

# STERLING

INVESTMENT PARTNERS

28+ Yrs

Founded in 1991

\$1.5B

In Fund Commitments

\$15.8B

In Gross Transaction Value

\$75-200M

Equity Investment Per Transaction

160+

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

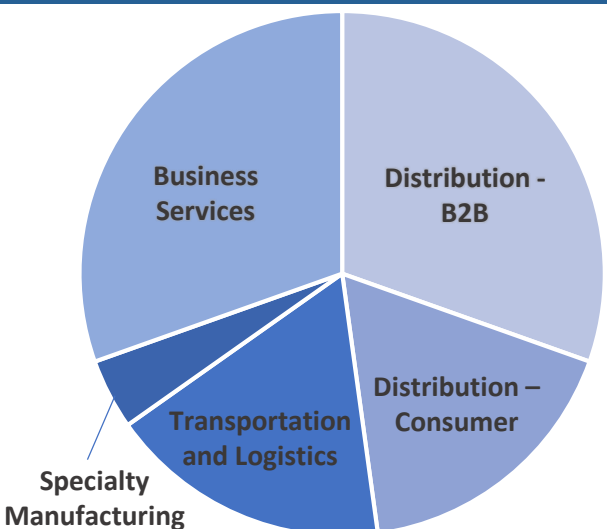
- Essential products or services
- Recurring customer demand
- Diversified customer and supplier base
- Stability of revenue and profitability

### Management

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



## Industry Focus



## Select Investments



## Contact Us

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## Recent Sterling Investment Partners Transactions

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