

# 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**

### Vernon Bryant

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#### Dave Alter

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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 (Acquired by The Carlyle Group)

Employee Benefits and Payroll Processing Solutions Dallas, TX (May 2012 – December 2017)

### 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)