

STERLING

INVESTMENT PARTNERS

25+ Yrs

Founded in 1991

\$1.5B

In Fund Commitments

\$13.9B

In Gross Transaction Value

140+

Transactions

Typical Financial Characteristics

\$100M - \$500M

REVENUE

Demonstrated strong free cash flow generation

\$10M - \$40M

EBITDA

Attractive returns on invested capital

\$100M - \$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

Management

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

Prospects for Value Creation

- Organic growth, acquisitions, or product line and geographic expansion
- Industry growth "tailwind"
- Actionable opportunities for operating improvements
- Scalable business models

Risk Management / Downside Protection

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

Industry Focus

Consumer

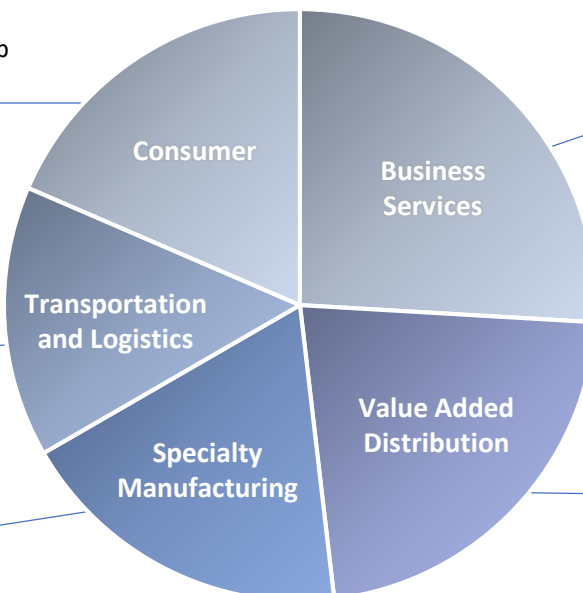
- American West Restaurant Group
- Belnick
- Euro Outlet Malls
- Fairway Market
- Power Stop

Transportation and Logistics

- All My Sons Moving and Storage
- Kenan Advantage Group
- Lazer Spot
- Tidewater Barge Lines
- U.S. Shipping

Specialty Manufacturing

- Aavid Thermal Technologies
- American Buildings Company
- Cambridge International
- GPX International Tire
- Shape Technologies



Business Services

- The CBORD Group
- CRA
- Miller Heiman
- Service Logic
- Survey Sampling International
- U.S. Maintenance
- Washington Inventory Service

Value Added Distribution

- Aurora Parts and Accessories
- Excelligence Learning
- FCX Performance
- Interline Brands
- Lipari Foods
- Parts Plus Group

Contact Us

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Recent Sterling Investment Partners Transactions

Platform Investments					
 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 
September 2017	February 2017	August 2015	May 2015	October 2014	December 2012
Add-On Acquisitions					
 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS DEVELOPMENT RIGHTS WITH</p> 	 <p>HAS BEEN ACQUIRED BY</p> 
August 2017	June 2017	June 2017	April 2017	December 2016	September 2016
 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 	 <p>Penny Vision, LLC</p> <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 
September 2016	September 2016	February 2016	January 2016	August 2015	May 2015
 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 	 <p>HAS BEEN ACQUIRED BY</p> 
May 2015	January 2015	December 2014	December 2014	November 2014	June 2014