

## 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



**ALZHEIMER'S RESEARCH**  
and Treatment Center

Provider of clinical site services for central nervous systems disorders \*



Provider of equipment service, maintenance and repair for biopharma laboratory instruments



Provider of clinical trial services focused on neurology, orthopedics, and general medicine



**FLAGSHIP**  
SPECIALTY PARTNERS

Provider of oral and maxillofacial surgical services



Digitally focused manufacturer of orthodontic appliances



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



## Commercial and Industrial Solutions



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



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



Designer and manufacturer of custom precision optical components and systems \*



Provider of infrastructure safety equipment rentals and sales \*



**Thompson**

Provider of asset-intensive industrial cleaning services \*



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



## Business Services



Provider of online healthcare education and training \*



Provider of customized food service offerings in the Southeast \*



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 \*



Franchisor and reseller of complete shipping services \*

\* 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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