

Transforming Niche Market Leaders in the Lower Middle Market

Dubin Clark partners with outstanding management teams to build 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	\$400M+ Current AUM	95+ Total Transactions*	13 Current Portfolio Companies*	15 Team Members
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**Includes platform and add-on acquisitions 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

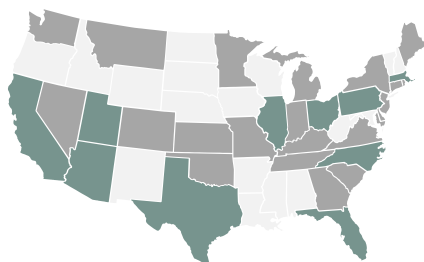
- Branded niche manufacturers and specialty service providers
- Revenue: \$5-100M+
- EBITDA: \$1-10M+
- Adjusted EBITDA margin: >10%
- Founder-owned, family-run businesses
- Minimal customer concentration
- Headquartered in United States

Investing Where We Have Expertise

Actively searching for opportunities in the following segments:

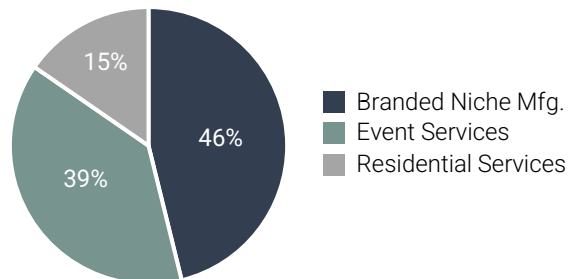
- Aftermarket Parts (automotive, truck, Jeep, UTV, golf cart, aerospace, capital equipment, etc.)
- Event Services & Specialty Event Rental; Venue Management and Services
- Residential & Business Services (HVAC, plumbing, electrical, pest control, lawn spray, pool cleaning, etc.)
- Commercial & Facility Services (Landscaping, Maintenance, Tree Removal, Cleaning)
- IT Services (Managed Services, Migration Services, Security Services, Strategy and Business Transformation)

Investments by Location



■ Current Portfolio Companies – HQ
 ■ Current Portfolio Companies – Other Locations

Investments by Industry



Current Portfolio*



CustomDrive
Specialty vehicle refurbishment provider including maintenance, refurbishment, and new sales
December 2021



iROCKER
Designer and provider of watersports products and accessories
March 2021



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



DPI Off-Road Brands
Aftermarket performance parts for trucks, Jeeps, and multi-purpose vehicles
June 2017 | Add-ons: 6



Marquee Event Group
Full-service event service company for social and corporate events in the South & Midwest
February 2016 | Add-ons: 6



United Safety & Survivability Corporation
Seating and safety solutions for a variety of markets
July 2015 | Add-ons: 6



Restoration Parts Unlimited
Manufacturer of classic automotive restoration parts and accessories
November 2012 | Add-ons: 6

*Since 2011 Recapitalizations



Super Home Services
Provider of concierge-level in-home services in the Southeastern United States
July 2021 | Add-ons: 2



Affordable Water Heaters & Plumbing
Residential water heater replacement, repair, and installation services on the West Coast
July 2020 | Add-ons: 4



Euro Motorparts Group
Aftermarket automotive parts with a focus on parts for European vehicles
July 2018 | Add-ons: 3



CE Rental
Full-service special event rental company serving the mid-Atlantic market
February 2017 | Add-ons: 7



InProduction
Specialized venue transformation for high-end sporting, corporate, and special events
October 2015 | Add-ons: 4



Peak Event Services
Full-service party and event rentals for the Northeast and surrounding markets
November 2014 | Add-ons: 5

Exclusive Lower Middle Market Relationship with Nottingham Spirk

Nottingham Spirk is a business innovation firm that provides Dubin Clark with services such as:

	Business Strategy	Patent Expertise	Industrial Design & Engineering
	Focus Group Facilitation	User Research	Prototype Development

For more information, visit www.nottinghamspirk.com

Investment Team



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Tommy Cooperrider
Vice President



Kevin Lamb
Associate



Grant Van Winkle
Analyst

Business Development

Deal Execution & Portfolio Support