

NOGALES

INVESTORS



PRIVATE EQUITY

Nogales Investors at a Glance

- **History**
Founded in 2001
- **Committed Capital**
\$345 million of committed capital under management through Fund I and Fund II
- **Investment Criteria**
Profitable growth companies, highly incentivized and dedicated management teams, identifiable long-term exit strategy
- **Industry Preference**
Consumer products and services, aerospace, specialty manufacturing, business services, food and beverage, retail and restaurants, health care and media
- **Geography**
Throughout the United States
- **Transaction Size**
\$10 – \$40 million investments in companies valued from \$25 – \$250 million
- **Use of Proceeds**
Growth, buyouts, share repurchases, refinancing and acquisitions
- **Ownership**
Minority or majority positions
- **Nogales Role**
Board membership, strategic direction, executive compensation, financing and acquisitions; not involved in daily management or operational activities



About Nogales Investors

We are a private equity investment firm headquartered in Los Angeles with a straightforward mission: To invest in growth companies in partnership with superior management teams capable of generating significant value for shareholders.

The companies we invest in span a broad spectrum of industries. Transaction structures are tailored to meet the unique needs of our portfolio companies and management team partners.

We invest committed capital for some of the largest institutions in the world. These capital commitments enable us to make quick investment decisions without the need for outside approvals.

Our investment professionals are highly experienced as operators, advisors and board members in small to medium-size companies. As a result, we understand the patience and determination necessary to build a successful business.

Highlights:

- Tailored financing solutions
- U.S. middle market focus
- \$345 million of committed, institutional capital
- Value-added investment approach



Investment Philosophy

Key Attributes:

- Partnership with Management:
Open communication and financial alignment
- Flexible Solutions:
Buyouts, growth investments and recapitalizations
- Expansive Network:
Access to professional relationships and resources

In order to achieve the best results for all shareholders, we bring more than capital to the table.

Partnership

We help management teams increase the long-term value of their business through strategic advice, acquisitions and financing. We have confidence in the leaders we support and do not involve ourselves in the daily business operations. Our role is to work as partners with management, and we are dedicated to their success.

Stability

All businesses, especially small to medium-size, face industry and operational challenges. We believe that a stable capital structure is necessary so that industry and operational challenges are not magnified by financial pressures.



Value-Added

Drawing upon years of operational and financial expertise, we provide access to a robust network of Fortune 500 relationships. We utilize the guidance of executive-level operators and advisors from a remarkably wide array of companies. Their experience helps us devise solutions that allow businesses to grow and flourish. It also enables us to assist in recruiting additional board and management team members and to introduce our partners to potential growth opportunities.

Alignment

Although we have a long-term focus, our ultimate purpose is to realize our investments and generate the highest returns for our investors. To accomplish this mission, it is critical that our interests are aligned with those of management. Therefore, we structure our transactions with significant ownership upside for management teams to ensure they are highly incentivized to guide our portfolio companies to the most profitable exit within five to seven years.





Investment Criteria

Nogales Investors seeks investments ranging from \$10 to \$40 million in transactions that value businesses from \$25 to \$250 million. We look for companies with exceptional growth potential and leadership positions in the markets in which they compete.

We structure investments for a wide variety of transactions: management buyout, buildup and acquisition, growth financing and recapitalization. We take a control or non-control ownership position, investing in common stock, preferred stock, debt or a combination of all three.

We invest in companies from industries including, but not limited to:

- *Aerospace*
- *Business Services*
- *Consumer Products and Services*
- *Food and Beverage*
- *Health Care*
- *Manufacturing*
- *Media*
- *Retail and Restaurants*

Key Criteria:

- Highly incentivized and aligned management
- Competitive advantages
- Significant revenue growth opportunities
- Minimum EBITDA of approximately \$5 million
- Clear path to value creation
- Identifiable exit strategies

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