



CONTACT US

Frank H. "Bo" Briggs, III
Managing Director
bbriggs@croft-bender.com
 (404) 841-0639

Ronald B. Goldman
Managing Director
rgoldman@croft-bender.com
 (404) 841-0735

Steve B. Tye
Managing Director
stye@croft-bender.com
 (404) 841-9351

R. Neale Fisher
Managing Director
nfisher@croft-bender.com
 (404) 574-2906

Kyle C. Schickner
Managing Director
kschickner@croft-bender.com
 (770) 241-7116

Matthew A. Veal
Managing Director
mveal@croft-bender.com
 (404) 841-0056

Erik M. Zalenski
Managing Director
ezalenski@croft-bender.com
 (404) 841-9826

Connor W. Boston
Director
cboston@croft-bender.com
 (404) 328-4809

Brad Germany
Vice President
bgermany@croft-bender.com
 (404) 328-4838

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 / Industrial		Russell Landscape is a leading provider of commercial landscape services.		Recapitalization
Business Services / Industrial		Limehouse Produce is a leading distributor of high-quality fresh produce.		Sale
Business Services / Technology		engage fi is a leading provider of technology-enabled consulting services to Community Financial Institutions.		Growth Recapitalization
Industrial		Fumex is a leading provider of process fume extraction and industrial air filtration solutions.		Recapitalization
Industrial / Business Services		Covans is a leading provider of industrial insulation installation, scaffolding, and asbestos abatement services.		Sale
Industrial / Business Services		Lehman is a leading supplier of pipes, valves, and fittings for commercial HVAC and plumbing contractors.		Recapitalization
Industrial / Business Services		Stiles is a leading provider of commercial and residential HVAC, plumbing, and building controls services.		Recapitalization
Industrial / Business Services		National Boiler Service is a leading provider of maintenance and repair services to industrial boiler systems.		Sale
Industrial / Business Services		C&S Chemicals is a leading provider of water treatment and animal health chemicals.		Recapitalization
Business Services		Enviro-Master is a leading franchisor and operator of hygiene, sanitation and disinfection services to commercial businesses across the U.S. and Canada.		Recapitalization
Industrial / Consumer		USA Hometown Experts is a leading provider of electrical, plumbing and HVAC services to residential and commercial customers.		Recapitalization
Healthcare		BonaDent is a leading provider of high-quality, domestically-produced, complex dental restorations.		Recapitalization
Healthcare		Sacred Journey Hospice is a leading hospice provider in Georgia.		Sale
Healthcare / Technology		MediStreams is a leading provider of healthcare remittance, reconciliation and payment automation solutions.		Recapitalization
Technology		Rentvine is a property management software platform serving the long-term residential property rental market.		Growth Recapitalization
Technology		Grayshift is a leading provider of mobile device digital forensics, specializing in lawful access and extraction, for law enforcement and government investigative agencies.		Buy-Side
Consumer		Sushi Avenue is a leading franchisor of sushi kiosks in grocery stores and other foodservice outlets.		Sale
Consumer / Industrial		Creative Laboratories, Inc. is a premier full-service developer and manufacturer of skin and haircare products.		Recapitalization