

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

# Typical Financial Characteristics

\$50<sup>M</sup> - \$500<sup>M</sup> **REVENUE** 

Dem on strated strong free cash flow generation

Attractive returns on invested capital

**ENTERPRISE VALUE** 

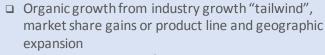
Add-on acquisitions of any size

## **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**



- Add-on acquisitions of any size
- Actionable opportunities for operating improvements
- Scalable business model

Management



Vision and desire to move businesses to the next level

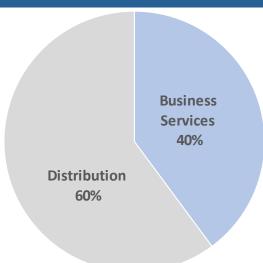


### **Risk Management / Downside Protection**

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

# **Industry Focus**

# **Select Investments**











































#### Contact Us

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					
AIMS COMPANIES	HEARTLAND	marcone	MY SONS	BELNICK	AUTOTA  PARTS & SERVICE NETWORK
HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY
STERLING	STERLING	STERLING	STERLING	STERLING	STERLING
April 2020	August 2019	January 2019	September 2017	February 2017	August 2015
Add-On Acquisitions					
<u>en@wmen</u>	Landscape Concepts Management	Helitage Landscape Services An affiliate of & T Enterprises, Inc.	Classroom Essentials	THEORY SECURITY  ON HIT HEARY  FROM FOOD OF	Jerusalem Foods
HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY
HEARTLAND	HEARTLAND	HEARTLAND	BELNICK	LIPARI	LIPARI
December 2019	December 2019	December 2019	January 2019	October 2018	October 2018
JIM'S CHEESE	Dairy Fresh	CAS		HVAC Services	Mess
HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY	HAS DEVELOPMENT RIGHTS WITH
LIPARI	LIPARI	Service Logic  Building Efficiency and Solidaniability	Service Logic  Building Efficiency and Sustainability	Service Logic building Efficiency and Social healthy	AMERICAN WEST
February 2018	August 2017	June 2017	June 2017	April 2017	December 2016
TSI Thornton Service, Inc.  HAS BEEN ACQUIRED BY	WEBS WEBSTER ENERGY AND BUILDING SOLUTIONS, L.L.C. HAS BEEN ACQUIRED BY	HAS BEEN ACQUIRED BY	Fine Specialty Foods Since 1922  HAS BEEN ACQUIRED BY	Penny Vision, LLC  HAS BEEN  ACQUIRED BY	Heating & Air Conditioning  HAS BEEN  ACQUIRED BY
Service Logic building Efficiency and Sustainability	Service Logic building Efficiency and Santainability	Service Logic building Efficiency and Sustainability	LIPARI	AMERICAN WEST	Service Logic  building Efficiency and Socialmobility
September 2016	September 2016	September 2016	February 2016	January 2016	August 2015