



# 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



# 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.	 a portfolio company of NARROW GAUGE CAPITAL	Sale
Industrial	 a portfolio company of NARROW GAUGE CAPITAL	SEI is a leading installer of insulation and other specialty building products.		Sale
Healthcare		Sacred Journey Hospice is a leading hospice provider in Georgia.	 a portfolio company of KKR 	Sale
Healthcare		Medport is a leading, tech-enabled provider of healthcare financing solutions.	 a portfolio company of PARTHENON CAPITAL 	Sale
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.	 a portfolio company of QUAD-C	Sale
Consumer		ASP is the nation's largest swimming pool service franchisor.	 a portfolio company of Apax PARTNERS	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.	 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 / Technology		Employment Screening Services is a leading tech-enabled services company in the employment screening industry.	 a portfolio company of Renovo CAPITAL	Sale
Technology		SIP.US is a leading provider of on-demand, enterprise-class IP communications software solutions.	 a portfolio company of THOMPSON STREET CAPITAL PARTNERS	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