

FIRM OVERVIEW

AV Capital is an Austin-based private equity firm that makes control investments in entrepreneur and family-owned middle market companies.

AV Capital's strategy is to partner with talented management teams to transition closely-held middle market companies to institutional ownership and accelerate growth. As relationship-oriented investors, AV Capital brings a patient approach and a long term investment perspective to building market leading companies. Business owners have chosen to partner with AV Capital because of our strong values and culture, our extensive investment experience and network of relationships, and our history of success in supporting our management teams to grow outstanding middle market companies.

LEADERSHIP

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INVESTMENT CRITERIA

TRANSACTION PROFILE

Transaction Type

- Control investments in leveraged acquisition, recapitalization, buy-and-build, carve-out, and growth transactions
- Transition planning for closely-held companies
- Excel in 'right-fit partner' situations

Transaction Size

- Ability for AV Capital to invest \$15-75 million of equity per platform

Capitalization

- Modest use of leverage to enhance returns and support growth
- Meaningful management rollover to align incentives

COMPANY PROFILE

Company Type

- Headquartered in the U.S. or Canada
- EBITDA of \$4-25 million, 10+% EBITDA margins
- Focus on entrepreneur and family-owned niche manufacturing, business services, and specialty distribution companies

Preferred End Markets

- Commercial & Industrial
- Construction & Infrastructure
- Energy & Utilities
- Plastics & Packaging
- Chemicals
- Aerospace & Defense
- Healthcare
- Outsourced Services

Company Situation

- Differentiated & sustainable competitive position
- Led by experienced executives with a history of impressive operating performance
- Deep customer relationships with a reputation for high quality products and services
- Favorable growth prospects

AV CAPITAL INVESTMENTS



American Insulated Glass
Glass Fabrication and Distribution
Atlanta, GA (October 2017)



Kovach Building Enclosures
Building Enclosure Design, Manufacturing and Installation
Chandler, AZ (December 2015)

PRIOR FUND INVESTMENTS



Surveying and Mapping
Surveying, Mapping, and Geo-Spatial Solutions
Austin, TX (February 2014)



BenefitMall
Employee Benefits and Payroll Processing Solutions
Dallas, TX (May 2012)



Magnablend (Acquired by Univar)
Custom Chemical Manufacturing, Blending, and Packaging
Waxahachie, TX (May 2011 – December 2012)



ENTACT Environmental Services (Acquired by the Pritzker Group)
Environmental Remediation and Construction Services
Grapevine, TX (September 2010 – June 2015)



Sterling Foods (Acquired by Cotton Creek Capital)
Specialty Bakery Products
San Antonio, TX (December 2008 – April 2016)



Delta Rigging & Tools (Acquired by Bishop Lifting)
Lifting Equipment and Rigging Solutions
Pearland, TX (August 2008 – March 2014)



M&M Manufacturing (Acquired by MiTek)
HVAC Product Manufacturing
Fort Worth, TX (June 2007 – February 2015)



Orion Marine Group (NYSE: ORN)
Marine Construction and Specialty Services
Houston, TX (October 2004 – May 2007)



Southern Star Concrete (Acquired by Argos)
Ready-Mix Concrete
Irving, TX (July 2003 – November 2005)



Associated Materials (Acquired by Investcorp)
Residential Building Products
Akron, Ohio (April 2002 – December 2004)