurchases
 - Dividend Recapitalizations
 - Select Sponsored Transactions

Summer 2024

Investment Size
\$5MM-\$30MM+

Current Fund Size
\$290MM

Investments Made
90

Investment Professionals

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235 Montgomery Street, Suite 880, San Francisco, CA 94104 | (415) 956-1400

www.seacoastcapital.com



We Grow Manufacturing Companies

Sky Island is a private equity firm focused on partnering exclusively with privately-held manufacturing companies. We believe in the fundamental tenets of partnership and interest alignment, which pervade everything we do.

Investment Criteria



Manufacturing Companies



Headquarters & Primary Operations in U.S. or Canada



\$5-15 Million EBITDA



Privately-Held and Managed (Non-Institutional)



Sellers/Management Looking for a Partner (Not Just Capital)



Interest Alignment Through Rollover Investment



Asymmetric Risk Profile



Majority Control

Our Approach

We are business builders, not financiers looking to profit from extracting financial gain at the expense of our companies, communities, and employees. We are focused on finding companies where we can support our management teams in driving transformational change through an ardent focus on growth, executing on rigorous operational improvements, and tucking in complementary and accretive acquisitions. We are steadfast in our commitment to supporting and growing world-class manufacturing companies.

Strategic Playbook

Sky Island utilizes a proprietary and effective operational playbook that has been crafted and honed from working alongside more than 50 companies over the past 17 years. Our Strategic Playbook is based on five core tenets outlined below and customized for each portfolio company.



Human Capital



Financial & Governance



Operations



Competitive Position & Sales



Strategic Transformation



4143 Maple Avenue | Suite 240
Dallas, TX 75219
P: 214.617.4745
www.ssolesourcecapital.com

Overview 2024

Sole Source Capital ("SSC") is a lower-middle market investment firm specializing in private and founder-owned companies, corporate carve-outs, management buy-outs, and special situations across North America. SSC is an operationally-focused firm that targets high-growth industrial assets with defensible market positions and quantifiable sector tailwinds. SSC has committed pools of capital and is investing out of Fund I (\$160 million) and Fund II (\$555 million). SSC has approximately \$1.5B of assets under management.

COLLABORATIVE LEADERSHIP

Founded in 2016 by David Fredston, SSC consists of a team of professionals who joined from firms including The Gores Group, Clearlake Capital, SAC Capital, Platinum Equity, and Danaher.

The SSC leadership team aggregates over 100 years of private equity investment, operational, and corporate leadership experience.

CERTAINTY AND SPEED

Upfront Investment Committee involvement ensures no surprises (approval can be obtained in 24 hours). SSC commonly closes transactions in less than 30 days and has no financing contingencies.

OPERATIONAL EXPERTISE

SSC's in-house team provides guidance and resources to executives to drive significant operational improvements. The SSC Way™ integrates operational engagement with M&A resources at the onset of the investment process.

PRIORITY SECTORS

SERVICES

- IT Services / MSPs
- Specialty Electrical Services
- Cyber Security Integrators and VARs
- Essential Services
- MedTech MRO

MANUFACTURING

- Filtration Products
- Medical Products
- Contract Manufacturing (Food / Ingredients)
- Labels / Packaging

DISTRIBUTION

- Specialty / Ethnic Food
- Filtration Products
- Medical Products
- HVAC Systems and Parts



FOUNDER-FRIENDLY

- SSC has been named on Inc.'s List of Top Founder-Friendly PE Firms for 5 years in a row, since the list's inauguration
- 90%+ of SSC acquisitions have been privately-held businesses

TOP RETURNS

- Fund I & Fund II are top performers in IRR, MOIC and DPI for all North American buyout funds

SSC CONTACTS

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Origination Team
origination@solesourcecapital.com

* PitchBook – Vintage year 2018 (sample size – 96) and 2020 (sample size – 104) buyout funds as of 6/30/2023. Note: These rankings may not represent investor experience with SSC or the funds, nor do they constitute a recommendation of SSC or its services. Such rankings are not necessarily indicative of SSC past or future performance. SSC did not directly or indirectly provide compensation for inclusion in these rankings although it has paid a subscription to Pitchbook. Additional information on the rankings or award methodologies is available from the sponsor.



DEDICATED TO SERVICING PRIVATELY-HELD MIDDLE MARKET COMPANIES SINCE 1995.

ABOUT US

Statesman Business Advisors, LLC ("Statesman") is a unique financial advisory and services firm dedicated to serving the corporate finance needs of privately held companies and financial institutions operating in the middle-market.

