

## Private Equity for Lower Middle Market Buyouts

### Who We Are

#### Essential Facts

- Founded in 1995
- Headquartered in New York City
- More than 25 investment professionals with over 250 years of private equity experience
- Closed more than 60 platform investments since 1995
- \$4.7 billion of equity capital and \$460 million of junior capital raised since inception
- \$2.9 billion available for immediate investment

### Why Sentinel?

#### Established Record of Responsible Stewardship

- Friendly partnership equity
- Partner with sellers and management to forge creative solutions to complex situations
- Specialized industry knowledge and expertise
- Transaction flexibility
- Speed and certainty in executing transactions
- Network of valuable resources
- Do what we say
- Fully integrated, deep investment team

### What We Do

#### Target Niche Market Leaders in Eight Sectors

- Aerospace / Defense
- Business Services
- Consumer
- Distribution
- Food / Restaurants
- Franchising
- Healthcare
- Industrials / Manufacturing

#### Transaction Flexibility

- Management Buyouts
- Corporate Divestitures
- Purchase of Family Businesses
- Balance Sheet Restructurings
- Special Situations
- Going Private

### Investment Criteria

#### Equity Investment

Up to \$175 million of equity per transaction

#### Company Size

Up to \$65 million of EBITDA

In considering an investment opportunity, the most important criteria for us are:

- **A strong and committed management team** with a long-term outlook
- **Market leadership** in product line, distribution channel, cost position, and/or technology
- **Diversification** of customer base, products, and/or markets
- **Opportunity to grow** organically or via acquisition
- Meaningful **management ownership** following closing
- **Strong, recognizable brands** in niche markets
- **Control investments** only

### Contact Us

#### Luke Johnson

Partner,  
Head of Business Development  
[johnson@sentinelpartners.com](mailto:johnson@sentinelpartners.com)  
212-688-3100

#### Joe Catalano

Managing Director,  
Business Development  
[catalano@sentinelpartners.com](mailto:catalano@sentinelpartners.com)  
212-688-3100

#### Garrett Schires

Vice President,  
Business Development  
[schires@sentinelpartners.com](mailto:schires@sentinelpartners.com)  
212-688-3100

#### Haley Grant



Senior Associate,  
Business Development  
[grant@sentinelpartners.com](mailto:grant@sentinelpartners.com)  
212-688-3100

# Private Equity for Lower Middle Market Buyouts

## Aerospace / Defense / Gov. Service

 <p>Land mine detection systems for the U.S. military</p> <p>February 2011</p>	 <p>Tactical life-saving equipment for the U.S. military</p> <p>October 2009</p>	 <p>Mobile dental services for underserved children</p> <p>November 2007</p>	 <p>Relocation services for the U.S. military</p> <p>April 2015</p>
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## Business Services

 <p>Marketing and sales enablement services</p> <p>June 2015</p>	 <p>Information services for bankruptcy law firms</p> <p>December 2008</p>	 <p>Provider of document management services</p> <p>April 2018</p>	 <p>Operator of consumer home and garden shows</p> <p>January 2016</p>	 <p>Cost containment and cost recovery services</p> <p>July 2016</p>
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## Consumer

 <p>Direct seller of women's apparel</p> <p>March 2017</p>	 <p>Branded automotive aftermarket performance products</p> <p>September 2015</p>	 <p>Designer and manufacturer of basic bedding</p> <p>October 2014</p>	 <p>Therapeutic massage clinics franchisor</p> <p>December 2009</p>	 <p>Specialty pharmaceutical manufacturer</p> <p>October 2011</p>	 <p>Differentiated weight loss management services</p> <p>August 2016</p>
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## Distribution

 <p>Commercial door hardware distributor</p> <p>February 2007</p>	 <p>Aftermarket golf car parts distributor</p> <p>February 2004</p>	 <p>Slow moving OEM replacement parts distributor</p> <p>October 2007</p>
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## Franchising / Restaurants

