




MTN Capital Partners LLC

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MTN Capital Partners is a  
private equity firm focused on  
smaller middle market companies.

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## Investment Criteria

### Focus

MTN invests in healthy as well as underperforming or distressed companies.

#### Healthy Companies

Profitable and growing middle-market companies with strong management.

- Sales \$25 to \$250 million
- EBITDA \$5 to \$15 million
- Enterprise Value less than \$100 million

#### Underperforming or Distressed Companies

Companies with revenues of \$50 million or more. We will consider:

- Acquiring companies outside of bankruptcy or in bankruptcy through a 363 sale process;
- Obtaining control by buying discounted debt and converting it into equity; and
- Providing second lien or subordinated debt with warrants to aid in the recapitalization of a stressed company.

### Sectors of interest

- Automotive
- Business Services
- Consumer Products
- Distribution
- Energy Services
- Food & Beverage
- Healthcare
- Manufacturing
- Marketing Services
- Metal Recyclers and Services
- Specialty Chemicals
- Specialty Retail
- Telecommunications, Media and Technology (selectively)
- Water Services

### Investment Size

\$5 to \$30 million equity investment per transaction.

### Geography

North America

### Experience

Our principals have invested over \$300 million in private equity transactions. They have also advised and financed private equity transactions totaling over \$10 billion.

We have an experienced group of operating executives who assist us in due diligence and in the strategic oversight of our portfolio companies.

### Capability

Access to over \$500 million of equity capital





## Investment Approach

We often find our best opportunities off the beaten track: orphan subsidiaries of large companies, private companies reluctant to go through an auction process, companies with an intrinsic value that is not readily apparent, or businesses lingering in failed auctions.

We have recruited operating executives to help us evaluate our investment opportunities. They are former top executives from major corporations and successful entrepreneurs.

We carefully study our investment targets from both an operational and financial perspective, develop our investment thesis with management and our operators, and determine a fair acquisition price.

Post-acquisition, MTN investment professionals and operators join the boards of our portfolio companies. We take an active role in monitoring our companies' performance and in ensuring that they achieve their full business potential.

Together with management, MTN determines the best time and strategy for exiting the investment.





## Building Partnerships

Our success depends on building partnerships with the parties that make our transactions possible.

### Owners

We close our transactions expeditiously because our professionals are experienced in evaluating and financing acquisitions.

We welcome the continued involvement of our companies' previous owners both as senior executives and as shareholders, if they so desire.

### Management

Key to our success is building a genuine partnership with the management of our portfolio companies. We want to partner with managers focused on building equity value in their business — for their shareholders and for themselves.

We structure ownership and incentive plans that offer management significant rewards for growth and profitability.

Our operators, who have experience with much larger companies, are a valuable resource to management.

### Investment Bankers

MTN's professionals are experienced, dynamic and creative. We are quick in evaluating transactions and resourceful in getting to the finish line.





## Portfolio Companies



[www.revolutiondance.com](http://www.revolutiondance.com)

Revolution Dancewear ("Revolution") is the leading designer and marketer of specialty dancewear and footwear as well as dance recital costumes. Revolution sells its products directly through dance schools throughout the United States. Founded in 1996, the Company offers a full product line of footwear, bodywear and recital costumes to serve the needs of dancers across several dance style categories including tap, jazz, ballet, and hip hop. MTN Capital Partners co-invested in the deal with PNC Equity Partners, management and two other equity investors.



[www.joliet-equipment.com](http://www.joliet-equipment.com)

Joliet Equipment Corporation ("Joliet") is a leading supplier of new and remanufactured AC and DC traction motors for the oil and gas drilling and exploration industries and other high power, large motor industrial applications. The Company also provides industrial motor repair services. Over its 75 year history, Joliet has built one of the most recognizable trade names in the motor industry, both domestically and internationally. Argosy Partners was the lead investor.



[www.langerinc.com](http://www.langerinc.com)

One month after the acquisition of TOG, the same investment group acquired the orthotics business of Langer, Inc. ("Langer"). Langer is the third largest orthotics manufacturer in the United States. The two companies were merged creating the second largest orthotics company in North America.



[www.theorthoticgroup.com](http://www.theorthoticgroup.com)

Headquartered in Markham, Ontario, The Orthotic Group ("TOG") is the largest Canadian manufacturer and distributor of custom prescription orthotics, and orthotic footwear. MTN Capital Partners co-invested in the deal with PNC Equity Partners and management.



