



## ABOUT TECUM CAPITAL PARTNERS

# \$750MM

Assets under management

# \$265MM

SBIC Fund II (Vintage 2017)

# 15

Platform Investments within SBIC Fund II

# 80+

Transactions since 2006

# \$5-20MM

Target investment size

# 75+

Combined years of investment experience

## We Are Committed to Building Long-Term Relationships

### WHO WE ARE

With over \$750 million of assets under management, Tecum Capital is a Pittsburgh, Pennsylvania based investment firm deploying private capital in lower middle market companies. Tecum provides mezzanine debt and equity investments across a variety of industries. Our team partners with independent sponsors, family offices, committed funds, business owners seeking succession plans, and management teams to create shared success. Since 2006, the team has invested in over 80 platforms and add-on acquisitions.

### Investment Criteria

- EBITDA: \$2 to \$15 million
- EBITDA Margin: > 10%
- Gross Margin: > 30%
- Gross Leverage: < 4.0x EBITDA
- Geography: Primary operations in the United States
- Hold Period: Up to seven years

### Industry Focus

- Building Products
- Business Services
- Consumer-Oriented
- Healthcare Services
- Industrial Services
- Precision Manufacturing
- Transportation & Logistics
- Value-Added Distribution

### Transaction Types

- Acquisition Financing
- Corporate Divestitures
- Family Wealth Transfer
- Growth Capital
- Leverage Buyouts (LBOs)
- Management Buyouts (MBOs)
- Minority Recapitalizations

### Company Characteristics

- Committed Management Team
- Differentiated Product or Service
- Diversified Customer Base
- Identifiable Growth Opportunities
- Stable, Long-Term Industry Fundamentals

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**Tecum = We Are With You.**

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		<b>Allegheny Performance Plastics</b> <i>Pennsylvania</i> Manufacturer of thermoplastic plastic products			<b>Gilman Cheese Corporation</b> <i>Wisconsin</i> Leading manufacturer of premium processed cheeses
SEEKING ADD-ON		<b>Bandon Holdings</b> <i>Texas</i> Multi-Club Anytime Fitness Franchisee			<b>Hometown Hospice &amp; Homecare</b> <i>Wisconsin</i> Home healthcare & hospice services
SEEKING ADD-ON		<b>BICO Steel</b> <i>Ohio</i> Value-added processor and distributor of carbon, alloy, and tool steel			<b>Hoodmart</b> <i>Ohio</i> Manufacturer, value-added distributor of commercial kitchen equipment
SEEKING ADD-ON		<b>Bolts &amp; Nuts</b> <i>Tennessee</i> Distributor of bolts, fasteners & MRO supplies			<b>Kitchen Cabinet Distributors</b> <i>North Carolina</i> Value-added distributor of residential cabinetry
SEEKING ADD-ON		<b>BP Express</b> <i>Tennessee</i> Intermodal drayage provider			<b>Mail Communications Group</b> <i>Iowa</i> Mail processing and related services
SEEKING ADD-ON		<b>Clio Holdings</b> <i>Michigan</i> Industry leading supplier and fabricator of residential countertops			<b>Marwin</b> <i>South Carolina</i> Building products manufacturer
SEEKING ADD-ON		<b>Connecticut Electric</b> <i>Indiana</i> Manufacturer of circuit breakers for legacy electric service panels			<b>National Power Corporation</b> <i>North Carolina</i> Service and OEM equipment provider of backup power solutions with a focus on DC power and industrial generators
SEEKING ADD-ON		<b>Convenience Valet</b> <i>Illinois</i> Value-added distributor of trial and travel-size consumer products			<b>Primetac</b> <i>New Jersey</i> Distributor of pressure sensitive tapes & stretch films for industrial packaging applications
SEEKING ADD-ON		<b>Converged Security Systems</b> <i>Virginia</i> Provider of Integrated Physical and Cyber Security Solutions			<b>Sentrics</b> <i>Oklahoma</i> Provider of life safety monitoring solutions
SEEKING ADD-ON		<b>Fluence Automation</b> <i>Illinois</i> Mail and parcel sorting systems solutions company			<b>Tier1, Inc.</b> <i>Pennsylvania</i> Technology services firm for ERP, cloud hosting, & managed services
SEEKING ADD-ON		<b>FSC Lighting</b> <i>California</i> Value added-distributor and manufacturer of LED lighting solutions			<b>USA Millwork</b> <i>Colorado</i> Leading manufacturer of premium custom commercial millwork

## RECENT PORTFOLIO ACTIVITY

	Acquired by			Acquired by			Acquired by	
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