

DUBIN CLARK ANNOUNCES 4th SUCCESSFUL MONETIZATION IN 12 MONTHS, A FIRST IN ITS 40 YEAR HISTORY

JACKSONVILLE BEACH, FL – July 9th, 2024 - Dubin Clark, a private equity firm focused on building niche market leaders in the lower middle market, proudly announces our fourth successful exit in the past twelve months. This achievement underscores our commitment to driving value for our investors and portfolio companies.

Michael Hompesch, Partner at Dubin Clark, commented on the milestone, stating, "Achieving our fourth exit in such a short period is a testament to our dedicated team's hard work, strategic vision, and our hands-on approach to value creation. We are thrilled to see our portfolio companies thrive and transition to new phases of growth and success under new ownership."

Since 1984, our firm has been a proud partner of founder and family-owned businesses and has worked with lower middle market management teams to support growth. Our long history and recent accomplishments demonstrate our reputation as a dynamic and dependable partner. We remain focused on identifying unique investment opportunities that meet our acquisition criteria in sectors such as Residential Home Services, Branded Niche Manufacturing, and Event Services.

Targeted Acquisition Criteria:

- Minimum Revenue of \$5M
- Minimum EBITDA of \$1M
- Minimum EBITDA Margin of 10%
- Stable, fragmented industry with growth
- Low customer concentration
- At least 3 years of profitable operating history
- Recurring revenues or stable repeat business

Dubin Clark seeks to apply a consistent approach to identifying high-potential companies and providing the strategic resources needed to foster growth and enhance operational efficiency. By focusing on targeted operational improvements, strategic add-on acquisitions, and nurturing management teams, we aim to elevate these companies to leadership positions in their respective niches.

As we look ahead, the team remains committed to its mission of generating superior returns for its investors and creating lasting positive impacts on the companies it supports.

About Dubin Clark

Established in 1984, Dubin Clark is a private equity firm with offices in Jacksonville Beach, FL (HQ) and Miami Beach, FL. The Dubin Clark team is led by experienced private equity professionals who bring decades of success in lower middle market investing. Dubin Clark targets lead or control investments in Branded Niche Manufacturing, Residential Home Services, and Event Services companies with at least \$5 million in sales. The firm's mission is to create value by helping companies grow through a coordinated approach that includes providing capital to support internal growth, completing complementary add-on acquisitions to build market position, and helping to develop new strategies for the future while protecting the independence, culture, and values that made the company successful. For additional information, visit <http://www.dubinclark.com>.

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