

STERLING

INVESTMENT PARTNERS

28+ Yrs \$2.0 Billion \$17.2 Billion \$75-150 Million 170+

Founded in 1991 Invested Across 35 Investments In Gross Transaction Value Equity Investment Per Transaction Transactions

Typical Financial Characteristics

\$50M - \$500M

REVENUE

Demonstrated strong free cash flow generation

\$15M - \$50M

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
- Industry leadership in utilization of technology and the internet
- 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

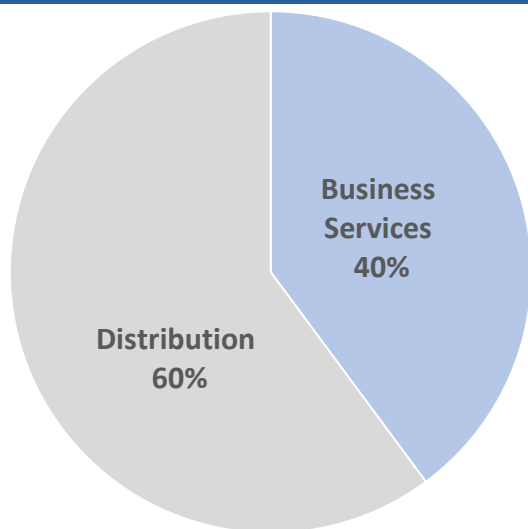
Management

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

Risk Management / Downside Protection

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

Industry Focus



Select Investments



Contact Us

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Recent Sterling Investment Partners Transactions

Platform Investments					
 H HEARTLAND HAS BEEN ACQUIRED BY August 2019	 m marcone HAS BEEN ACQUIRED BY January 2019	 ALL MY SONS MOVING & STORAGE HAS BEEN ACQUIRED BY September 2017	 BELNICK HAS BEEN ACQUIRED BY February 2017	 Aurora PARTS & SERVICE NETWORK HAS BEEN ACQUIRED BY August 2015	 POWERSTOP HAS BEEN ACQUIRED BY May 2015
Add-On Acquisitions					
 SNOWMEN HAS BEEN ACQUIRED BY H HEARTLAND December 2019	 Landscape Concepts Management HAS BEEN ACQUIRED BY H HEARTLAND December 2019	 HLS Heritage Landscape Services An affiliate of K T Enterprises, Inc. HAS BEEN ACQUIRED BY H HEARTLAND December 2019	 Classroom Essentials ONLINE HAS BEEN ACQUIRED BY BELNICK January 2019	 RMS Heagy HAS BEEN ACQUIRED BY LIPARI October 2018	 Jerusalem Foods HAS BEEN ACQUIRED BY LIPARI October 2018
 JIM'S CHEESE HAS BEEN ACQUIRED BY LIPARI February 2018	 Dairy Fresh HAS BEEN ACQUIRED BY LIPARI August 2017	 CAS HAS BEEN ACQUIRED BY ServiceLogic Building Efficiency and Sustainability June 2017	 KERNEY ASSOCIATES, INC. HAS BEEN ACQUIRED BY ServiceLogic Building Efficiency and Sustainability June 2017	 CCM HVAC Services HAS BEEN ACQUIRED BY ServiceLogic Building Efficiency and Sustainability April 2017	 McE's HAS DEVELOPMENT RIGHTS WITH AMERICAN WEST RESTAURANT GROUP December 2016
 TSI Thornton Service, Inc. HAS BEEN ACQUIRED BY ServiceLogic Building Efficiency and Sustainability September 2016	 WEBS WEBSTER ENERGY AND BUILDING SOLUTIONS, L.L.C. HAS BEEN ACQUIRED BY ServiceLogic Building Efficiency and Sustainability September 2016	 TENCON Heating & C-Climate Solutions HAS BEEN ACQUIRED BY ServiceLogic Building Efficiency and Sustainability September 2016	 LEO A. DICK & SONS Fine Specialty Foods Since 1922 HAS BEEN ACQUIRED BY LIPARI February 2016	 Pizza Hut Penny Vision, LLC HAS BEEN ACQUIRED BY AMERICAN WEST RESTAURANT GROUP January 2016	 MODERN Heating & Air Conditioning HAS BEEN ACQUIRED BY ServiceLogic Building Efficiency and Sustainability August 2015