

MID OCEAN Partners

PORTFOLIO COMPANY ADD-ON ACQUISITION CRITERIA

AFFINITY DENTAL Provides comprehensive practice management and administrative support services for practices in: NY, MA, CT and VT.

- Products / Services: General and specialty dental practices
- Geography: New England and New York regions
- Financial Parameters: \$3mm - \$15mm Revenue; \$0.5mm - \$3mm EBITDA



FLORIDA FOOD PRODUCTS Manufacturer of functional, clean label ingredient solutions for the food and beverage industry.

- Products / Services: Functional and sensory ingredients for the food and beverage markets
- Geography: North America
- Financial Parameters: \$10mm - \$100mm Revenue



FULLSPEED AUTOMOTIVE Leading multi-branded auto aftermarket services platform with both company owned and franchised locations across the U.S. and internationally.

- Products / Services: Multi unit auto aftermarket providers of oil change, general repair and services, car washes, tire sales, and other ancillary auto services
- Geography: North America
- Financial Parameters: Up to \$25mm of EBITDA



HUNTER FAN Leading U.S. provider of branded residential, commercial, and industrial fans.

- Products / Services: Commercial and industrial fans, lighting or complementary products; consumer, commercial or industrial lighting assets
- Geography: North America
- Financial Parameters: Double-digit revenue growth, \$10mm+ of EBITDA, and 40+% gross margins



INTERVISION SYSTEMS Leading IT solutions, consulting services and managed service provider.

- Products / Services: IT solutions vendors, IT professional services, managed service providers, value-added resellers
- Geography: North America
- Financial Parameters: Up to \$25mm of EBITDA



JF PETROLEUM Leading value-add distributor and provider of repair, maintenance and installation services to the fueling infrastructure industry.

- Products / Services: Petroleum equipment service providers – distribution, installation, service, testing, inspection and compliance
- Geography: North America
- Financial Parameters: Up to \$25mm EBITDA



LOUISIANA FISH FRY Category-leading, Louisiana-inspired flavors and seasonings platform.

- Products / Services: Regional authentic seasonings, spices, mixes, and coatings
- Geography: North America
- Financial Parameters: Up to \$20mm EBITDA



LYNX FRANCHISING Leading multi-brand franchise platform focused on commercial and industrial services with core offerings in cleaning and disinfecting, disaster remediation, and virtual office services.

- Products / Services: Businesses operating with a franchise model in commercial, industrial, professional and other B2B services
- Geography: North America
- Financial Parameters: Up to \$10mm of EBITDA



MUSIC REPORTS Provider of music rights data, administration and management services.

- Products / Services: Distribution, royalty, licensing, marketing, and other administrative services to owners and/or users of intellectual and creative property (audio, video, and print)
- Geography: Global
- Financial Parameters: Up to \$25mm of EBITDA



QUESTEX Global B2B information services company servicing a variety of end-markets.

- Products / Services: Tradeshows, conferences, data products, marketing services and media
- Geography: Global, primary focus is North America and Europe
- Financial Parameters: Up to \$50mm EBITDA



ZONDA Comprehensive data, information and advisory services platform for the residential construction industry.

- Products / Services: Data, SAAS and technology-enabled services related to residential, multi-family and commercial construction
- Geography: Global, primary focus is North America
- Financial Parameters: Up to \$50mm EBITDA



PLATFORM INVESTMENT CRITERIA

Equity Investment
\$30mm - \$300mm

Target EBITDA
\$7.5mm - \$75mm

Structure
Control Buyout
Structured Equity

Geography
North America HQ

Industry Focus
Business Services
Consumer

INVESTMENT THEMES

Services
Data/Info Services
Education/Training
Healthcare Services
Human Capital Services
Managed Services
Out of Home
Entertainment
Utility/Infrastructure
Services

Consumer
Auto-Aftermarket
Beauty/Personal Care
DTC/eCommerce
Food/Beverage
Ingredients
Outdoor Recreation
Pet

Investment Inquiries
Dan Ryan
Managing Director
Head of Business Development
212-497-1387
dryan@midoceanpartners.com

Other Portfolio Companies Considering Add-Ons

- BH Cosmetics
- LegalShield
- Image Skincare
- TravelPro
- Nutrabolt
- KidKraft