



PRIVATE CAPITAL RESEARCH LLC
CLIENT CRITERIA SUMMARY 2018

CLIENT	CLIENT LOCATION	STRUCTURE	FINANCIAL REQUIREMENTS	INDUSTRY	REPRESENTATIVE DEALS
Private Equity Sponsor with Committed Fund	New York	Control	\$100 – \$600mm Revenue Equity Investments up to \$150mm Enterprise Value up to \$500mm * 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	Building products distribution for both residential and commercial clients; 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
Private Equity Sponsor with Committed Fund	New York	Control	\$25 – \$250mm Revenue \$7 – \$30mm EBITDA 13%+ EBITDA Margins	Generalists; Business Services; Specialty Financial Services; Pet Care/Veterinary Care; Food and related; Healthcare Services	Kidney dialysis treatment platform; refurbished turboprop engine/parts distributor; lead generation/client acquisition 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
Private Equity Sponsor with Committed Fund	Mid-Atlantic	Control/ Non-Control	\$15 – \$75mm Revenues \$4 – \$15mm EBITDA Management must invest	Consumer Products and Services; Specialty Manufacturing; Business Services; Healthcare Services	Outsourced exterior facilities management 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) Cash Buyer, no financing contingencies	\$50 – \$400mm Enterprise Value \$10 – \$40mm EBITDA 15%+ EBITDA Margins	Industrial Manufacturing Generalists; Energy; Food Ingredients; Vitamins / Minerals / Supplements; Environmental; Water; Materials/Mining; Medical	Precision mfg. of gears and sprockets for non-automotive use; Acid Gas and Mercury Test and Measurement; Calcium and Lime Products; Granulated; Blended and Tableted Vitamin and Minerals Supplements; Engineered Exhaust Decouplers
Private Equity Sponsor with Committed Fund (proprietary UK based capital)	New York	Control/ Non-Control	\$5 - \$50mm Revenue \$1mm - \$6mm EBITDA High Growth Rate Positive Social Impact	Health and Wellness Education and Skills Sustainable Living	Education Company providing affordable extended day school programming for working parents; Low-Cost/High Quality Fitness facilities in underserved communities
Private Equity Sponsor with Committed Fund	South Atlantic	Control	\$2 - \$8mm EBITDA \$10 – \$200mm Revenues	Wholesale distributors and related logistics companies that are a critical link in the supply chain. Will consider under-performing businesses	Distributor of security hardware and access control products; Canadian distributor of testing and monitoring instrumentation; Direct mail catalogue distributor of hard to find healthcare equipment and supplies; Specialty distributor of battery-backed critical power products; Specialty distributor of commercial and marine insulation and related products
Private Equity Sponsor with Committed Fund	Midwest	Control	\$10 - \$100mm Revenue \$2 – \$10mm EBITDA	Food industry: highly technical outsourced business services for the global food supply chain.	Provider of food safety and product innovation services to large, multinational food companies; Provider of supply chain services including cold chain (refrigerated) warehousing throughout the imported nut and dried fruit value chain.
Private Equity Sponsor with Family Proprietary Capital	Northeast	Control (100% only) Management Exit OK	\$10M or less in EBITDA \$5-\$50 million of Revenue	Services or specialty manufacturing; Strong customer relationships; Positive and growing Cash Flow	Targets must be domiciled on East Coast from Boston to Richmond
Family Owned Investment Company with Proprietary Capital	Central Northeast	Control	\$20 – \$75mm Revenue >\$3mm EBITDA (Margins >15%)	General and Commercial Aviation manufacturing (e.g. After-market, OEM), Automotive powertrain manufacturing, Medical device manufacturers	A manufacturer of aircraft propellers for both piston and turboprop engines for a global customer base. An aerospace manufacturer of various engine components serving general aviation, military, and helicopter manufacturing customers. A manufacturer of close tolerance machined parts with a niche in aerospace technologies. A metal finishing processor that creates highly technical parts for the aerospace industry.
Publicly Traded Holding Company	Midwest	Control (100% Preferred)	\$15 - \$70mm Revenue \$5 - \$20mm EBITDA (Margins > 25%)	Generalist looking to diversify away from telecoms and media	Various media outlets, mass media related IP, & a dynamic pricing company