Since our founding, Statesman has developed an exceptional reputation for adding value to the transaction process and getting deals done the right way. We offer more than just transactional experience and market knowledge – we employ **innovative strategies, creative solutions**, and the **special problem solving skills** necessary to achieve superior results for our clients, with a level of understanding and sophistication uncommon to the middle-market.

At Statesman, we are passionate about what we do and pride ourselves on delivering clear, concise, and thoroughly vetted advice with the end result being exceptional value for our clients. We hope that you will give us an opportunity to introduce our firm to you and assist with your corporate financial advisory needs.

STATESMAN - AT A GLANCE

HEADQUARTERS

HOUSTON & AUSTIN, TEXAS

GEOLOGICAL FOOTPRINT

CLIENTS TYPICALLY ARE BASED IN THE U.S., CANADA AND MEXICO, OFTEN WITH GLOBAL OPERATIONS.

KEY FOCUSES

- SELL SIDE ADVISORY
- BUY SIDE ADVISORY
- RECAPITALIZATIONS
- MANAGEMENT BUYOUTS
- EMPLOYEE STOCK OWNERSHIP
- SPECIAL SITUATIONS
- VALUATIONS ASSESSMENT

PROJECT PROFILE

- REVENUES OF \$10 - \$300 MILLION
- HISTORICAL TRACK RECORD OF PROFITABILITY

OUR WEBSITE



RECENT TRANSACTIONS



Securities offered through Statesman Corporate Finance, LLC, Member **FINRA-SIPC** (an affiliated entity).



Vertical Software

We invest in companies that provide software to niche vertical markets. These companies have a deep understanding of their customers' unique needs and an offering that is difficult for competitors to replicate.



End markets of particular interest include:

EDTECH, FREIGHTTECH, GOVTECH, INSURTECH

Company attributes we look for:

- Products and services that are highly tailored to a unique end-market
- Deep integration into the customers' ongoing business operations
- Strong unit economics
- Innovative and efficient means for growing existing customers and attracting new ones
- Intuitive, customer-driven product or service development pipeline
- Capital efficient business model

Investment Criteria:

- Interested in both majority recapitalizations and minority growth investments
- **Buyout Check Size: \$50 - \$150 Million**
Growth Equity Check Size: \$5 - \$50 Million
- \$5 Million+ ARR
- Strong Gross and Net Retention
- 70%+ Gross Margins
- Sustainable and Efficient Unit Economics
- Highly Capital Efficient

Representative Investments



Contact

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Managing Director

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Ryan Morrow

Principal

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Stephens Group, LLC

100 River Bluff Drive, Suite 500

Little Rock, AR 72202



Financial Sponsors Coverage

Investment Banking

Texas Capital offers a full suite of banking products and services focused on delivering exceptional outcomes for our clients. Leveraging a deep knowledge of industry dynamics, transaction structure and market conditions, complemented by our extensive network of investors, buyers, financial sponsors, lenders and other capital sources, we assist our clients to complete underwritten and privately placed offerings of debt, convertible and equity securities, buy-side and sell-side mergers and acquisitions, and other extraordinary transactions. Additionally, we assist our clients to secure financing through asset-based and equipment finance solutions and to manage rates, foreign exchange and commodity risks, and to enable market access by offering sales, trading and other institutional services.

Texas Capital's Sponsor Coverage group maintains nationwide private equity, family office and other institutional investor relationships across a diverse spectrum of industries and fund sizes. Our clients experience the value of our extensive expertise and capabilities in every interaction. Partnering with our industry and product experts, our dynamic and knowledgeable financial sponsors team actively covers an extensive range of financial sponsors and private equity firms.

ACCESS

Our clients benefit from our global network of investors, buyers, lenders and other capital sources and access to key decisionmakers relevant to your strategic objectives.

INSIGHTS

Our insights into industry dynamics and current market conditions underpin our approach to thoughtfully guiding and managing your financing, capital and advisory needs.

COMMITMENT

We are committed to our clients' ongoing success, and we seek to tailor our advice, guidance and support to deliver a successful transaction and to remain a strategic resource long after.

INDUSTRY SPECIALIZATIONS

- Commercial Real Estate
- Diversified Industries
- Energy
- Financial Institutions and Lender Finance
- Franchise and Branded Retail
- Government and Nonprofit
- Healthcare
- Homebuilder and Community Finance
- Mortgage Finance
- Technology, Media and Telecommunications



Transitioning Companies to the Next Level Since 1993

Transition Capital Partners ("TCP") is a Southlake, TX based private equity investment firm. Founded in 1993, TCP has successfully invested in over 50 middle market companies spanning a diverse array of industries.

