



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
Durable Goods

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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 \$10 million capital need



REPRESENTATIVE TRANSACTIONS FROM LAST 24 MONTHS

EBITDA ranging from \$4 million to \$27 million; average EBITDA of \$10.0 million⁽¹⁾

Industry Vertical	C&B Client	Business Description	Buyer / Investor / Target	Transaction Type
Business Services		Mudlick Mail provides data-driven, direct mail and related marketing solutions to small and medium-sized businesses.		Majority Recapitalization
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		4 th Source is a leading provider of nearshore software development and IT services to sophisticated clients with complex technology requirements.		Sale
Business Services / Technology		Sayers is a leading provider of data center infrastructure, cybersecurity solutions, professional services and other IT products and solutions.		Majority Recapitalization
Consumer		ASP is the nation's largest swimming pool service franchisor.		Sale
Consumer		Ansley Atlanta is a leading provider of luxury residential real estate brokerage services in Atlanta.		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
Industrial		Astra Group provides contracting services for infrastructure projects across the Southeast.		Sale
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		Lexington Manufacturing is a leading provider of engineered components to window and door OEMs in the U.S. and internationally.		Sale
Industrial		Merit is the leading distributor of paint sundries and flooring products and installation supplies.		Sale
Industrial		NOVA is a leading provider of engineering, consulting, testing, and inspection services to the design and construction industry.		Sale
Technology		Gro Solutions is a leading developer and provider of digital growth solutions for banks and credit unions.		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 / Healthcare		Nuesoft Technologies is a leading provider of SaaS solutions and RCM services for the healthcare industry.		Sale

⁽¹⁾ Excludes Gro Solutions and Nuesoft Technologies (technology-oriented growth transactions). Excludes GBG and Doosan Bobcat (buy-side mandates).