



ABOUT THE FIRM

MSouth Equity Partners (www.msouth.com) is a private equity investment firm that provides equity capital and expertise to support management teams in acquisitions and recapitalizations of lower middle market companies typically valued \$25 – \$125 million. Based in Atlanta, Georgia, MSouth invests primarily in the South with a consistent focus on management buyouts of distribution, business services and specialty manufacturing companies. MSouth is a successor to Cravey, Green & Wahlen, Inc. which was founded in 1984. Total capital under management exceeds \$1.0 billion.

Each of MSouth's partners has extensive experience in acquiring and successfully growing businesses. This experience, coupled with the firm's commitment to having its partners actively support each company, contributes to the firm's long and successful investment record.

INVESTMENT CRITERIA

We look to invest in leading lower middle market companies with the following characteristics:

PROVEN MANAGEMENT TEAMS

We seek to partner with management teams with a growth orientation and a successful track record.

INDUSTRIES

While our portfolio has historically been diverse, we are particularly interested in distribution, business services and specialty manufacturing companies.

SIZE

Most of our transactions involve companies valued \$25 - \$125 million. Our target equity investment is \$10 - \$30 million (larger with LP co-investment).

GEOGRAPHY

While we invest nationally, we are particularly interested in businesses located in the South. Approximately 80% of our investments have been headquartered in this region.

OVERVIEW

- Successful 25-year track record with 31 platform acquisitions
- Regional focus in the South
- Consistent focus on management buyouts of distribution, business services and specialty manufacturing companies
- Consistent focus on lower middle market transactions (\$25 - \$125 million)
- Highly experienced partner group that provides value-added oversight
- Investment philosophy includes partnering with management, creating value through growth, and using flexible capital structures

INVESTMENT PROFESSIONALS

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Portfolio Companies

The partners have worked with lower middle market companies in the South for over 25 years and in total have invested more than \$545 million in 31 companies. MSouth invests with a growth-oriented philosophy of building equity value by increasing operating cash flow. Over the years the firm has maintained a consistent focus on lower middle market management buyouts of distribution, business services and specialty manufacturing companies. Approximately 80% of the investments have been based in the South, and MSouth remains focused on identifying attractive investment opportunities in the region.

The current MSouth portfolio includes five platform investments as detailed below. The MSouth partners continue to have oversight responsibility for the existing CGW portfolio companies. There are seven investments remaining in the current CGW portfolio, four of which have been substantially realized.



BC TECHNICAL, INC.

BC Technical, Inc., headquartered in Atlanta, GA with operations in West Jordan, UT, is the leading independent service operator of refurbished nuclear imaging systems and parts. BC Technical currently serves over 500 clients across the U.S., providing value-added refurbishment and maintenance services to hospitals and imaging centers.

www.bctechncial.com



COASTAL SUNBELT, INC.

Coastal Sunbelt, Inc., headquartered in Savage, MD (suburban Washington, D.C.), is the leading distributor of fresh produce in the Mid-Atlantic region. Founded in 1992, Coastal Sunbelt distributes wholesale and fresh-cut produce to restaurants, institutions and grocery stores with routes from Northern New Jersey to North Carolina.

www.coastalsunbelt.com



EMPLOYBRIDGE HOLDING COMPANY

EmployBridge Holding Company, headquartered in Atlanta, GA, is a leading provider of specialty staffing services with 145 branches in 28 states. EmployBridge is a holding company of seven specialty staffing services including three primary industry verticals: logistics, manufacturing and transportation. Within its target industries, EmployBridge has developed service models that enable it to attract and place qualified personnel through the development of defined recruiting, testing, placement and sales processes that are tailored to meet the needs of its target industries.

www.employbridge.com



GAIATECH, INC.

Established in 1993 and based in Chicago, IL, GaiaTech Incorporated provides value-added environmental risk management and engineering services to financial and strategic buyers, portfolio managers and industrial clients as well as to attorneys, lenders and other interested parties. The company specializes in acquisition due diligence and the risk assessment of environmental liabilities. The company also offers environmental and engineering solutions to industrial and commercial property owners and provides company managers with recommendations on reducing environmental, energy and other related costs.

www.gaiatech.com



LMS INTELLIBOUND, INC.

LMS Intellibound, Inc., headquartered in Norcross, GA, is a leading non-asset based niche business services company that provides value-added warehousing services primarily to the grocery, foodservice, and pharmaceutical industries. LMS currently serves more than 70 distribution centers across the U.S. and provides critical service solutions that lower its clients' overall costs while also improving operational efficiency.

www.lmsintellibound.com