TCP partners with management teams to build sustainable value in businesses over the long-term, without the artificial constraints fundraising cycles create for traditional private equity funds. With more than thirty years of proven success, we have a long track record of collaborating with our partners to accelerate the growth of middle market companies.

Investment Criteria

Sectors of Interest

- Business / Consumer Services
- Technology-Enabled Services
- Manufacturing / Distribution
- SaaS Software

Platform Acquisitions

EBITDA of \$3mm – \$20mm
(no minimum for add-ons)

SaaS Companies

Annual Recurring Revenue of \$5mm – \$20mm
(no EBITDA minimums)

Experience Matters

30
Years Building
Sustainable Value

50+
Successful Platform
Acquisitions

80
Years of Collective
Experience

Our Portfolio



PROTECTALL

CONTACT US

If you would like to learn more about what we can do for you, please contact:



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Member FDIC NASDAQ: TCBI
2/2024

TICIP

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Investment Banking for the Middle Market



Transitus Capital offer clients a tailored approach to Merger & Acquisition Advisory and Capital Raising Solutions.

What We Do

Merger & Acquisition

- Revenue \$5 - \$100 million
- EBITDA \$2+ million
- Enterprise Value \$10+ million
- Sell-side & Buy-side representation

Capital Advisory

- Seeking \$10 - \$100 million
- Debt – Mezzanine/Unitranche/Commercial
- Private Equity
- Recapitalization
- Control & Non-Control Financing

Generational Transfer

- Partnership Buyouts
- Founder Retirement
- Intrafamily Transfer

Who We Are

Transitus Capital is dedicated to providing a client centered, prudent approach by seasoned professionals. We provide a level of sophistication to a transaction that is seldom seen in middle-market advisory firms.

Transitus Capital delivers a true investment banking process by FINRA registered investment banking professionals.

Victor G. Bloede

Managing Director
214-945-2636 (office)
vbloede@transituscap.com

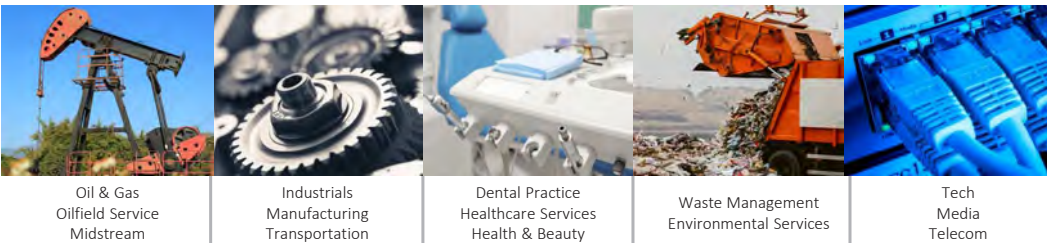
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Industry Coverage



Oil & Gas
Oilfield Service
Midstream

Industrials
Manufacturing
Transportation

Dental Practice
Healthcare Services
Health & Beauty

Waste Management
Environmental Services

Tech
Media
Telecom

Select Transactions by Transitus Team



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TRINITY HUNT PARTNERS

PARTNERING WITH FOUNDER-OWNED BUSINESSES FOR 30 YEARS

About

- Trinity Hunt Partners is a Dallas, TX based growth-oriented private equity firm focused on partnering with business owners to build world-class business, healthcare, and consumer services companies
- Currently investing out of Fund VII, \$700 million
- Target platform EBITDA size of \$3+ million
- Named as one of the most founder-friendly PE firms by Inc. Magazine



Industry Focus

BUSINESS SERVICES

- Facility/Commercial Services (Dock & Door, Overhead Crane Services)
- Engineering Services (Utility, Infrastructure, Power & Electrical Field Services)
- Corporate Training & Professional Education
- Marketing Services
- CX Services
- Legal Services
- Environmental Health & Safety
- Distribution (Fresh Food, Packaging, Jan/San, HVAC)

