



CROFT & BENDER



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OVERVIEW

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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.

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BROAD INDUSTRY EXPERTISE

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BUSINESS 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

General Manufacturing
Building Products
Logistics
Specialty Contracting
Distribution
Industrial Services
Chemicals

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HEALTHCARE

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

CONSUMER

Products/Services
Franchising
Restaurants
Retail
Entertainment/Leisure

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DEAL CRITERIA

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MERGERS & ACQUISITIONS

- Buy side/sell side
- Enterprise Values up to \$300 million
- Exceptions to typical EBITDA criteria:
 - High growth companies
 - Technology 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 \$15 million capital need



REPRESENTATIVE RECENT TRANSACTIONS

Industry Vertical	C&B Client	Business Description	Buyer / Investor / Target	Transaction Type
Industrial		Schiller designs and manufactures commercial and residential gardening and turf care equipment.		Buy-Side
Industrial		Mountain Express Oil is a leading provider of fuels, lubricants and other non-fuel products.		Debt Recapitalization
Industrial		TriLink Saw Chain is a leading global provider of chainsaw replacement parts and accessories.		Sale
Industrial		Aqua Smart is a leading producer of treatment chemicals for the drinking water market.		Sale
Industrial		Acousti is a leading subcontractor of interior finish solutions, specializing in acoustical ceilings and walls.		Majority Recapitalization
Industrial		ARP is a leading installer of insulation and other specialty products.		Sale
Industrial		Astra Group provides contracting services for infrastructure projects across the Southeast.		Sale
Healthcare		Sacred Journey Hospice is a leading hospice provider in Georgia.		Sale
Healthcare		Dominion Youth Services is a leading provider of behavioral and mental health support services to the youth and adolescent market.		Majority Recapitalization
Healthcare		Hospice Care of South Carolina is a leading provider of hospice and palliative care services in the Southeast.		Majority Recapitalization
Consumer		Ansley Atlanta is a leading provider of luxury residential real estate brokerage services in Atlanta.		Sale
Consumer		ASP is the nation's largest swimming pool service franchisor.		Sale
Business Services		Secretariat is a leading provider of dispute resolution advisory services to public and private sector clients across the world.		Majority Recapitalization
Business Services / Technology		Pinnacle is a leading multi-channel provider of transaction document creation and distribution.		Sale
Business Services / Technology		Vision is a leading provider of end-to-end Managed Mobility Services and Mobile Telecom Expense Management to companies nationwide.		Sale
Business Services / Technology		ESS is a leading Credit Reporting Agency that provides background screening and drug testing solutions.		Sale
Technology		SIP.US is a leading provider of on-demand, enterprise-class IP communications software solutions.		Sale
Technology		IDology is a leading provider of identity verification and fraud prevention services.		Buy-Side
Technology		Grayshift provides the leading mobile forensic access and extraction solution for law enforcement, national defense and the intelligence community.		Minority Recapitalization