# Private Equity for Lower Midmarket 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 and more than 155 add-ons
- $4.7 billion of equity capital and $460 million of junior capital raised since inception
- $2.7 billion currently available for investment

## Why Sentinel?

**Established Record of Responsible Stewardship**
- Friendly partnership equity
- Specialized industry knowledge and expertise
- Transaction flexibility
- Speed and certainty in executing transactions
- Network of valuable resources
- Partner with sellers and management to forge creative solutions to complex situations
- 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

### 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 clear vision and long-term outlook
- **Market leadership** in product line, distribution channel, cost position, and/or technology
- **Diversified** customer base and/or product portfolio
- **Opportunity to grow** organically and/or via acquisition
- **Meaningful management ownership** following closing
- **Strong, recognizable brands** in niche markets
- **Control investments** only

## Contact Us

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Email</th>
<th>Phone</th>
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</thead>
<tbody>
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Portfolio Companies

CONSUMER PRODUCTS

**CONSUMER PRODUCTS**

- **Holley**
  - Branded performance products for automotive enthusiasts
  - October 2018
- **GSM Outdoors**
  - Branded accessories for hunting and sport shooting
  - June 2018
- **Cabi**
  - Direct seller of women’s apparel
  - March 2017
- **Quick Weight Loss Centers**
  - Differentiated weight loss management services
  - August 2016
- **Driven**
  - Branded automotive aftermarket performance products
  - September 2015
- **Hollandeef**
  - Designer and manufacturer of basic bedding
  - October 2014
- **Spinlife**
  - Branded craft yarn for knitting enthusiasts
  - Exited 2015

**FOOD & RESTAURANTS / FRANCHISING**

- **Captain D**
  - Franchisor and operator of seafood restaurants
  - December 2017
- **Fazoli’s**
  - Leading Italian fast casual franchise
  - July 2015
- **The Fridays**
  - Global franchisor of casual restaurants
  - July 2014
- **Newk’s Eatery**
  - Fast casual restaurant franchisor
  - March 2014
- **Checkers**
  - Franchisor and operator of quick-service hamburgers
  - Exited 2017
- **Huddle House**
  - Full-service family restaurant franchisor
  - Exited 2017
- **Pizza Hut**
  - Pizza Hut franchisee in southern California
  - Exited 2012

- **Interim Healthcare**
  - Home healthcare services franchisor
  - Exited 2012
- **Massage Envy**
  - Therapeutic massage clinics franchisor
  - Exited 2012
- **Tony Roma’s – Famous for Ribs**
  - Franchisor of casual dining restaurants
  - Exited 2006
- **Falcon Holdings**
  - Church’s Chicken franchisee in Midwest
  - Exited 2005
- **First Sun**
  - Supplier of specialty food ingredients
  - Exited 2005
- **Cottman**
  - Transmission repair services franchisor
  - Exited 2004
- **Taco Bell**
  - Taco Bell franchisee in Minnesota
  - Exited 2000

**HEALTHCARE**

- **MB2 Dental Solutions**
  - General and specialty dental services
  - September 2017
- **AlloTech**
  - General and specialty dental services in Canada
  - December 2016
- **Wellspring Pharmaceutical**
  - Specialty pharmaceutical manufacturer
  - October 2011
- **Wellspring Consumer Healthcare**
  - Over-The-Counter consumer products
  - October 2017
- **Spine and Pain**
  - Interventional pain management services
  - Exited 2017
- **NEDM**
  - General and specialty dental services
  - Exited 2016
- **Hospice Advantage**
  - Certified hospice provider
  - Exited 2015

- **Interim Healthcare**
  - Home healthcare services franchisor
  - Exited 2012
- **ReachOut**
  - Mobile dental services for underserved children
  - Exited 2010
- **Metro Dental Care**
  - General and specialty dental services in Minnesota
  - Exited 2007
- **Waxahachie**
  - General and specialty dental services
  - Exited 2004
Portfolio Companies

INDUSTRIALS

MANUFACTURING / DISTRIBUTION

- **NEKOOSA**
  - Manufacturer of specialty paper and film products
  - Exited 2017

- **SONNY’S**
  - Converyorized car wash systems
  - December 2016

- **LUMINAIRES**
  - Specification-grade lighting fixtures
  - June 2016

- **colson**
  - Industrial casters and wheels
  - April 2012

- **ROTOMETRICS**
  - Precision rotary cutting tools
  - Exited 2018

- **PLAYCORE**
  - Play, park, and recreation products
  - Exited 2017

- **VINTAGE PARTS**
  - Slow moving OEM replacement parts distributor
  - Exited 2015

- **POWER PRODUCTS**
  - Diverse electrical products platform
  - Exited 2016

- **IEP TECHNOLOGIES**
  - Industrial explosion protection products
  - Exited 2015

- **Chase Doors**
  - Made-to-order specialty door systems
  - Exited 2014

- **Midwest Wholesale Hardware**
  - Commercial door hardware distributor
  - Exited 2014

