

STERLING

INVESTMENT PARTNERS

28+ Yrs

\$1.5B

\$15.8B

\$75-200M

160+

Founded in 1991

In Fund Commitments

In Gross Transaction Value

Equity Investment Per Transaction

Transactions

Typical Financial Characteristics

\$100M - \$500M

REVENUE

Demonstrated strong free cash flow generation

\$15M - \$40M

EBITDA

Attractive returns on invested capital

\$150M - \$400M

ENTERPRISE VALUE

Add-on acquisitions of any size

Targeted Business Characteristics

Competitive Advantages

- Market leadership
- Delivery of differentiated products or services
- Utilizing technology and the internet to create competitive advantages
- Scale
- Significant barriers to entry
- Ability to compete on a basis other than price



Prospects for Value Creation

- Organic growth from industry growth "tailwind", market share gains or product line and geographic expansion
- Add-on acquisitions of any size
- Actionable opportunities for operating improvements
- Scalable business model

Risk Management / Downside Protection

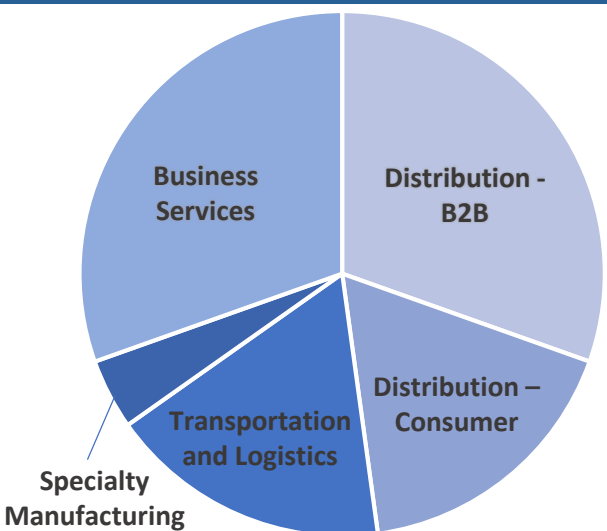
- Essential products or services
- Recurring customer demand
- Diversified customer and supplier base
- Stability of revenue and profitability

Management

- Emotionally and financially committed managers
- Vision and desire to move businesses to the next level



Industry Focus



Select Investments



Contact Us

M. William Macey, Jr. Douglas L. Newhouse Charles W. Santoro

Michael A. Barr William P. Russell, Jr.

Joseph Gault David H. Kahn James W. Soldano Susan K. Staub David Strider Amy L. Weisman Dan Yu

(203) 226 8711 www.sterlinglp.com 285 Riverside Avenue, Suite 300, Westport, CT 06880

Recent Sterling Investment Partners Transactions

Platform Investments					
 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 
January 2019	September 2017	February 2017	August 2015	May 2015	October 2014
Add-On Acquisitions					
 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 
January 2019	October 2018	October 2018	February 2018	August 2017	June 2017
 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 	 HAS DEVELOPMENT RIGHTS WITH 	 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 
June 2017	April 2017	December 2016	September 2016	September 2016	September 2016
 HAS BEEN ACQUIRED BY 	 Penny Vision, LLC HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 	 HAS BEEN ACQUIRED BY 
February 2016	January 2016	August 2015	May 2015	May 2015	January 2015