

# EXPERIENCED OPERATORS INVESTING IN THE MIDDLE MARKET

### **TARGET MARKET**

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**CRITER** 

ESTMENT

- **Geography**: Global exposure with North American or European HQ
- **Sectors**: B2B Industrials, Manufacturing, and Specialty Distribution
- Special Thesis Areas:
- Mobility
- Infrastructure
- Industry 4.0
- Exclusions:
- >25% exposure to Big Box Retail
- Turnarounds

## **CHARACTERISTICS**

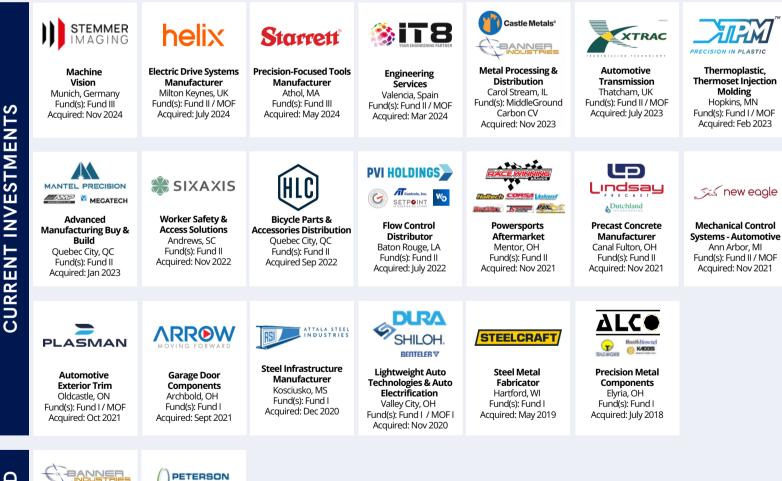
- Good business:
  - End market growth
  - · Historical growth at/above market
  - Market leading player
  - Strong FCF conversion
- **Operationally underperforming** peers/ benchmarks
- Definable Value Creation Plan prior to close

#### **DEAL SIZE**

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

#### **FUNDS**

- Fund I: Flagship
- Fund II: Flagship
- MOF: Overage vehicle investing in EV, lightweighting, autonomous, and connected car technologies
- Fund III: Flagship
- Additional Co-Invest on every deal (\$1B+ to date)
- AUM: \$3.7B





SPRING

**Metal Springs** 

Manufacturer

Southfield, MI

Fund(s): Fund I

Acquired: April 2019

Realized: Sept 2023

Metal Processing & Distribution Carol Stream, IL Fund(s): Fund I Acquired: Dec 2019 Realized: Nov 2023

For NA transaction opportunities, please email

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# ADD-ON STRATEGY

Portfolio Company	Geography	Size	End Markets	Products/ Applications	Capabilities / Services	Completed Add-ons
Starrett	North America	>\$5M EBITDA/ positive FCF	Industrial, Manufacturing, Advanced Manufacturing	Precision and/or laser measurement hand tools, systems, and software	Designing and manufacturing tools, systems, and software	
	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
XTRAC	North America, Europe	>£10M revenue	Motorsport and High Performance Automotive	High-performance automotive applications	Designing and engineering automotive components and Consultancy and engineering support for motorsport / hyp customers	3
	North America	>\$5M EBITDA/ positive FCF	Industrial, Aerospace, Medical, Consumer	Components/full assemblies	Primary Focus: Thermoset, Insert, 2-Shot	
MANTEL PRECISION	North America, Europe	Advanced/ Traditional \$2M-\$5M EBITDA Additive Manufacturing Flexible	Industrial, Aerospace & Defense, Electronics, Optics/Photonics, Robotics, Medical, Semiconductor	Focus on high complexity, high precision prototyping and low volume production	Primary Focus: CNC Machin Precision Sheet Metal Fabric Additive Manufacturing Secondary Focus: Injection N Urethane Casting	mation, MECATECH
	North America, Europe	>\$3M EBITDA	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 a prefe portion of consumable produ and aftermarket exposure, B benefiting from regulation dr purchasing dynamic, Geogra product portfolio expansion	ucts focus usinesses iven
HLC	North America, Europe	>\$10M sales	Cycling	Cycling parts, Components, Accessories brands and distributors, Select bike OEM's	Strategic brands with omnichannel presence and aftermarket exposure, Distributors with North American footprint and owne brands	d
PVI HOLDINGS	North America, Europe	>\$15M Revenue	Distribution, Marine, Process MRO, Chemical, Energy, General Industrial, Fire Protection	Flow control valves, fittings & couplings , pipes, actuators, hydraulic pumps, pressure/ temperature gauges, fire protection	Strategic brands/ distributors with products/ geographies offering synergies to PVI as well as MRO applications.	SECONTROLS, INC. SECTOPOINT INTEGRATED SOLUTIONS
Lindsay	Texas, Florida, US - Southeast	>\$5M EBITDA	Solar, Transportation, Utilities, Water	Precast concrete structures for infrastructure and energy	Steel fabrication and other vertical integration a plus	
ATTALA STEEL IN DUSTRIES	North America; US- Southeast/Central	>\$5M EBITDA	Diversified Industrial, Solar, Infrastructure, Building Products, Food & Agriculture	Engineered / Fabricated Metal Products	Milling, cutting, heat treating, galvanizing with interest in W8 milling capabilities and ancillary services	
	North America; West Coast, US - Southeast a plus	>\$3M EBITDA	Building Products- Residential and Industrial, Repair and remodel a plus	Springs, HVAC hardware, Exterior and interior metal hardware for residential and industrial buildings	Manufacturing, Kitting, Assembly Dealer/distributor or contrac channel preferred	tor
For NA transaction opportuni DYANA BAURLEY at <u>dbaurley</u> *Revenue based on LTM at time	@middleground.com		opportunities, please email at <u>adenaix@middleground.com</u>	AMSTERDAM, NL Gustav Mahlerplein 59 1082 MS Amsterdam	1500 Aristides Blvd 1	<b>IEW YORK, NY</b> 0 Crosby Street, 4th FL lew York, NY 10013