Croft & Bender



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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
Facility Services
Information 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
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

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REPRESENTATIVE TRANSACTIONS

Industry Vertical	C&B Client	Business Description	Buyer / Investor / Target	Transaction Type
Business Services	Enviro-Master Services	Enviro-Master is a leading franchisor and operator of hygiene, sanitation and disinfection services to commercial businesses across the U.S. and Canada.	EAGLE MERCHANT PARTNERS	Recapitalization
Business Services / Industrial	RUSSELL LANDSCAPE	Russell Landscape is a leading provider of commercial landscape services.	THE STERLING GROUP	Recapitalization
Business Services / Industrial	NBS NATIONAL BOILER SERVICE	National Boiler Service is a leading provider of maintenance and repair services to industrial boiler systems.	PLEXUS CAPITAL	Sale
Industrial	FUMEX AIR FILTRATION SYSTEMS a portfolio company of ROUTE 2	Fumex is a leading provider of process fume extraction and industrial air filtration solutions.	VANCE ST. CAPITAL	Recapitalization
Industrial / Business Services	ROYAL ATLANTA . GEORGIA	Royal Food Service is a leading processor and distributor of fresh produce and dairy products.	Trilantic NORTH AMERICA	Recapitalization
Industrial / Business Services	COVAN'S Insulation	Covan's is a leading provider of industrial insulation installation, scaffolding, and asbestos abatement services.	BRAND SAFWAY a portfolio company of Brookfield	Sale
Industrial / Business Services	LEHMAN PIPE AND SUPPLY INC	Lehman is a leading supplier of pipes, valves, and fittings for commercial HVAC and plumbing contractors.	Rotunda Capital Partners	Recapitalization
Industrial / Business Services	STILES SERVICES HEATING. COOLING. PLUMBING.	Stiles is a leading provider of commercial and residential HVAC, plumbing, and building controls services.	GSP Garnett Station Partners	Recapitalization
Industrial / Business Services	Capital machine	Capital Machine is a leading distributor and repair service provider of metal fabrication machinery.	Rotunda Capital Partners	Recapitalization
Healthcare	CAPSTONE HOSPICE	Capstone Hospice is a leading provider of hospice and palliative care in Georgia.	Fifth Century Partners	Recapitalization
Healthcare / Business Services	Pandion OPTIMIZATION ALLIANCE	Pandion Optimization Alliance is a leading healthcare-focused group purchasing organization.	BregalSagemount	Recapitalization
Healthcare / Technology	mediStreams	MediStreams is a leading provider of healthcare remittance, reconciliation and payment automation solutions.	TRUEHELM	Recapitalization
Technology	rentvine	Rentvine is a property management software platform serving the long-term residential property rental market.	Mainsail Partners	Growth Recapitalization
Technology	THOMABRAVO	Grayshift is a leading provider of mobile device digital forensics, specializing in lawful access and extraction, for law enforcement and government investigative agencies.	GRAYSHIFT	Buy-Side
Consumer	PUPPY HAVEN PET RESORT	Puppy Haven is a leading dog care services provider, offering daycare, lodging, grooming, and training.	COMPASS GROUP EQUITY PARTNERS	Recapitalization
Consumer	SINCE 2012 JM Valley GROUP	JM Valley Group is a leading franchisee of Jersey Mike's restaurants.	VantEdge PARTNERS	Recapitalization
Consumer / Industrial	Tiger Team ROOFING	Tiger Team Roofing is a leading provider of residential roof replacement, repair, and maintenance services	CANOPY SERVICES a portfolio company of TRIVEST	Sale
Consumer / Industrial	CREATIVE and UNITED HAIR CARE	Creative Laboratories, Inc. is a premier full-service developer and manufacturer of skin and haircare products.	GEMSPRING	Recapitalization