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OVERVIEW

Since 1996, Croft & Bender has provided superior M&A, private capital raising, and financial advisory services to middle-market and emerging growth companies. The senior professionals have completed more than 1,000 corporate finance engagements, resulting in deep experience across a broad set of industries and types of transactions. In addition, the firm manages C&B Capital, three growth equity funds with over \$82 million under management.

BROAD INDUSTRY EXPERTISE

BUSINESS SERVICES

Information Services
 Facility Services
 Marketing Services
 Financial Services
 Outsourced Services
 A/R Management
 Staffing
 Consulting

TECHNOLOGY

Software/SaaS
 Financial Technology
 Human Capital
 Management
 Internet Marketing
 E-Commerce
 Security/Compliance
 Business Intelligence
 Telecommunications

INDUSTRIAL

Distribution
 Industrial Services
 General Manufacturing
 Specialty Contracting
 Building Products
 Logistics
 Chemicals

HEALTHCARE

Healthcare IT
 Clinical Services
 Outsourced Services
 Alternate Site Care
 Medical Products/Distribution

CONSUMER

Products/Services
 Residential Services
 Franchising
 Restaurants
 Retail

DEAL CRITERIA

MERGERS & ACQUISITIONS

- Buy side/sell side
- Enterprise Values up to \$500 million
- EBITDA greater than \$5 million
- Exceptions to typical EBITDA criteria:
 - Technology/High growth companies
 - Special situations

EQUITY & DEBT CAPITAL RAISES

- Middle-market companies
- Emerging growth businesses
- Large market opportunity
- Experienced management team
- Differentiated product or service
- Greater than \$20 million capital need



REPRESENTATIVE TRANSACTIONS

Industry Vertical	C&B Client	Business Description	Buyer / Investor / Target	Transaction Type
Business Services		<p>Enviro-Master is a leading franchisor and operator of hygiene, sanitation and disinfection services to commercial businesses across the U.S. and Canada.</p>		Recapitalization
Business Services / Industrial		<p>Russell Landscape is a leading provider of commercial landscape services.</p>		Recapitalization
Business Services / Technology		<p>engage fi is a leading provider of technology-enabled consulting services to Community Financial Institutions.</p>		Growth Recapitalization
Industrial		<p>Fumex is a leading provider of process fume extraction and industrial air filtration solutions.</p>		Recapitalization
Industrial / Business Services		<p>Royal Food Service is a leading processor and distributor of fresh produce and dairy products.</p>		Recapitalization
Industrial / Business Services		<p>Covans is a leading provider of industrial insulation installation, scaffolding, and asbestos abatement services.</p>		Sale
Industrial / Business Services		<p>Lehman is a leading supplier of pipes, valves, and fittings for commercial HVAC and plumbing contractors.</p>		Recapitalization
Industrial / Business Services		<p>Stiles is a leading provider of commercial and residential HVAC, plumbing, and building controls services.</p>		Recapitalization
Industrial / Business Services		<p>Capital Machine is a leading distributor and repair service provider of metal fabrication machinery.</p>		Recapitalization
Industrial / Business Services		<p>C&S Chemicals is a leading provider of water treatment and animal health chemicals.</p>		Recapitalization
Industrial / Consumer		<p>USA Hometown Experts is a leading provider of electrical, plumbing and HVAC services to residential and commercial customers.</p>		Recapitalization
Healthcare		<p>BonaDent is a leading provider of high-quality, domestically-produced, complex dental restorations.</p>		Recapitalization
Healthcare		<p>Sacred Journey Hospice is a leading hospice provider in Georgia.</p>		Sale
Healthcare / Technology		<p>MediStreams is a leading provider of healthcare remittance, reconciliation and payment automation solutions.</p>		Recapitalization
Technology		<p>Rentvine is a property management software platform serving the long-term residential property rental market.</p>		Growth Recapitalization
Technology		<p>Grayshift is a leading provider of mobile device digital forensics, specializing in lawful access and extraction, for law enforcement and government investigative agencies.</p>		Growth Recapitalization
Technology		<p>Grayshift is a leading provider of mobile device digital forensics, specializing in lawful access and extraction, for law enforcement and government investigative agencies.</p>		Buy-Side
Consumer / Industrial		<p>Tiger Team Roofing is a leading provider of residential roof replacement, repair, and maintenance services</p>		Sale
Consumer / Industrial		<p>Creative Laboratories, Inc. is a premier full-service developer and manufacturer of skin and haircare products.</p>		Recapitalization
Consumer / Industrial		<p>Creative Laboratories, Inc. is a premier full-service developer and manufacturer of skin and haircare products.</p>		Recapitalization