



# PRIVATE CAPITAL RESEARCH LLC

## CLIENT CRITERIA SUMMARY Q1 2016

| CLIENT  | CLIENT LOCATION | STRUCTURE  | FINANCIAL REQUIREMENTS  | INDUSTRY  | REPRESENTATIVE DEALS   |
|---|-----------------|--|---|---|--|
| Private Equity Sponsor with Committed Fund                      | New York        | Control  | \$40 – 200mm Revenue<br>\$8 – 30mm EBITDA<br>13%+ EBITDA Margins  | Generalists; Business Services; Specialty Financial Services; Pet Care/Veterinary Care; Food and related; Healthcare Services   | Financial advisor/asset manager to state and local governments; Provider of cargo handling solutions; Manufacturer of proprietary oils and ingredients to the commercial baking industry; Provider of residential and commercial security alarm systems and monitoring services; Kidney dialysis treatment platform  |
| Private Equity Sponsor with Committed Fund                      | New York        | Control  | \$100 – 600mm Revenue<br>Equity Investments up to \$100mm<br>Enterprise Value up to \$350mm<br>* Will consider corporate divestitures, special situations, turnarounds and sponsor-to-sponsor deals | Aerospace and defense, automotive, building products, consumer products, food and beverage, foundry and casting, HVAC, machinery and equipment, metal processing, specialty materials and chemicals, value-added distribution | Denim designer and manufacturer, Consumer electronics, Custom-engineered metal fastener manufacturer, Aluminum foundry (chassis and suspension components), Powertrain components manufacturer, Branded performance automotive manufacturer, Industrial cooling components manufacturer, Building products distribution for both residential and commercial clients. |
| Private Equity Investment Company/Family Office                 | Mid-Atlantic    | Control/Preference for 100%  | \$15 – 250mm Revenues<br>\$3 – 25mm EBITDA  | Branded Durable and Non-durable Consumer Products<br>Preference for Corporate Divestitures  | A worldwide manufacturer and supplier of branded; operatory products for dental health professionals; A leading manufacturer of branded gardening, landscaping and turf care equipment   |
| Private Equity Sponsor investing Fund III (\$300mm). Single LP. | West Coast      | Control / Non-Control  | \$4mm – 20mm EBITDA<br>Target \$10mm – 50mm Equity Check Size<br>Gross Margins >40%   | Generalists; Continuing Education (private pay); Specialty Manufacturing; Industrial Tech & Services; Consumer products & services; Healthcare Services; Franchisors  | Test & Measurement Equipment mfg; Consumer branded juice drink maker; Specialty Advertising firm; Fitness Center chain franchisee; Commercial water purification/coolers; Corporate Sales/Training provider  |
| Private Equity Sponsor with Committed Fund                      | New England     | Control  | \$25mm Minimum Revenues<br>\$3 – 15mm EBITDA<br>10% EBITDA Margins  | Domestic Niche Manufacturing;<br>High-tolerance Precision Engineered Products   | Provider of open die forging, ring rolling, and machining for subsea, refineries, mining; Manufacturer of assembly tooling systems for aerospace and defense; Water purification and heat transfer solutions provider; Producer of mineral wool insulation products for commercial and industrial; Plastic injection molder  |
| Private Equity Investment Company/Family Office                 | Mid-Atlantic    | Control  | \$1 – 6mm EBITDA (Margins > 15%)<br>Gross Margin >30% (prefer >50%)<br>Equity Investment \$5 – 20mm   | Education Services; Logistics (Reverse, 3 <sup>rd</sup> Party); Outsourced Business Services; Financial Services, Big-data management   | Mobile electronics re-manufacturer/repair company; Provider of professional education and specialized career training services; Professional licensure and certification business; Data management   |
| Private Equity Sponsor with Committed Fund                      | Mid-Atlantic    | Control/ Non-Control   | \$15 – 75mm Revenues<br>\$4 – 15mm Investments<br>Management must invest  | Consumer Products and Services; Specialty Manufacturing; Business Services; Healthcare Services   | Special event digital photography; Provider of OEM and remanufactured parts; Academic Publishing; Distributor & installer of floor coverings to government; Outsourced management of U.S. military household relocations; POS retailer automation  |
| Private Equity Investment Company/Family Office                 | Mid-West        | Control (100% Preferred)<br>Cash Buyer, no financing contingencies | \$20 – 200mm Enterprise Value<br>\$5 – 20mm EBITDA<br>15%+ EBITDA Margins   | Industrial Manufacturing Generalists; Energy, Food Ingredients, Vitamins / Minerals / Supplements, Environmental, Water, Materials/Mining, Medical.   | Acid Gas and Mercury Test and Measurement, Calcium and Lime Products, Granulated, Blended and Tableted Vitamin and Minerals Supplements, Engineered Exhaust Decouplers.  |
| Private Equity Group  | Mid-Atlantic    | Control  | \$25 – 100mm Revenues<br>\$5 – 15mm EBITDA  | Manufacturing, Distribution, Niche Business & Maintenance Services  | Pre-K – 12 <sup>th</sup> education publishing, specialty chemical distribution, manufacturer/distributor of tapes and films, communications & marketing firm.  |

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| Corporate Client:<br>Security Guard Services Group | Mid-Atlantic | Control (100%)           | \$10mm to \$500mm Revenues<br>\$1mm to \$50mm EBITDA | Uniformed Security Guard Services; patrol companies; remote video monitoring companies  | Leading Security Guard Services Company in the industry today.   |
| Corporate Client<br>Specialty Outsourcing          | Mid-Atlantic | Control (100% Preferred) | \$15mm+ Revenues<br>\$2 – 10mm EBITDA                | Specialty outsourcing and program administration for government and corporate programs. | Social services, Healthcare, Utility de-regulation, Technology, Financial services, Affordable housing/mortgage programs, professional employer organizations. |