

EXPERIENCED OPERATORS INVESTING IN THE MIDDLE MARKET

INVESTMENT CRITERIA

FUND SIZE

- \$800M Fund II (Flagship)
- \$250M Mobility Opportunity Fund (Fund II overage vehicle investing in EV, lightweighting, autonomous and connected car technologies)
- Additional Co-Invest on every deal (\$650M+ to date)

• AUM: \$3.03B

DEAL SIZE

- Equity Investment: \$20M to \$350M
- EBITDA: \$15M to \$100M
- **Revenue**: >\$75M
- Transaction Size: Up to \$500M

TARGET MARKET

- **Geography:** Global exposure with North American or European HQ
- Sectors: B2B Industrials, Manufacturing, & Specialty Distribution
- Special Thesis Areas:
- Mobility
- Infrastructure
- Industry 4.0

Turnarounds

- Exclusions:
- •>25% exposure to Big Box Retail

CHARACTERISTICS

Good business:

- •End market growth
- •Historical growth at/above market •Market leading player
- Strong FCF conversion
- **Operationally underperforming** peers / benchmarks
- Definable Value Creation Plan prior to close





ADD-ONSTRATEGY

Portfolio Company	Geography	Size	End Markets	Products/ Applications	Capabilities / Services	Completed Add-ons
MEGATECH	North America Europe	Advanced/Tradi tional \$2M-\$5M EBITDA Additive	Industrial, Aerospace & Defense, Electronics, Optics/Photonics, Robotics, Medical,	Focus on high complexity, high precision prototyping and low volume	Primary Focus: CNC Machining, Precision Sheet Metal Fabrication, Additive Manufacturing Secondary Focus:	
		Manufacturing Flexible	Semiconductor	production	Injection Molding, Urethane Casting	
SIXAXIS MANUFACTURING TECHNOLOGIES	North America Europe	>\$25M sales	Distribution/Warehousing, General Industrial, Marine, Power Generation, Transportation/Logistics, Commercial/Modular Buildings, Aerospace	, Fall Protection Equipment, Slip Protection Equipment, Safety Barrier Systems, Safety Signage, Safe Access Systems	Strategic brands with preference for a portion of consumable products focus and aftermarket exposure, Businesses befitting from regulation driven driven purchasing dynamic, Geographic and product portfolio expansion	
HLC	North America Europe	>\$10M sales	Cycling	Cycling parts, components, and accessories brands and distributors, and select bike OEM's	Strategic brands with omnichannel presence and aftermarket exposure Distributors with North American footprint and owned brands	
	Texas, Florida, Southeast US	>\$5M EBITDA	Solar, Transportation, Utilities, Water	Precast concrete structures for infrastructure and energy	Steel fabrication and other vertical integration a plus	Dutchland
	North America; West Coast, Southeast a plus	>\$3M EBITDA	Building Products- Residential and Industrial; Repair and remodel a plus	Springs, HVAC hardware, Exterior and interior metal hardware for both homes and industrial buildings	Manufacturing, Kitting, Assembly Dealer / distributor or contractor channel preferred	
	North America	>\$3M EBITDA / positive FCF	Medical and Aerospace, Industrial	Bar (all types), Sheet, Coil Plate	Grinding, Slitting, Shearing, Plasma/Water Jet Cutting, Ultrasonic Testing, Heat Treating	Supra Alloys

For transaction opportunities, please email DYANA BAURLEY at dbaurley@middleground.com

LEXINGTON, KY (HQ) 1500 Aristides Blvd Lexington, KY 40511 NEW YORK, NY 10 Crosby Street, 4th Floor New York, NY 10013