

# Buyer Profile: Reference No. 110928-1

## Distressed Investments

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Target Transaction size is between **\$1** and **\$50.0MM**

This Buyer is actively looking to make investments in both healthy and distressed companies. We are not your typical investment firm – particularly as it pertains to smaller, more challenging deals. The firm approaches investments with an operating mentality rather than a strictly financial view. Our professionals have experience with Chapter 11, 363 and Article 9 lender sales, in addition to numerous other privately negotiated transactions. We fully understand the value of an “as-is-where-is” transaction and will work to find the “cleanest” solution to all parties involved.

**Investment Parameters:** Equity contributions up to \$10 million, with the ability (and capacity) to participate at sizes outside that range and in other components of the capital structure where merited. We are not afraid to, and in many cases prefer to, invest in the smallest of transactions. We seek control equity investments where we can actively partner with management to maximize returns.

### We are specifically looking for:

- Areas in which the firm can leverage its expertise, network and portfolio companies. Accordingly we seek to invest in companies with high-quality management teams that can benefit from our operating partners and investment professionals
- Underperforming, “storied” and liquidity-challenged companies, as well as operational turnaround candidates
- Businesses seeking to fund an imminent, compelling growth opportunity

**Investment Horizon:** As a family office with a committed pool of capital dedicated to new investment opportunities, we are not beholden to a specific investment thesis or time horizon. Our objective is not to settle for a “quick fix” or to “financially engineer” returns. We are “patient” capital, mandated to create long term value for all stakeholders.

**Target Industries:** We look at opportunities across a range of industries but tend to gravitate more towards industries where we can draw upon our expertise in manufacturing, industrials, consumer products, ecommerce and distribution.

**Target Financial Profile:** Companies with revenue up to \$100 million and EBITDA up to \$10 million. While profitability is not a requirement we do look for companies with a strong prospect for renewed profitability in the near future. We have a strong preference for companies with significant fixed asset value.

**Current Portfolio:** In November 2010 the firm purchased the assets of an online retailer. We are actively looking to expand this platform.

### This Buyer :

- will consider companies with any **Revenue and EBITDA**.
- has specific interest in companies with EBITDA Margins less than or equal to 20%.
- has specific interest in companies seeking Senior Debt or Equity Investments.
- has interest in the following Industries:

**Industrials:** All industries from Capital Goods and Commercial & Professional Services  
Some industries from Transportation

**Energy:** All industries from Alternative Energy  
One industry from Energy Equipment & Services  
No industries from Oil, Gas & Consumable Fuels

**Financials:** All industries from Diversified Financials  
No industries from Insurance, Banks and Real Estate

**Consumer Staples:** All industries from Food, Beverage & Tobacco and Household & Personal Products  
Some industries from Food & Staples Retailing

**Consumer Discretionary:** All industries from Automobiles & Components, Consumer Durables & Apparel, Consumer Services and Media  
Some industries from Retailing

**Materials:** All industries from Chemicals, Construction Materials, Containers & Packaging and Metals & Mining  
No industries from Paper & Forest Products

**Telecommunication Services:** All industries from Wireless Telecommunication Services, Alternative Carriers and Integrated Telecommunication Services

**Health Care:** All industries from Health Care Equipment & Services and Pharmaceuticals, Biotechnology & Life Sciences

**Information Technology:** All industries from Technology Hardware & Equipment, Semiconductors & Semiconductor Equipment and Software & Services