



VALUE CREATION

A 35 year legacy

COMPANY BACKGROUND

PNC Riverarch Capital is a middle-market private equity firm which invests in privately held companies headquartered in North America. The firm seeks well-positioned companies where it can invest \$10 million to \$50 million of equity capital to support recapitalizations, leveraged buyouts, corporate divestitures and growth financings. PNC Riverarch Capital is a private equity affiliate of The PNC Financial Services Group, Inc., which has invested in private equity since 1982.

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INVESTMENT PROFILE

COMPETITIVE DIFFERENTIATORS

- Broad investment mandate and flexible structuring orientation
- Focus on fundamental value creation and sustainable earnings growth, not financial engineering
- Funding structure and investment philosophy allow for extended investment hold periods and tax efficient structuring
- Significant middle-market experience informs our flexible and holistic investment approach

TRANSACTION TYPES

- Leveraged and management buyouts
- Recapitalizations
- Corporate divestitures
- Growth capital investments

INVESTMENT PARAMETERS

- EBITDA: \$3mm - \$30mm
- No restrictions for add-on acquisitions

INVESTMENT CRITERIA

- Meaningful competitive position in well-defined market
- Clear customer value proposition
- Realizable growth opportunities and potential for value creation
- Strong financial performance evidencing attractive market position

CURRENT PORTFOLIO



Burrell Reagents is a leading manufacturer and distributor of a wide range of specialty chemicals, supplies, and equipment used in analytical testing labs and production operations throughout North America.



Feeders Supply Company, LLC is a leading specialty pet products retailer, operating 30 locations in the greater Louisville, Kentucky and Grand Rapids, Michigan areas.



Five Star Food Service, Inc. (Five Star) is a leading provider of on-site food and beverage solutions to employers and other commercial, institutional, and educational locations.



Global Claims Services, Inc. (GCS) is the leading provider of replacement value assessment and product matching services for residential insurance claims involving flooring, siding, and roofing damage in the U.S. and Canada.



Midway Dental Supply (Midway) is a leading distributor of dental supplies and equipment in the Midwestern U.S.



North American Breaker Company (NABCO) is a leading reseller and specialty distributor of electrical and telecommunications components, focusing on circuit breakers and related product categories.



Painters Supply & Equipment Co. (PSE) is a leading value-added distributor of paint and related supplies to more than 6,000 customers primarily in the automotive refinishing industry. PSE has 34 branch locations across Michigan, Indiana, Ohio, Georgia, and Alabama.



Pirtek Europe (Pirtek) is a leading franchisor and operator of hydraulic hose replacement and service businesses in Europe. Pirtek and its franchisees serve more than 50,000 customers from nearly 200 service centers in the United Kingdom and Continental Europe.



Sola Salon Studios (Sola) is a leading franchisor and operator of high-end, fully equipped salon suites for beauty professionals. Founded in 2004, Sola assists franchisees in designing and developing facilities with multiple salon suites.



Steelite International is a world leader in the design, manufacture, and distribution of tableware, glassware, and other tabletop products to restaurants, hotels, and other foodservice operators.



Tranzonic is the leading value-added supplier of consumable maintenance, cleaning, safety, and hygiene products to commercial and industrial end markets.