 <p>Border Foods</p> <p>Taco Bell franchisee in Minnesota</p> <p>October 1996</p>	 <p>Franchisor and operator of quick-service hamburgers</p> <p>March 2014</p>	 <p>Franchisor and operator of seafood restaurants</p> <p>December 2017</p>	 <p>fast.fresh.italian</p> <p>Leading Italian fast casual franchise</p> <p>July 2015</p>	 <p>Full-service family restaurant franchisor</p> <p>March 2012</p>	 <p>Therapeutic massage clinics franchisor</p> <p>December 2009</p>	 <p>Fast casual restaurant franchisor</p> <p>March 2014</p>	 <p>Southern CA Pizza</p> <p>Pizza Hut franchisee in southern California</p> <p>August 2008</p>	 <p>Global franchisor of casual restaurants</p> <p>July 2014</p>
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## Healthcare

 <p>General and specialty dental services in Canada</p> <p>December 2016</p>	 <p>Certified hospice provider</p> <p>December 2012</p>	 <p>Home healthcare services franchisor</p> <p>May 2006</p>	 <p>General and specialty dental services</p> <p>September 2017</p>	 <p>General and specialty dental services</p> <p>April 2012</p>	 <p>Tactical life-saving equipment for the U.S. military</p> <p>October 2009</p>	 <p>Mobile dental services for underserved children</p> <p>November 2007</p>	 <p>Interventional pain management services</p> <p>October 2011</p>	 <p>Specialty pharmaceutical manufacturer</p> <p>October 2011</p>
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## Industrials

 <p>Made-to-order specialty door systems</p> <p>December 2010</p>	 <p>Precision industrial heating products</p> <p>March 2011</p>	 <p>Industrial casters and wheels</p> <p>April 2012</p>	 <p>Specification-grade lighting fixtures</p> <p>June 2016</p>	 <p>Manufacturer of specialty paper and film products</p> <p>November 2017</p>	 <p>Play, park, and recreation products</p> <p>May 2014</p>	 <p>Diverse electrical products platform</p> <p>December 2013</p>	 <p>Precision rotary cutting tools</p> <p>November 2014</p>	 <p>Conveyorized car wash systems</p> <p>December 2016</p>
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## Current Portfolio Companies

