



Overview

Linsalata Capital Partners ("LinCap") was founded in 1984. Our 113 acquisitions, with combined transaction value of nearly \$4.0 billion have made Linsalata Capital Partners a leading lower middle market buyout firm. Through a progression of seven funds, we have raised more than \$1.4 billion of equity capital from our institutional and individual investors. Linsalata Capital Partners Fund VI, LP raised \$427 million in 2011.

We have a track record that spans over 30 years in accelerating the growth of lower middle market companies. A key tenet of our strategy is the complementary skills and significant experience in operations, management and principal investing resident within the firm.

Fund History

- Edgecliff (1983)
 - \$3 million in equity capital raised
 - Exited 5 out of 5 portfolio companies
- LinCap I (1990)
 - \$13.3 million in equity capital raised
 - Exited 2 out of 2 portfolio companies
- LinCap II (1995)
 - \$45.3 million in equity capital raised
 - Exited 7 out of 7 portfolio companies
- LinCap III (1998)
 - \$173.5 million in equity capital raised
 - Exited 6 out of 6 portfolio companies
- LinCap IV (2000)
 - \$331.5 million in equity capital raised
 - Exited 11 out of 11 portfolio companies
- LinCap V (2005)
 - \$425 million in equity capital raised
 - Exited 9 out of 12 portfolio companies
- LinCap VI (2011)
 - \$427 million in equity capital raised
 - Exited 1 out of 7 portfolio companies

Current Portfolio

- Niche Apparel
 - Manhattan Beachwear Inc.
- Automotive Aftermarket
 - RANDYS Worldwide Automotive
- Building Products
 - Happy Floors
 - Wellborn Forest Products, Inc.
- Business Services
 - Excell Marketing & Procurement Group
 - Glynlyon, Inc.
- Food and Beverage
 - Hospitality Mints, Inc.
- Healthcare
 - Home Helpers
- Oil & Gas Services
 - Signature Systems Group

Investment Parameters

Our acquisition targets are characterized by the presence of strong management teams, the prospects of solid growth opportunities and a history of consistent financial performance.

- Platform Size
- \$5 - \$20 million of EBITDA
 - Up to \$200 million in enterprise value
 - \$15 - \$50 million of equity

Industry Sectors of Interest

Industrial

- Aerospace & defense
- Aftermarket product & services
- Automotive aftermarket
- Building products
- Contract manufacturing services
- Health and safety products
- Industrial products
- Infrastructure products
- Packaging

Consumer

- Consumer packaged goods
- Direct marketing
- Enthusiast consumer
- Food & beverage
- Food service equipment
- Home furnishing/décor
- Home improvement products
- Outdoor/garden living
- Pet products & services

Service Businesses

- Business services
- Education/training
- Health & safety products
- Health care services & outsourcing

Professionals

- | | |
|--------------------|---|
| Frank N. Linsalata | Founder & Senior Partner |
| Stephen B. Perry | Senior Managing Director & Senior Partner |
| Gregory L. Taber | Senior Managing Director |
| Daniel L. DeSantis | Managing Director |
| Murad A. Beg | Managing Director |
| Jeffrey S. Wahl | Managing Director & Operating Partner |
| Kurtis P. Zabell | Vice President – Finance & CCO |
| Michael S. Henry | Associate |

