

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, completing add-on acquisitions to build market share, and developing new and innovative strategies for the future, all while protecting the independence, culture and values that made the company successful.

1984 Established	~\$340M Current AUM	100+ Total Transactions*	16 Current Portfolio Companies	19 Team Members
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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

*Since 2011.

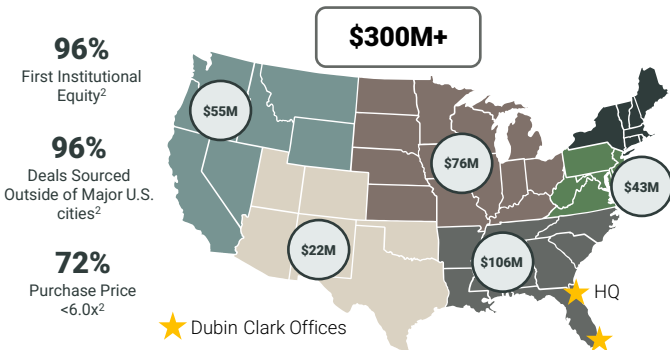
- Branded niche manufacturers and specialty service providers
- Revenue: \$5-100M+
- EBITDA: \$1-10M+
- Adjusted EBITDA margin: >10%
- Founder-owned, family-run businesses
- Minimal customer concentration
- Headquartered in United States

Investing Where We Have Expertise

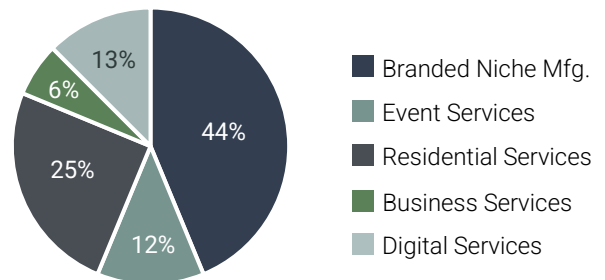
Actively searching for opportunities in the following segments:

- 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



















¹As of 8/29/2024. Total Aggregate Invested Capital in portfolio acquired Since 2011.

²Statistics representative of transactions Since 2011 as of 6/30/24.

Note: Based on number of portfolio companies.

Current Portfolio

	Atomic Data MSP specializing in clients with complex IT infrastructure needs & turn-key solutions August 2024 Minneapolis, MN		iROCKER Designer and provider of watersports products and accessories March 2021 Jacksonville, FL
	To be announced Details to be announced August 2024		CastleWorks Residential water heater and HVAC replacement, repair, and installation services July 2020 Add-ons: 5 Valencia, CA
	SpectraShield Wastewater infrastructure services business that installs protective coatings May 2024 Jacksonville, FL		SmartSource Interactive technology solutions, rental equipment, and supporting infrastructure October 2018 Add-ons: 1 Glendale Heights, IL
	Ecosystems Provider of non-discretionary home services offering sprinkler system care and winterization December 2022 Add-Ons: 3 St. Louis, MO		Euro Motorparts Group Aftermarket automotive parts with a focus on parts for European vehicles July 2018 Add-ons: 3 Anaheim, CA
	Super Heat & Air HVAC replacement, repair, and installation provider in the southeast region December 2022 Tampa, FL		DPI Off-Road Brands Aftermarket performance parts for trucks, Jeeps, and multi-purpose vehicles June 2017 Add-ons: 6 Phoenix, AZ
	Level Agency Provider of direct response digital marketing services to B2B and B2C clients September 2022 Add-Ons: 2 Pittsburgh, PA		Restoration Parts Unlimited Manufacturer of classic automotive restoration parts and accessories November 2012 Add-ons: 6 Lebanon, OH
	CustomDrive Full-service provider of low-speed personal transportation vehicles (Golf Cars and UTVs) December 2021 Summerfield (The Villages), FL		Reel Power Provides material handling capital equipment to the industrial, marine, and energy markets August 2008 Add-ons: 2 Oklahoma City, OK
	Super Home Services Provider of concierge-level external home services in the Southeastern United States July 2021 Add-ons: 6 Wake Forest, NC		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 & IR



Alex McDermand
Senior Associate



Anne Bayley Shoemaker
Associate



Laura Paris
Associate, BD



Avi Wolf
Analyst



Dominick Berardi
Analyst, BD

