

Transforming Niche Market Leaders in the Lower Middle Market

Dubin Clark partners with outstanding management teams with the goal of building world-class businesses. Our cooperative approach includes providing the capital necessary to: support internal growth, complete add-on acquisitions to build market share, and develop new and innovative strategies for the future, all while protecting the independence, culture and values that made the company successful.

1984 Established	~\$400M Current AUM	100+ Total Transactions*	15 Current Portfolio Companies	16 Team Members
----------------------------	-------------------------------	------------------------------------	--	---------------------------

*Since 2011.

Philosophy

- Invest for the long-term success of the business
- Maintain values and culture – build on what has already been achieved
- Encourage continuity of management and path for future advancement
- Ensure additional capital is available to support future growth
- Complement internal growth with targeted add-on acquisitions

Criteria

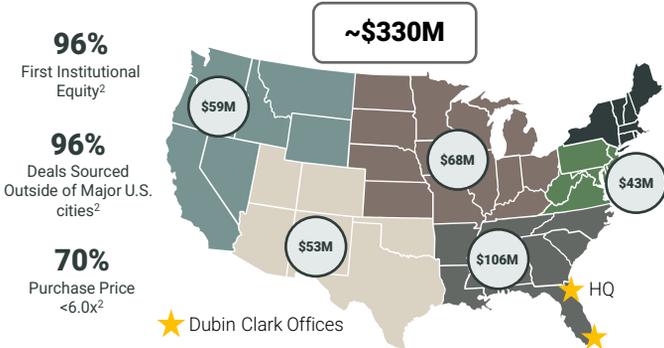
- Branded niche manufacturers and specialty service providers
- Revenue: \$5-100M+
- EBITDA: \$1-10M+
- Adjusted EBITDA margin: >10%
- Founder-owned, family-run businesses
- Minimal customer concentration
- Headquartered in United States

Investing Where We Have Expertise

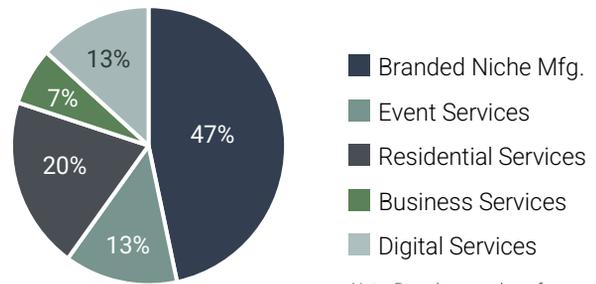
Actively searching for opportunities in the following segments:

- Residential and Essential Services (*exterior services, HVAC, plumbing, pest/wildlife control, lawn spray, irrigation, tree service, landscaping and lawn maintenance, etc.*)
- Event Services (*rental equipment and services for weddings, corporate events, sporting events, etc.*)
- IT Services (*MSP, ERP, systems integrators, migration services, security services, strategy and business transformation*)
- Automotive (*collision repair, aftermarket parts, golf cart, etc.*)

Current Capital Invested¹



Current Investments by Industry



Note: Based on number of portfolio companies.

¹As of 9/30/24. Total Aggregate Invested Capital in portfolio companies including those with acquisitions outside of U.S. Location based on platform HQ at acquisition.

²Statistics representative of transactions Since 2011 as of 9/30/24. The DC Partners have been responsible for all platform investments Since 2011 and therefore believe this track record is the most applicable for analysis. Detailed Track Record available upon request.

Current Portfolio



Atomic Data

MSP specializing in clients with complex IT infrastructure needs & turn-key solutions
August 2024 | Minneapolis, MN



To be Announced

Details to be announced

August 2024



SpectraShield

Wastewater infrastructure services business that installs protective coatings
May 2024 | Jacksonville, FL



Ecosystems

Provider of non-discretionary home services offering sprinkler system care and winterization
December 2022 | Add-Ons: 5 | St. Louis, MO



Level Agency

Provider of direct response digital marketing services to B2B and B2C clients
September 2022 | Add-Ons: 2 | Pittsburgh, PA



CustomDrive

Full-service provider of low-speed personal transportation vehicles (Golf Cars and UTVs)
December 2021 | Add-ons: 1 | Summerfield, FL



Super Home Services

Provider of concierge-level external home services in the Southeastern United States
July 2021 | Add-ons: 8 | Wake Forest, NC



iROCKER

Designer and provider of watersports products and accessories
March 2021 | Jacksonville, FL



CastleWorks

Residential water heater and HVAC replacement, repair, and installation services
July 2020 | Add-ons: 5 | Valencia, CA



SmartSource

Interactive technology solutions, rental equipment, and supporting infrastructure
October 2018 | Add-ons: 1 | Glendale Heights, IL



Euro Motorparts Group

Aftermarket automotive parts with a focus on parts for European vehicles
July 2018 | Add-ons: 3 | Anaheim, CA



Toytec

Manufacturer and supplier of high-quality lift kits for Toyota models and other top brands
June 2017 | Add-ons: 6 | Denver, CO



Restoration Parts Unlimited

Manufacturer of classic automotive restoration parts and accessories
November 2012 | Add-ons: 6 | Lebanon, OH



Reel Power

Provides material handling capital equipment to the industrial, marine, and energy markets
August 2008 | Add-ons: 2 | Oklahoma City, OK



Action Target

Leading provider of equipment and services for live-fire training facilities
May 2008 | Add-ons: 3 | Provo, UT

Investment Team



Brent Paris
Managing Partner



Tom Caracciolo
Managing Partner



Mike Hompesch
Partner



Molly Simmons
SBIC Operating Partner



Matt Broullire
Principal



Tommy Cooperrider
Principal



Connor Bozzo
Vice President



Sam Zacharias
Senior Associate,
BD



Anne Bayley Shoemaker
Associate



Avi Wolf
Senior Analyst



Dominick Berardi
Analyst, BD

These materials and any presentation of which they form a part are neither an offer to sell, nor a solicitation of an offer to purchase an interest in any security sponsored by Dubin Clark & Company, Inc. This presentation is for discussion purposes only. Past performance does not guarantee future results.

