EXPERIENCED INVESTORS. TRUSTED PARTNERS.

Align Capital Partners (ACP) is a growth-oriented private equity firm making control investments in lower middle market companies across North America. ACP brings larger firm execution experience and resources to help companies accelerate their growth.

**Dedicated to the LMM**
Tailored approach to companies with ≤3-15mm EBITDA or < ≤150mm EV

**Experienced Investors**
Completed 100+ investments

**Committed Capital**
$775 million assets under management targeting $15-50mm equity per platform

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**PLATFORM ATTRIBUTES**

- Actionable organic growth / add-on prospects
- Recurring demand products or services
- Niche leadership / differentiation
- 30% + gross margins / 15% + EBITDA margins

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**PREFERRED INDUSTRIES**

- **Business Services**
  - Business Process Outsourcing
  - Environmental Services
  - Facility and Residential Maintenance
  - Utility Services

- **Technology**
  - Tech-Enabled Services (TES)
  - Vertical SaaS Solutions
  - Data Analytics and Monitoring Services
  - Cybersecurity

- **Niche Manufacturing & Distribution**
  - Aftermarket, Consumable, or MRO Products
  - Contract Manufacturing
  - Engineered Components

- **Healthcare**
  - Medical Products (Class I or II)
  - Outsourced Services
  - Healthcare IT

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**TARGETED SECTORS**

- **TES / Software for State and Local Govts**
- **Enterprise Software for Technician-based Service Companies**
- **Flow Control**
- **Food Ingredients / Personal Care Manufacturing**
- **Veterinary Services**
- **Dental Practice Management**
- **Tech-Enabled Outsourcing**

Contact Us

**STEVE DYKE**
Managing Partner
216.505.8667
sdyke@aligncp.com

**CHRIS JONES**
Managing Partner
216.505.8645
cjones@aligncp.com

**ROB LANGLEY**
Managing Partner
214.780.0851
rlangley@aligncp.com

**KATIE NOGGLE**
Business Development
216.505.6463
knoggle@aligncp.com
<table>
<thead>
<tr>
<th>Company</th>
<th>Industry</th>
<th>Description</th>
<th>Location</th>
<th>Exit Date</th>
<th>Criteria</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alliance</td>
<td>Environmental Services</td>
<td>Provider of source emissions testing and leak detection and repair services to industrial facilities in the United States.</td>
<td>Decatur, AL</td>
<td>Oct 2016</td>
<td>ADD-ONS (11 CLOSED)</td>
</tr>
<tr>
<td>Barrow-Agee Laboratories, LLC</td>
<td>Food and Ingredient Testing</td>
<td>Provider of food safety and testing solutions to food, ingredient, and feed manufacturers, suppliers, and distributors.</td>
<td>Memphis, TN</td>
<td>Dec 2017</td>
<td>ADD-ONS (1 CLOSED)</td>
</tr>
<tr>
<td>Concorde Veterinary Group</td>
<td>Animal Health Products</td>
<td>Custom formulator and contract manufacturer of nutritional supplements, dermatological, and grooming products for companion animals.</td>
<td>Miami, FL</td>
<td>March 2021</td>
<td>ADD-ONS (6 CLOSED)</td>
</tr>
<tr>
<td>ESource</td>
<td>Utility Market Intelligence</td>
<td>Provider of predictive analytics, market research, benchmarking data, and consulting services for utilities.</td>
<td>Boulder, CO</td>
<td>June 2019</td>
<td>ADD-ONS (5 CLOSED)</td>
</tr>
<tr>
<td>Protegis Fire &amp; Safety</td>
<td>Fire and Life Safety</td>
<td>National provider of fire and life safety services for commercial facilities. Protegis also has a parts business that allows it to service and supply both new and legacy systems.</td>
<td>Cleveland, OH</td>
<td>Dec 2017</td>
<td>ADD-ONS (5 CLOSED)</td>
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<tr>
<td>ipromoteu</td>
<td>Tech-Enabled Outsourced Services</td>
<td>Tech-enabled, specialty distributor of elastomer O-rings, gaskets, and other performance seals and products.</td>
<td>Wayland, MA</td>
<td>Sept 2018</td>
<td>ADD-ONS (1 CLOSED)</td>
</tr>
<tr>
<td>MARCO Rubber &amp; Plastics</td>
<td>Specialty Sealing Products</td>
<td>Tech-enabled, specialty distributor of elastomer O-rings, gaskets, and other performance seals and products.</td>
<td>Seabrook, NH</td>
<td>Feb 2020</td>
<td>ADD-ONS (6 CLOSED)</td>
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<tr>
<td>PleatcoFiltration</td>
<td>Filtration</td>
<td>Provider of replacement filter cartridges to the pool/spa and industrial air markets across North America and Europe.</td>
<td>Louisville, KY</td>
<td>June 2017</td>
<td>ADD-ONS (5 CLOSED)</td>
</tr>
<tr>
<td>Protegis Elevator Maintenance Services</td>
<td>Elevator Maintenance Services</td>
<td>Independent union provider of preventative maintenance, repair, and modernization for elevators and escalators.</td>
<td>Fort Worth, TX</td>
<td>Sept 2019</td>
<td>ADD-ONS (2 CLOSED)</td>
</tr>
<tr>
<td>VetEvolve</td>
<td>Veterinary Services</td>
<td>Practice management company providing companion animal veterinary, emergency, and boarding services through its partner clinics.</td>
<td>Richmond, VA</td>
<td>March 2020</td>
<td>ADD-ONS (6 CLOSED)</td>
</tr>
<tr>
<td>Williams Marston</td>
<td>Professional Services</td>
<td>Specialized management consulting and accounting advisory firm serving public, private equity-backed, and pre-IPO companies.</td>
<td>Boston, MA</td>
<td>July 2020</td>
<td>ADD-ONS (2 CLOSED)</td>
</tr>
</tbody>
</table>

ADD-ONS: Specialized investments that align with the firm's core competencies and strategic focus areas.