

STERLING

INVESTMENT PARTNERS

29+ Yrs

\$2.1 Billion

\$17.5 Billion

\$75-150 Million

170+

Founded in 1991 Invested Across 36 Investments In Gross Transaction Value Equity Investment Per Transaction Transactions

Typical Financial Characteristics

\$50M - \$500M

REVENUE

Dem onstrated 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

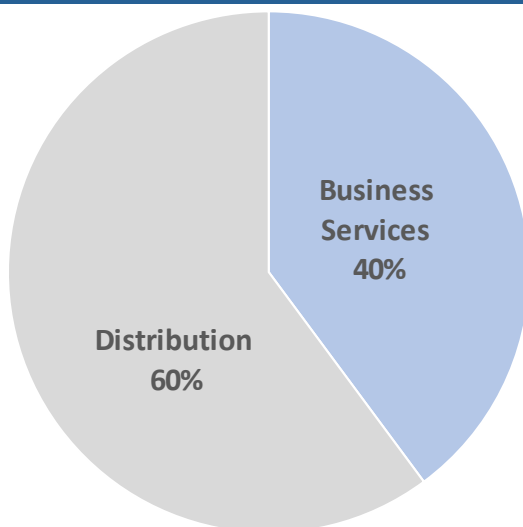
Risk Management / Downside Protection

- 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

M. William Macey, Jr. Charles W. Santoro Douglas L. Newhouse Michael A. Barr
Joseph Gault James W. Soldano David Strider Dan Yu Harrison Finkelstein
Ethan Michaeli Carl Reid David H. Kahn Amy L. Weisman Susan K. Staub

(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  April 2020	 HAS BEEN ACQUIRED BY  August 2019	 HAS BEEN ACQUIRED BY  January 2019	 HAS BEEN ACQUIRED BY  September 2017	 HAS BEEN ACQUIRED BY  February 2017	 HAS BEEN ACQUIRED BY  August 2015
Add-On Acquisitions					
 HAS BEEN ACQUIRED BY  December 2019	 HAS BEEN ACQUIRED BY  December 2019	 HAS BEEN ACQUIRED BY  December 2019	 HAS BEEN ACQUIRED BY  January 2019	 HAS BEEN ACQUIRED BY  October 2018	 HAS BEEN ACQUIRED BY  October 2018
 HAS BEEN ACQUIRED BY  February 2018	 HAS BEEN ACQUIRED BY  August 2017	 HAS BEEN ACQUIRED BY  June 2017	 HAS BEEN ACQUIRED BY  June 2017	 HAS BEEN ACQUIRED BY  April 2017	 HAS DEVELOPMENT RIGHTS WITH  December 2016
 HAS BEEN ACQUIRED BY  September 2016	 HAS BEEN ACQUIRED BY  September 2016	 HAS BEEN ACQUIRED BY  September 2016	 HAS BEEN ACQUIRED BY  February 2016	 Penny Vision, LLC HAS BEEN ACQUIRED BY  January 2016	 HAS BEEN ACQUIRED BY  August 2015