



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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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
- 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

▪ Transactions since COVID have resulted in over \$2.5 billion in deal value

Industry Vertical	C&B Client	Business Description	Buyer / Investor / Target	Transaction Type
Business Services / Technology		engage fi is a leading provider of technology-enabled consulting services to Community Financial Institutions.		Growth Recapitalization
Business Services / Technology		Abacus Solutions is a world-class IBM i solutions provider.	 a portfolio company of 	Sale
Business Services / Technology		Cumberland Group is a leading provider of enterprise technology solutions and services.	Members of Existing Management Team	Management Buyout
Business Services / Technology		Employment Screening Services is a leading tech-enabled services company in the employment screening industry.	 a portfolio company of 	Sale
Business Services / Technology		Pinnacle is a leading multi-channel provider of transaction document creation and distribution.	 a portfolio company of 	Sale
Business Services / Industrial		Enviro-Master is a leading franchise provider of hygiene, sanitation and disinfection services to commercial business across the U.S. and Canada.	 MERCHANT PARTNERS	Recapitalization
Consumer		Drive is a leading, full-service operator of automotive repair shops.		Recapitalization
Healthcare / Technology		MediStreams is a leading provider of healthcare remittance, reconciliation and payment automation solutions.		Recapitalization
Healthcare		Medport is a leading, tech-enabled provider of healthcare financing solutions.	 a portfolio company of  	Sale
Healthcare		Sacred Journey Hospice is a leading hospice provider in Georgia.	 a portfolio company of  	Sale
Industrial		Rasa Floors is a leading provider of replacement flooring solutions to the multi-family industry.		Recapitalization
Industrial		Millwork Sales is a leading wholesale distributor of millwork, hardware and related parts in the Southeastern U.S.	 SPECIALTY BUILDING PRODUCTS a portfolio company of 	Sale
Industrial	 a portfolio company of NARROW GAUGE CAPITAL	SEI is a leading installer of insulation and other specialty building products.		Sale
Industrial / Consumer		TriLink Saw Chain is a leading global provider of chainsaw replacement parts and accessories.	 a portfolio company of 	Sale
Industrial		Aqua Smart is a leading producer of treatment chemicals for the drinking water market.	 Growing a Business. Building a Family.	Sale
Industrial		Acousti is a leading subcontractor of interior finish solutions, specializing in acoustical ceilings and walls.		Majority Recapitalization
Technology		Grayshift provides the leading mobile forensic access and extraction solution for law enforcement, national defense and the intelligence community.		Minority Recapitalization