



## CONTACT US

## OVERVIEW

Since 1996, Croft & Bender has provided superior M&A, private capital raising, and financial advisory services to middle-market and emerging growth companies. The senior professionals have completed more than 1,000 corporate finance engagements, resulting in deep experience across a broad set of industries and types of transactions. In addition, the firm manages C&B Capital, three growth equity funds with over \$82 million under management.

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## BROAD INDUSTRY EXPERTISE

**BUSINESS SERVICES**  
 Information Services  
 Marketing Services  
 Financial Services  
 Outsourced Services  
 A/R Management  
 Staffing  
 Consulting

**TECHNOLOGY**  
 Software/SaaS  
 Financial Technology  
 Human Capital Management  
 Internet Marketing  
 E-Commerce  
 Security/Compliance  
 Business Intelligence  
 Telecommunications

**INDUSTRIAL**  
 General Manufacturing  
 Building Products  
 Logistics  
 Specialty Contracting  
 Distribution  
 Industrial Services  
 Chemicals

**HEALTHCARE**  
 Healthcare IT  
 Clinical Services  
 Outsourced Services  
 Alternate Site Care  
 Medical Products/Distribution

**CONSUMER**  
 Products/Services  
 Franchising  
 Restaurants  
 Retail  
 Entertainment/Leisure

## DEAL CRITERIA

**MERGERS & ACQUISITIONS**

- Buy side/sell side
- Enterprise Values up to \$500 million
- Exceptions to typical EBITDA criteria:
  - High growth companies
  - Technology companies
  - Special situations

**EQUITY & DEBT CAPITAL RAISES**

- Middle-market companies
- Emerging growth businesses
- Large market opportunity
- Experienced management team
- Differentiated product or service
- Greater than \$15 million capital need

## 2020 YEAR IN REVIEW

Croft & Bender is pleased to share with you our 2020 Year in Review. Despite the challenges posed by the COVID-19 Pandemic, the firm is celebrating another record year, and we are excited to carry that momentum into 2021. We closed transactions across the industrial, business services, technology, and healthcare verticals and the buyers and investors in these transactions represented a diverse set of institutional capital providers and strategic partners. From a size perspective, our clients ranged from \$3 million to \$42 million in EBITDA (excluding one growth-oriented technology transaction). As we look ahead to 2021, we're encouraged by the continued resilience of the middle market and look forward to building off of the strength of last year's second half. If we can be of any assistance to your business, client, or portfolio company, please feel free to contact us.

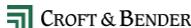
### INDUSTRIAL



has been recapitalized by

**ARDIAN**

Acousti is a leading subcontractor of interior finish solutions, specializing in acoustical ceilings and walls.



### INDUSTRIAL



has been acquired by



a portfolio company of



TriLink Saw Chain is a leading provider of chainsaw replacement parts.



### INDUSTRIAL



has been acquired by



A portfolio company of

**NARROW GAUGE CAPITAL**

Service Brands is a leading multi-concept residential services franchisor.



### INDUSTRIAL



has completed a debt recapitalization with a syndicated group led by

**IBERIABANK**

Mountain Express Oil is a leading provider of fuels, lubricants and other non-fuel products.



### BUSINESS SERVICES



has been acquired by

**doxim**

a portfolio company of  
**GI PARTNERS**

Pinnacle is a leading customer communications management and engagement technology provider.



### BUSINESS SERVICES



has merged with



a portfolio company of

**Renoyo CAPITAL**

ESS is a leading tech-enabled services company in the employment screening industry.



### BUSINESS SERVICES



has been acquired by



Aqua Smart is a leading producer of treatment chemicals for the drinking water market.



### BUSINESS SERVICES

Project Mountain

**Minority  
Recapitalization**

The Company is a leading provider of diversified insurance brokerage services.



### TECHNOLOGY



has issued \$47 million of Series A Preferred Stock to an investor group led by

**PEAKEQUITY PARTNERS**

Grayshift provides the leading mobile forensic access and extraction solution for law enforcement, national defense and the intelligence community.



### TECHNOLOGY



has been acquired by

**motus**

a portfolio company of



**THOMABRAVO**

Vision is a leading provider of end-to-end Managed Mobility Services and Mobile Telecom Expense Management.



### TECHNOLOGY

Project Tide

**Sell-Side M&A**

The Company is a leading provider of integrated, technology-enabled sales and marketing execution solutions.



### HEALTHCARE



has been acquired by



a portfolio company of



Sacred Journey Hospice is a leading hospice provider in Georgia.



### HEALTHCARE

Project Sail

**Sell-Side M&A**

The Company is a leading, tech-enabled provider of healthcare financing solutions.

