

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

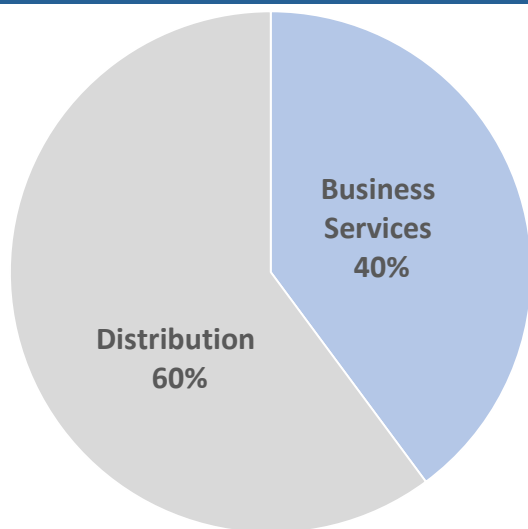
Risk Management / Downside Protection

- 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					
 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					
 Classroom Essentials ONLINE HAS BEEN ACQUIRED BY  January 2019	 RMC Hoagy FOODS HAS BEEN ACQUIRED BY  October 2018	 Jerusalem Foods EST. 1970 HAS BEEN ACQUIRED BY  October 2018	 JIM'S CHEESE HAS BEEN ACQUIRED BY  February 2018	 Dairy Fresh BRAND HAS BEEN ACQUIRED BY  August 2017	 CAS HAS BEEN ACQUIRED BY  June 2017
 KERNY & ASSOCIATES, INC. HAS BEEN ACQUIRED BY  June 2017	 CCM HVAC Services HAS BEEN ACQUIRED BY  April 2017	 Mc's HAS DEVELOPMENT RIGHTS WITH  AMERICAN WEST RESTAURANT GROUP December 2016	 TSI Thornton Service, Inc. HAS BEEN ACQUIRED BY  September 2016	 WEBS WEBSTER ENERGY AND BUILDING SOLUTIONS, L.L.C. HAS BEEN ACQUIRED BY  September 2016	 TENCON Heating / A/C / Cooling Solutions HAS BEEN ACQUIRED BY  September 2016
 LEO A. DICK & SONS Fine Specialty Foods Since 1922 HAS BEEN ACQUIRED BY  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  August 2015	 HPM HIGH PLAINS MECHANICAL SERVICE, INC. HAS BEEN ACQUIRED BY  May 2015	 NATIONAL HVAC SERVICE HAS BEEN ACQUIRED BY  May 2015	 Clover Mountain FOODS, LLC HAS BEEN ACQUIRED BY  January 2015