



PRIVATE CAPITAL RESEARCH, LLC
 CLIENT CRITERIA SUMMARY AS OF Q2 2010

TYPE	CLIENT LOCATION	STRUCTURE	FINANCIAL REQUIREMENTS	INDUSTRY	REPRESENTATIVE DEALS
Private Equity Group	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 Group	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 products/support – retailer automation
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 Group	Mid-Atlantic	Control	\$25 – 100mm Revenues \$5 – 15mm EBITDA	Manufacturing, Distribution, Niche Business & Maintenance Services	Pre-K – 12 th education publishing, specialty chemical distribution, manufacturer/distributor of tapes and films, communications & marketing firm.
Private Equity Sponsor/ Family Office	Mid-Atlantic	Control/ Non-Control	\$10 – 50mm Revenues \$2 – 6mm EBITDA	Consumer Products/Multi-Location Retail Light Manufacturing Internet Businesses	Food & beverage franchisor; bowling equipment manufacturer; bicycle accessories retailer; home fitness equipment manufacturer; consumer bathroom products manufacturer
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 Investment/Special Purpose Firm	New York	100% Control Preferable, No less than 80%	\$30 – 200mm Revenue \$3 – 30mm EBITDA 15%+ EBITDA Margins	Infrastructure maintenance & services, utility & energy services, government sectors	Principal has significant institutional knowledge in the communication infrastructure services and utility services
Private Equity Investment Company/ Family Office	New York	Control	\$25 – 100mm Revenues \$5 – 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)

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