



# 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. <i>Growing a Business. Building a Family.</i>	Sale
Industrial	 ACOUSTI ENGINEERING COMPANY SINCE 1946	Acousti is a leading subcontractor of interior finish solutions, specializing in acoustical ceilings and walls.	 ARDIAN	Majority Recapitalization
Industrial	 Rasa Floors®	Rasa Floors is a leading provider of replacement flooring solutions to the multi-family industry.	 SAW MILL CAPITAL	Recapitalization
Industrial	 A World of Millwork	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 THE JORDAN COMPANY	Sale
Industrial / Consumer	 Saw Chain	TriLink Saw Chain is a leading global provider of chainsaw replacement parts and accessories.	 ARROWHEAD ENGINEERED PRODUCTS INC. a portfolio company of Riverside INVESTCORP	Sale
Consumer		Drive is a leading, full-service operator of automotive repair shops.	 SILVER OAK SERVICES PARTNERS	Recapitalization
Healthcare		Medport is a leading, tech-enabled provider of healthcare financing solutions.	 Oasis Financial a portfolio company of PARTHENON CAPITAL WATERFALL Steel Management	Sale
Healthcare	 Sacred Journey HOSPICE	Sacred Journey Hospice is a leading hospice provider in Georgia.	 BRIGHT SPRING a portfolio company of KKR Walgreens Boots Alliance	Sale
Healthcare / Technology		MediStreams is a leading provider of healthcare remittance, reconciliation and payment automation solutions.	 TTCP	Recapitalization
Technology		Grayshift provides the leading mobile forensic access and extraction solution for law enforcement, national defense and the intelligence community.	 PEAKEQUITY PARTNERS	Minority Recapitalization
Business Services / Technology	 A.B.A.C.U.S. SOLUTIONS	Abacus Solutions is a world-class IBM i solutions provider.	 FRESCHÉ a portfolio company of AMERICAN PACIFIC GROUP	Sale
Business Services / Technology	 Cumberland GROUP	Cumberland Group is a leading provider of enterprise technology solutions and services.	<b>Members of Existing Management Team</b>	Management Buyout
Business Services / Technology		Employment Screening Services is a leading tech-enabled services company in the employment screening industry.	 GlobalHR RESEARCH a portfolio company of Renovo CAPITAL	Sale
Business Services / Technology	 PINNACLE DATA SYSTEMS GO BEYOND ORDINARY	Pinnacle is a leading multi-channel provider of transaction document creation and distribution.	 doxim® a portfolio company of GI PARTNERS	Sale
Business Services / Technology	 VISION Managed Mobility Services	Vision is a leading provider of end-to-end Managed Mobility Services and Mobile Telecom Expense Management to companies nationwide.	 motus a portfolio company of THOMABRAVO	Sale
Business Services		IMA provides diversified financial services, including insurance brokerage and wealth management solutions.	 N.M.C. THE STRUBBS GROUP SKYLIGHT CAPITAL	Recapitalization

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