[www.kingswebsite.com](http://www.kingswebsite.com)

Kings Supermarkets is a high-end grocery store chain with 24 stores located in Northern New Jersey and Long Island, New York. Kings was a subsidiary of Marks & Spencer PLC. The Investor Group was able to execute a sale/leaseback transaction on the owned real estate which funded over two-thirds of the purchase price. MTN Capital Partners was a co-sponsor in the deal alongside Angelo, Gordon & Co, and management.



[www.soundlounge.com](http://www.soundlounge.com)

Sound Lounge is the leading audio post-production company in the United States providing sound mixing services for television and radio commercials, and feature films. MTN Capital Partners was a co-sponsor in the deal alongside Argosy Partners, BIA Digital Partners LP, GMB Mezzanine Capital, LP, and the management.



[www.aurahomedesign.com](http://www.aurahomedesign.com)

Home Décor Innovations is a leading supplier of mirrored closet doors, closet organization and wall décor products in North America and Europe. The Company provides functional and fashionable products to various channels including home improvement, mass retail, professional builders and the European retail furniture channel. Home Décor Innovations was a division of The Stanley Works. Wellspring Capital Management was the lead investor.

## Transactions



[www.lexingtonprecision.com](http://www.lexingtonprecision.com)

Lexington Precision Corporation ("Lexington") is one of the premier suppliers of molded rubber components in the world. Lexington has achieved dominant positions within its served markets by delivering advanced product solutions and leveraging its proprietary capabilities in product development, mold making, materials development, manufacturing and testing. Its two primary product lines are (i) insulators for automotive ignition systems; and (ii) molded rubber components for medical devices. These products are sold to a number of blue-chip companies serving the automotive aftermarket.

general industrial markets.

Lexington emerged from bankruptcy on July 30, 2010. Aurora Resurgence exchanged an investment in Lexington's subordinated debt, acquired at a discount during the bankruptcy, for a controlling equity stake in the company. Management is also an investor. MTN Capital Partners initiated this transaction.

## CAPITAL CONTRACTORS

[www.capcleaning.com](http://www.capcleaning.com)

Capital Contractors, Inc. ("Capital Contractors"), founded in 1963, is one of the nation's largest independent janitorial services companies. A leader in the outsourced facilities maintenance industry, Capital Contractors provides cleaning and certain other facilities maintenance services to approximately 4,500 customers in all 50 states, Canada, and Puerto Rico through a network of approximately 1,600 independent contractors. Capital Contractors services approximately 7,000 locations per day. Palladium Equity Partners, LLC is the lead capital provider along with management. MTN Capital Partners initiated this transaction.

### Prior Portfolio Companies

Access Line Technologies, Inc	Provider of personal telecommunication services
Alabama Pine & Pulp Company	Producer of Southern bleached softwood kraft pulp
Citi Trends	Specialty retailer of discount fashion apparel (f/k/a Allied Fashion, Inc.)
Cost Plus, Inc.	Specialty retailer of home furnishings and gourmet foods
e.spire Communications, Inc.	Competitive local exchange carrier ("CLEC")
Envirodyne Industries, Inc.	Manufacturer of food packaging
James Cable Partners, L.P.	Cable television multiple system operator
Kasper By A.S.L., Ltd.	Manufacturer and marketer of women's suits and sportswear
Larizza Industries, Inc.	Manufacturer of plastic automotive components
Marks Bros. Jewelers, Inc.	Retail jewelry chain
Phar-Mor, Inc.	Deep discount drug store chain
The Leslie Fay Company	Manufacturer and marketer of dresses and women's sportswear
TransCare Corporation	Ambulance and ambulette provider

*Note: These transactions were completed by the partners at prior firms and include both private equity and distressed debt investments.*



## Advisory Board

Ron Cucuz	Ralph Dillon
Henry Driesse	Lane Grijns
Stephen Key	Terry Laughren
Robert LeBlanc	Honorable Robert L. ("Bob") Livingston





## Team

### Managing Partners

Olivier Trouveroy, Managing Partner

Dan Negrea, Managing Partner

### Investment Professionals

Alan R. Ginsberg, Managing Director

Steven J. Ross, Managing Director

James Kim, Director

Christopher G. Muneio, Director

Oliver Blodgett, Analyst

Joyce Kim, Analyst





News



[MTN Capital Partners wins JULY M&A DEAL WINNERS from Global M&A Network>>](#)



[Lexington Precision Corporation Press Release>>](#)



[Mergers & Acquisitions Article>>](#)



[MTN initiated this Transaction>>](#)



[MTN Managing Partner Speaks at Conference>>](#)



[Acquisition Press Release >>](#)



[Acquisition Press Release >>](#)



[Article Regarding Acquisition>>](#)



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[Company Press Release Regarding MTN Offer>>](#)





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