

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	\$450M+ Current AUM	95+ Total Transactions*	15 Current Portfolio Companies*	16 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

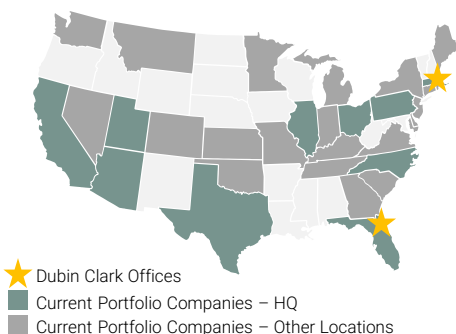
- Branded niche manufacturers and specialty service providers
- Revenue: \$5-100M+
- EBITDA: \$1-10M+
- Adjusted EBITDA margin: >10%
- Founder-owned, family-run businesses
- Minimal customer concentration
- Headquartered in United States

Investing Where We Have Expertise

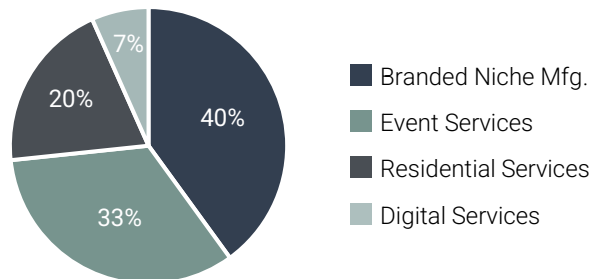
Actively searching for opportunities in the following segments:

- 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



Investments by Industry



Current Portfolio (a)








	Super Heat & Air^(b) Provider of concierge-level interior home services in the Southeastern United States Q4 2022		Level Agency Provider of direct response digital marketing services to B2B and B2C clients September 2022
	CustomDrive Full-service provider of low-speed personal transportation vehicles (Golf Cars and UTVs) December 2021		Super Home Services Provider of concierge-level external home services in the Southeastern United States July 2021 Add-ons: 1
	iROCKER Designer and provider of watersports products and accessories March 2021		CastleWorks Residential water heater replacement, repair, and installation services on the West Coast July 2020 Add-ons: 5
	SmartSource Interactive technology solutions, rental equipment, and supporting infrastructure October 2018 Add-ons: 1		Euro Motorparts Group Aftermarket automotive parts with a focus on parts for European vehicles July 2018 Add-ons: 3
	DPI Off-Road Brands Aftermarket performance parts for trucks, Jeeps, and multi-purpose vehicles June 2017 Add-ons: 6		Curated Events Full-service special event rental company serving the mid-Atlantic market February 2017 Add-ons: 7
	Marquee Event Group Full-service event service company for social and corporate events in the South & Midwest February 2016 Add-ons: 6		InProduction Specialized venue transformation for high-end sporting, corporate, and special events October 2015 Add-ons: 4
	United Safety & Survivability Corporation Seating and safety solutions for a variety of markets July 2015 Add-ons: 6		Peak Event Services Full-service party and event rentals for the Northeast and surrounding markets November 2014 Add-ons: 5
	Restoration Parts Unlimited Manufacturer of classic automotive restoration parts and accessories November 2012 Add-ons: 6		

^(a) Since 2011 Recapitalizations

^(b) Initial acquisition in 2021. Spin-out from Super Home Services expected to be completed end of Q4 2022.

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

9/23/2022



Tom Caracciolo
Managing Partner



Brent Paris
Managing Partner



Mike Hompesch
Partner



Matt Broullire
Principal



Tommy Cooperrider
Vice President



Connor Apthorp
Associate



Kevin Lamb
Associate



Derrek Drozdyk
Associate



Connor Bozzo
Associate



Natalie Hetmanski
Associate



Avi Wolf
Analyst



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