- **Trussbilt**
  - Manufacturer of security products for the corrections market
  - Exited 2014

- **ECII**
  - Regulators and valves for liquefied gases
  - Exited 2013

- **LTi BOYD**
  - Sealing systems for RVs and trucks
  - Exited 2012

- **Chromalox**
  - Precision industrial heating products
  - Exited 2012

- **NIVEL**
  - Aftermarket golf car parts distributor
  - Exited 2007

- **FASLOC**
  - Manufacturer of underground mine roof support systems
  - Exited 2007

- **Allite**
  - Industrial lubrication equipment
  - Exited 2006

AEROSPACE / DEFENSE / GOVERNMENT SERVICES

- **TMM**
  - Relocation services for the U.S. military
  - April 2015

- **Critical Solutions International**
  - Land mine detection systems for the U.S. military
  - February 2011

- **North American Mobile**
  - Tactical life-saving equipment for the U.S. military
  - Exited 2015

BUSINESS SERVICES

- **ubeo**
  - Provider of document management services
  - April 2010

- **revenew**
  - Cost containment and cost recovery services
  - July 2016

- **MARKETPLACE EVENTS**
  - Operator of consumer home and garden shows
  - January 2010

- **CORPORATE VISIONS**
  - Marketing and sales enablement services
  - June 2015

- **The CIN group**
  - Information services for bankruptcy law firms
  - December 1998

- **RS Tech**
  - Infrastructure maintenance services for utilities
  - Exited 2014

- **Kathryne Consultants**
  - Air quality compliance services
  - Exited 2011
## Current Portfolio Companies

<table>
<thead>
<tr>
<th>Company</th>
<th>Add-On Acquisitions of Interest</th>
</tr>
</thead>
<tbody>
<tr>
<td>Altima Dental (Toronto, ON)</td>
<td>Dental service organization in Canada</td>
</tr>
<tr>
<td>cabi (Carson, CA)</td>
<td>Direct marketer of women's apparel</td>
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<td>Captain D's (Nashville, TN)</td>
<td>Franchisor and operator of QSR seafood restaurants</td>
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<tr>
<td>Colson (Oak Brook Terrace, IL)</td>
<td>Global branded manufacturer of casters, wheels, and related hardware products</td>
</tr>
<tr>
<td>Corporate Visions (Reno, NV)</td>
<td>Provider of innovative training and enablement solutions for marketing and sales teams</td>
</tr>
<tr>
<td>Credit Infonet (Dayton, OH)</td>
<td>Provider of information and due diligence services to law firms servicing the consumer bankruptcy market</td>
</tr>
<tr>
<td>Critical Solutions (Charleston, SC)</td>
<td>Supplier of landmine and improvised explosive device detection systems to U.S. and foreign military forces</td>
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<td>Fazoli's (Lexington, KY)</td>
<td>Franchisor and operator of Italian fast casual restaurants</td>
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<td>GSM Outdoors (Grand Prairie, TX)</td>
<td>Provider of branded accessories for hunting, sport shooting, and outdoor enthusiasts</td>
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<td>Hollander (Boca Raton, FL)</td>
<td>North American designer, manufacturer, and marketer of basic bedding products</td>
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<td>Holley (Bowling Green, KY)</td>
<td>Designer and manufacturer of branded performance products for automotive enthusiasts</td>
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<td>Luminaires Group (QC and CA)</td>
<td>North American manufacturer of specification-grade lighting fixtures and related product lines</td>
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<tr>
<td>Marketplace Events (Solon, OH)</td>
<td>Operator of consumer home and garden shows in North America</td>
</tr>
<tr>
<td>MB2 Dental Solutions (Carrolton, TX)</td>
<td>Regional dental service organization</td>
</tr>
<tr>
<td>Nekoosa (Nekoosa, WI)</td>
<td>Manufacturer of specialty paper and film products used in graphics and commercial print markets</td>
</tr>
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<td>Newk's Eatery (Jackson, MS)</td>
<td>Franchisor and operator of fast casual restaurants</td>
</tr>
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<td>Quick Weight Loss Centers (Pompano Beach, FL)</td>
<td>Multistate provider of differentiated weight loss management services</td>
</tr>
<tr>
<td>Revenew (Houston, TX)</td>
<td>Provider of contract compliance auditing and cost recovery services</td>
</tr>
<tr>
<td>SONNY'S Enterprises (Fort Lauderdale, FL)</td>
<td>Worldwide manufacturer of convoyorized car wash systems</td>
</tr>
<tr>
<td>T.G.I. Fridays (Carrollton, TX)</td>
<td>Global franchisor and operator of bar and grill casual dining restaurants</td>
</tr>
<tr>
<td>Total Military Management (Jacksonville, FL)</td>
<td>Provider of relocation services to U.S. military and government personnel</td>
</tr>
<tr>
<td>UBEO (San Antonio, TX)</td>
<td>Provider of document management services</td>
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