



CROFT & BENDER



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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.

BROAD INDUSTRY EXPERTISE

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

HEALTHCARE
 Healthcare IT
 Clinical Services
 Outsourced Services
 Alternate Site Care
 Medical Products/Distribution

CONSUMER
 Products/Services
 Franchising
 Restaurants
 Retail
 Entertainment/Leisure

DEAL CRITERIA

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



REPRESENTATIVE TRANSACTIONS

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 / Industrial		National Boiler Service is a leading provider of maintenance and repair services to industrial boiler systems.		Sale
Business Services		Enviro-Master is a leading franchisor and operator of hygiene, sanitation and disinfection services to commercial businesses across the U.S. and Canada.		Recapitalization
Business Services / Industrial		Limehouse Produce is a leading distributor of high-quality fresh produce.		Recapitalization
Business Services / Industrial		Russell Landscape is a leading provider of commercial landscape services.		Recapitalization
Technology		Rentvine is a property management software platform serving the long-term residential property rental market.		Growth Recapitalization
Technology		Grayshift is a leading provider of mobile device digital forensics, specializing in lawful access and extraction, for law enforcement and government investigative agencies.		Buy-Side
Healthcare / Technology		MediStreams is a leading provider of healthcare remittance, reconciliation and payment automation solutions.		Recapitalization
Healthcare		BonaDent is a leading provider of high-quality, domestically-produced, complex dental restorations.		Recapitalization
Healthcare		Sacred Journey Hospice is a leading hospice provider in Georgia.		Sale
Industrial		SEI is a leading installer of insulation and other specialty building products.		Sale
Industrial / Business Services		Lehman is a leading supplier of pipes, valves, and fittings for commercial HVAC and plumbing contractors.		Sale
Industrial / Business Services		Entek is a leading provider of commercial HVAC, building automation, and energy services.		Sale
Industrial / Business Services		C&S Chemicals is a leading provider of water treatment and animal health chemicals.		Recapitalization
Industrial / Business Services		Acme Barricades is a leading provider of traffic control and pavement marking products and services.		Recapitalization
Industrial / Consumer		USA Hometown Experts is a leading provider of electrical, plumbing and HVAC services to residential and commercial customers.		Recapitalization
Industrial / Consumer		Regal is a leading provider of residential roofing repair services.		Partnership
Consumer		Sushi Avenue is a leading franchisor of sushi kiosks in grocery stores and other foodservice outlets.		Sale