CONSUMER SERVICES

- Residential Services
- Tour Operators

Portfolio Companies Seeking Add-Ons

- Coker Group** – Healthcare consulting
- Centricity Research** – Clinical research sites
- NexCore** – Commercial HVAC
- Supreme Optimization** – Life sciences marketing services
- Springline Advisory** – Accounting and advisory services
- Visterra Landscape Group** – Commercial landscaping
- Parallel** – ENT & allergy
- Agital** – Digital marketing services
- Delve** – Product design & engineering services
- Unity MSK** – Orthopedic, podiatry & pain mgmt. healthcare services
- Fleet Restoration** – Restoration services
- Argano** – Enterprise software implementation services
- Dataprise** – IT managed services
- Aperture** – Forensic engineering services
- Improving** – Custom software development services



Contact: Scott Colvert, Partner
scolvert@trinityhunt.com

2850 N Harwood, Suite 1700, Dallas, Texas 75201
Phone: (214) 777-6600 www.trinityhunt.com

Exclusively focused on the support and growth of founder-led & family-owned businesses in the middle market.

- Founded in 1981; among oldest private equity firms in the Southeastern United States
- HQ in Miami; Regional presence in Charlotte, Chicago, Denver, Los Angeles, New York, and Toronto
- \$5.6 billion AUM; growing team of 90+ professionals
- **Sector Focus:** Business Services, Consumer, Healthcare, Niche Manufacturing, Value-Added Distribution
- **Highly Active Investors:** 52 closed acquisitions in 2021; 60 in 2022; 54 in 2023

Four Dedicated Funds for Unparalleled Flexibility

TRIVEST RECOGNITION FUND	TRIVEST MID-MARKET FUND VII	TRIVEST DISCOVERY FUND II	TRIVEST GROWTH INVESTMENT FUND II
\$1.3 billion Control Fund	\$950 million Control Fund	\$600 million Control Fund	\$435 million Non-Control Fund
Revenue \$50M+ EBITDA \$15M+	Revenue \$20M+ EBITDA \$4-15M	Fragmented Industries EBITDA \$1-4M	Revenue \$20M+ EBITDA \$4M+

THE TRIVEST PROMISE

Doing right by Founders is a commitment we take to heart. We work hard to eliminate the typical pain points in a transaction—the ones that give private equity a bad rap. Things like **re-trading, aggressive capital structures, subordinated debt, and financing contingencies**. In fact, we empower and encourage Founders to reject the terms that hold them back. We call this, affectionately, **“Just Say No!”**

Path to 3x is Our Proprietary Long-Term Value Creation Strategy



- | | | |
|--|---|--|
| Category of One
What is your differentiated value proposition? | Topgrading
Do you have the right people in the right seats? | Performance Management
Are you building a scalable platform? |
| Organic Growth
What is your playbook for margin expansion? | Add-On Acquisitions
What would you buy to get there faster? | Value Creation Checklist
What are the roadblocks to a must-have asset? |

Trivest Partners • (305) 858-2200 • info@trivest.com
Miami | Charlotte | Chicago | Denver | Los Angeles | New York | Toronto



Overview

A Dallas based private equity firm seeking partnership with growth oriented, lower middle market businesses through equity and subordinated debt investments in control buyouts, minority recaps and growth capital.

COMMITMENT
BEYOND
CAPITAL

Valesco Industries

EXPERIENCE - Principals have worked together for 20+ years partnering with management teams to solve the challenges of growth-oriented businesses.

FLEXIBLE CAPITAL - Ability to invest up and down the junior capital stack in a variety of different structures

SPEED TO CLOSE - Highly refined diligence process and the ability to provide all junior capital and source senior debt from Investor base

Investment Criteria

- | | |
|--------------------------------|---|
| Business Type | Successful niche manufacturing, value-added distribution and business service companies seeking to remain or become leaders in their industry |
| Company Characteristics | <ul style="list-style-type: none"> • Growing and profitable • Scalable business model • Barriers to entry • Sound fundamentals • High discretionary cash flow |
| Transaction Profile | <ul style="list-style-type: none"> • Majority and minority equity positions and subordinated debt investments • Recapitalizations, buyouts and growth situations • Based in the US |
| Company Size | <ul style="list-style-type: none"> • \$15 - \$100 million in Revenue • \$4 - \$12 million in EBITDA • Low capital intensity |

THE TEAM

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Principal

A SPECIAL THANKS TO OUR

2024 SPONSORS

PRESENTING



WINE GLASS



WINE LOUNGE



WINE & CHAMPAGNE TABLE



GOLD



PHOTOGRAPHY



DEALSOURCE WIFI



VALET



DEALSOURCE PRESENTING



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Preferred Designer:

Bespoke
CREATIVE