



# CROFT & BENDER



## CONTACT US

## 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 \$500 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

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# REPRESENTATIVE TRANSACTIONS SINCE 2020

▪ Transactions since 2020 have resulted in over \$2 billion in deal value and averaged ~\$15 million of EBITDA <sup>(1)</sup>

Industry Vertical	C&B Client	Business Description	Buyer / Investor / Target	Transaction Type
Industrial	 a portfolio company of NARROW GAUGE CAPITAL	SEI is a leading installer of insulation and other specialty building products.	 QUAD-C	Sale
Industrial	 Aqua Smart, Inc.	Aqua Smart is a leading producer of treatment chemicals for the drinking water market.	 Colonial Group, Inc. Growing a Business. Building a Family.	Sale
Industrial	 SINCE 1946	Acousti is a leading subcontractor of interior finish solutions, specializing in acoustical ceilings and walls.	 ARDIAN	Majority Recapitalization
Industrial		ARP is a leading installer of insulation and other specialty products.	 a portfolio company of NARROW GAUGE CAPITAL	Sale
Industrial		Mountain Express Oil is a leading provider of fuels, lubricants and other non-fuel products.	 IBERIABANK	Debt Recapitalization
Industrial / Consumer		TriLink Saw Chain is a leading global provider of chainsaw replacement parts and accessories.	 a portfolio company of Riverside INVESTCORP	Sale
Consumer		Drive is a leading, full-service operator of automotive repair shops.		Recapitalization
Healthcare		Medport is a leading, tech-enabled provider of healthcare financing solutions.	 a portfolio company of PARTHENON WATERFALL SPECIALTY ASSET MANAGEMENT	Sale
Healthcare		Sacred Journey Hospice is a leading hospice provider in Georgia.	 a portfolio company of KKR Wilgerson Bonds Alliance	Sale
Healthcare / Technology		MediStreams is a leading provider of healthcare remittance, reconciliation and payment automation solutions.		Recapitalization
Technology		Grayshift provides the leading mobile forensic access and extraction solution for law enforcement, national defense and the intelligence community.		Minority Recapitalization
Business Services / Technology		Abacus Solutions is a world-class IBM i solutions provider.	 a portfolio company of AMERICAN PACIFIC GROUP	Sale
Business Services / Technology		Cumberland Group is a leading provider of enterprise technology solutions and services.		Management Buyout
Business Services / Technology		Employment Screening Services is a leading tech-enabled services company in the employment screening industry.	 a portfolio company of Renovo CAPITAL	Sale
Business Services / Technology	 GO BEYOND ORDINARY	Pinnacle is a leading multi-channel provider of transaction document creation and distribution.	 a portfolio company of GI PARTNERS	Sale
Business Services / Technology		Vision is a leading provider of end-to-end Managed Mobility Services and Mobile Telecom Expense Management to companies nationwide.	 a portfolio company of THOMABRAVO	Sale
Business Services		IMA provides diversified financial services, including insurance brokerage and wealth management solutions.	 N.M.C. NEW MARKET CAPITAL LLC THE STRATUS GROUP	Sale

(1) EBITDA calculation excludes technology-oriented growth transactions.