



**PRIVATE CAPITAL RESEARCH LLC**  
 CLIENT CRITERIA SUMMARY AS OF Q3 2011

TYPE	CLIENT LOCATION	STRUCTURE	FINANCIAL REQUIREMENTS	INDUSTRY	REPRESENTATIVE DEALS
Private Equity Sponsor with Committed Fund	New York	Control	\$40 – 200mm Revenue \$8 – 30mm EBITDA 13%+ EBITDA Margins	Generalists; Specialty Financial Services; Pet Care/Veterinary Care; Food and related.	Financial advisor/asset manager to state and local governments; shelf stable bakery products for the military; dining and entertainment cruises; promotional products marketing company
Private Equity Investment Company/Family Office	Mid-Atlantic	Control/Preference for 100%	\$15 – 250mm Revenues \$3 – 25mm EBITDA	Branded durable and non-durable consumer products	A worldwide manufacturer and supplier of branded, operatory products and services for dental health professionals, A leading manufacturer of branded gardening, landscaping and turf care equipment
Private Equity Sponsor/ESOP Holding Company	Mid-Atlantic	Control/ At least 80% for ESOP Structure	\$15 – 150mm Revenues \$2 – 20mm EBITDA ESOP and non-ESOP Companies	Manufacturing Value-added distribution, Safety, Infrastructure	Concrete pole manufacturer; PVC pipe manufacturer; traffic control enclosure manufacturer; industrial air/gas blower and vacuum manufacturer; Electronic Manufacturing Services (EMS) company
Private Equity Sponsor with Committed Fund	Mid-Atlantic	Control	\$25mm Minimum Revenues \$3 – 15mm EBITDA 10% EBITDA Margins	Domestic Niche Manufacturing, Engineered Products	Water purification and heat transfer solutions provider; manufacturer of tactical shelters; specialty engineered bridge components; specialty hydraulic hose systems.
Private Equity Investment Company/Family Office	Mid-Atlantic	Control	\$15 – 100mm Enterprise Value \$2 – 15mm EBITDA	Manufacturing, Distribution, Business Services	Security alarm contract funding/system installation and maintenance; military and student housing; mortgage servicing
Private Equity Investment Company/Family Office	New York	Control	\$15 – 100mm Revenues \$2 – 15mm EBITDA Up to \$75mm TEV	Manufacturing, value-added distribution, infrastructure, services businesses.	Supplier of air condensers to auto aftermarket, distributor of anchors, chain, & wire rope to shipping & oil and gas and industries, manufacturer of commercial and naval mooring hardware(chain, anchors, fittings)
Private Equity Sponsor With Committed Fund	Mid-West	Control	\$5 – \$25mm Historical EBITDA	Business Services, Consumer, Financial services, Healthcare services, Industrial and Infrastructure Services, Marketing Media and Information and Technology Services	Outsourced Janitorial Services Company, Information Services Company, Federal Government IT Contractor, Computer Maintenance Provider, Skilled Nursing and Assisted Living Services Provider
Private Equity Sponsor with Committed Fund	Mid-Atlantic	Control/ Non-Control	\$10 – 75mm Revenues \$3 – 10mm Investments	Consumer Services & Product Manufacturing Business Services & Products Mfg.	Special event digital photography; Provider of OEM and remanufactured parts, distributor & installer of floor coverings to government, outsourced management of U.S. military household relocations, POS retailer automation
Corporate Client	Mid-Atlantic	100% ownership preferred with some flexibility Asset purchase preferred	\$5 – 20mm Revenues \$1 – 4mm Historical EBITDA 10% EBITDA Margins	Ball and Roller Bearing Manufacturing; Engine, Turbine and Power Transmission Equipment Manufacturing; Mechanical Power Transmission Equipment Manufacturing	Description of Company: A world leading manufacturer of both custom and pre-engineered bearings.