

HELPING BUSINESSES SUCCESSFULLY NAVIGATE THE ROAD AHEAD

We are a partnership-oriented private equity investor dedicated to providing patient capital to support and supplement the vision of the owners and management teams of strong performing businesses. Our overarching objective is to help our portfolio companies successfully navigate the road ahead with strategic, operational and financial guidance that will accelerate growth.

OUR GUIDING PRINCIPLES

- SUPPORT** the next phase of growth
- ENJOY** the journey
- Leave a lasting **POSITIVE** impact

\$712 MILLION COMMITTED CAPITAL

1997 YEAR FOUNDED

\$230 MILLION FUND IV RAISED 2019

45+ PLATFORM INVESTMENTS

TRANSACTION CRITERIA

- EBITDA of \$2–8 million
- Enterprise values of \$20–100 million
- Minimum gross / EBITDA margin targets of ~30% / ~15%
- First institutional capital
- Meaningful owner/management rollover

INVESTMENT CHARACTERISTICS

- Proven, experienced leadership
- History of profitable growth and identified future opportunities
- Sticky, repeat customer relationships
- Recurring revenue and sustainable cash flow
- Potential for accretive add-ons

WE INVEST CONTROL EQUITY IN:

- Owner-driven recapitalizations
- Management buyouts
- Corporate carve-outs

B2B SERVICES & PRODUCTS FOCUS



Healthcare

- Revenue Cycle Management
- Pharma Services
- Provider Services
- Facility & Equipment Services
- Cost Containment
- Benefits Management
- Medical & Dental Products



Commercial & Industrial Solutions

- Inspection, Maintenance & Repair
- Certification
- Testing & Measurement
- Commercial HVAC/Refrigeration
- Food Safety
- Specialty Distribution
- Infrastructure
- Niche Manufacturing
- Water & Utility



Business Services

- Tech-Enabled Services
- Regulatory & Compliance Services
- Data & Analytics
- Route-Based Services
- Training & Education
- Government & Municipal Services
- Franchisors



Reynolda

EQUITY PARTNERS



Healthcare



Digitally focused manufacturer of orthodontic appliances



Provider of oral and maxillofacial surgical services



Provider of maintenance, service and repair for pharmaceutical laboratory equipment



Provider of end-to-end revenue cycle management ("RCM") solutions exclusively focused on workers' compensation claims



Provider of clinical site services for central nervous systems disorders *



Provider of emergency medical ground and air transportation billing and reimbursement services *



Commercial and Industrial Solutions



Specialty designer and manufacturer of automotive transmission repair kits and parts for the valve body *



Provider of asset-intensive industrial cleaning services



Designer and manufacturer of custom precision optical components and systems



Provider of fire and life safety system inspection, maintenance, repair and installation services *



Provider of infrastructure safety equipment rentals and sales *



Petroleum equipment distributor and service provider in the Mid-Atlantic and Southeast



Business Services



Provider of cybersecurity solutions for government and commercial clients



Provider of affirmative action planning and compliance services for federal contractors *



Provider of information technology management services to support small and medium-sized businesses worldwide *



Provider of online healthcare education and training *



Franchisor and reseller of complete shipping services *



Provider of customized food service offerings in the Southeast *

* Investment realized

The above indicates representative equity investments only which reflect our current investment strategy. Please contact us for a more comprehensive list. Mention of a specific security should not be considered a recommendation to buy or a solicitation to sell that security. Holdings listed are as of the date of publication of this Executive Summary and are subject to change.

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