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## OVERVIEW

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  
 Facility 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**  
 Distribution  
 Industrial Services  
 General Manufacturing  
 Specialty Contracting  
 Building Products  
 Logistics  
 Chemicals

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

**CONSUMER**  
 Products/Services  
 Residential Services  
 Franchising  
 Restaurants  
 Retail

## 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 / Industrial		Russell Landscape is a leading provider of commercial landscape services.		Recapitalization
Business Services / Industrial		Limehouse Produce is a leading distributor of high-quality fresh produce.		Sale
Business Services / Technology		engage fi is a leading provider of technology-enabled consulting services to Community Financial Institutions.		Growth Recapitalization
Industrial		Fumex is a leading provider of process fume extraction and industrial air filtration solutions.		Recapitalization
Industrial / Business Services		Covans is a leading provider of industrial insulation installation, scaffolding, and asbestos abatement services.		Sale
Industrial / Business Services		Lehman is a leading supplier of pipes, valves, and fittings for commercial HVAC and plumbing contractors.		Recapitalization
Industrial / Business Services		Stiles is a leading provider of commercial and residential HVAC, plumbing, and building controls services.		Recapitalization
Industrial / Business Services		National Boiler Service is a leading provider of maintenance and repair services to industrial boiler systems.		Sale
Industrial / Business Services		C&S Chemicals is a leading provider of water treatment and animal health chemicals.		Recapitalization
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
Industrial / Consumer		USA Hometown Experts is a leading provider of electrical, plumbing and HVAC services to residential and commercial customers.		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
Healthcare / Technology		MediStreams is a leading provider of healthcare remittance, reconciliation and payment automation solutions.		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
Consumer		Sushi Avenue is a leading franchisor of sushi kiosks in grocery stores and other foodservice outlets.		Sale
Consumer / Industrial		Creative Laboratories, Inc. is a premier full-service developer and manufacturer of skin and haircare products.		Recapitalization