	Company	Add-On Acquisitions of Interest
	<b>Altima Dental</b> (Toronto, ON) Leading dental service organization in Canada	Canadian dental practices
	<b>cabi</b> (Carson, CA) Leading direct seller of women's apparel	
	<b>Captain D's</b> (Nashville, TN) Franchisor and operator of more than 500 Captain D's seafood restaurants spanning 21 U.S. states	
	<b>Colson</b> (Chicago, IL) Global branded manufacturer of casters, wheels, and related hardware products	Manufacturers and distributors of caster and floor care products
	<b>Corporate Visions</b> (Larkspur, CA) Provider of innovative training and enablement solutions for marketing and sales teams	
	<b>Credit Infonet</b> (Dayton, OH) Provider of information and due diligence services to law firms serving the consumer bankruptcy market	
	<b>Critical Solutions</b> (Charleston, SC) Supplier of landmine and improvised explosive device detection systems to U.S. and foreign military forces	Niche products / services in defense industries
	<b>Driven Performance Brands</b> (Santa Rosa, CA) Designer and manufacturer of automotive aftermarket performance products for car and truck enthusiasts	Automotive aftermarket performance brands
	<b>Fazoli's</b> (Lexington, KY) America's largest Italian fast casual chain	
	<b>Hollander</b> (Boca Raton, FL) Leading designer, manufacturer, and marketer of basic bedding products in North America	Utility bedding and related home products
	<b>Luminares Group</b> (Montreal, QC) Leading North American manufacturer of specification-grade lighting fixtures	Specification-grade lighting fixtures and related product lines
	<b>Marketplace Events</b> (Solon, OH) Leading organizer of consumer home and garden shows in North America	Consumer trade shows
	<b>MB2 Dental Solutions</b> (Carrollton, TX) Rapidly-growing dental service organization	U.S. dental practices
	<b>Nekoosa</b> (Nekoosa, WI) Leading manufacturer of specialty paper and film products used in the graphics and commercial print markets	Suppliers of specialty products serving the commercial print and graphics market
	<b>Newk's Eatery</b> (Jackson, MS) Rapidly growing franchisor of fast casual restaurants	
	<b>Quick Weight Loss Centers</b> (FL and TX) Leading, multistate provider of highly differentiated weight loss management services	Weight loss management clinics
	<b>Renew</b> (Houston, TX) Leading provider of contract compliance auditing and cost recovery services	Cost recovery and contract compliance audit firms
	<b>RotoMetrics</b> (St. Louis, MO) Global provider of precision rotary cutting tools	Manufacturers of rotary dies or cutting tools
	<b>SONNY'S Enterprises, Inc</b> (Sarasota, FL) Worldwide leader in conveyORIZED car wash systems	Manufacturers and distributors of car wash equipment, parts, and supplies
	<b>T.G.I. Fridays</b> (Carrollton, TX) Global franchisor and operator of bar and grill casual dining restaurants with an iconic, widely recognized brand	
	<b>Total Military Management</b> (Jacksonville, FL) Provider of relocation services to U.S. military and government personnel	Corporate relocation services and asset-light freight forwarding
	<b>UBEO</b> (San Antonio, TX) Leading provider of document and print management services	Document and print management service providers

## Select Previous Portfolio Companies



**Alemite**  
Branded manufacturer of industrial lubrication equipment and components



**Border Foods**  
Largest Yum! franchisee in Minnesota operating Taco Bell, Pizza Hut, and KFC restaurants



Castle Dental

**Castle Dental**  
Largest operator of dental clinics in Texas, Tennessee, Florida and California.



**Chase**  
Branded manufacturer of high-quality, made-to-order door systems



**Checkers**  
Leading franchisor and operator of quick-service hamburger restaurants



**Chromalox**  
Global branded manufacturer of electric heating elements and solutions



**Cottman Transmission Systems**  
Franchisor of automotive transmission centers that repair, refurbish, and service transmissions



**Engineered Controls**  
Global branded manufacturer of regulators, valves, and related equipment for use with cryogenic gases



**Fasloc**  
Manufacturer of specialized underground mine roof support systems



**Hospice Advantage**  
Medicare- and Medicaid-certified hospice provider



**Huddle House**  
Franchisor of full-service family restaurants serving southeastern communities



**Industrial Explosion Protection**  
Provides systems and services that detect, suppress, isolate and vent potential combustible dust explosions



**Inscape Publishing**  
Provider of corporate training solutions for development of employee interpersonal skills



**Interim Healthcare**  
Healthcare franchise organization providing skilled home nursing and hospice services



**LTi Boyd**  
Manufacturer of gasket, sealing, insulation, and impact protection systems



**Massage Envy**  
Franchisor of clinics that provide therapeutic massage and facial treatment services



**National Spine & Pain Centers**  
Provider of interventional pain management procedures to relieve back and neck pain



**Playcore**  
Designs, manufactures, and markets playground equipment and recreation products



**Southern California Pizza**  
Third largest franchisee in the Pizza Hut system operating in the greater Los Angeles market



**Spinrite**  
Branded manufacturer of craft yarn products in North America



**Strategic Partners**  
Largest U.S. supplier of branded medical uniforms



**Trinity Consultants**  
Provider of air quality consulting and compliance services



**Vintage**  
Distributor of slow-moving OEM replacement parts



**WellSpring Pharmaceutical**  
Manufacturer of niche specialty prescription and over-the-counter pharmaceuticals