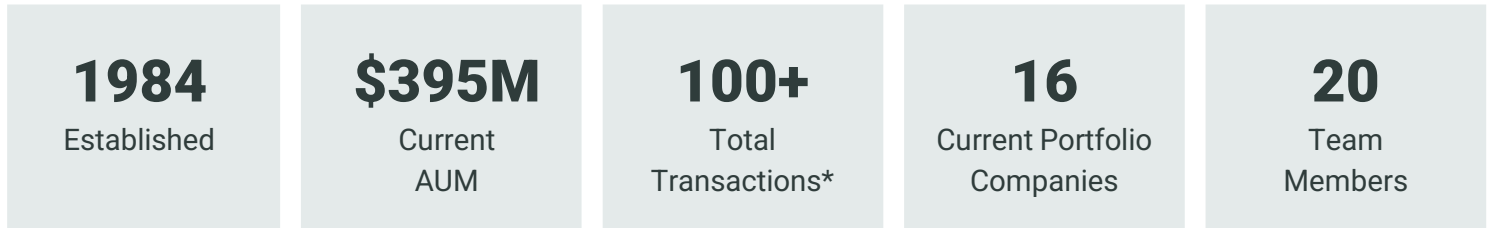


## Transforming Niche Market Leaders in the Lower Middle Market

Dubin Clark partners with outstanding management teams with the goal of building world-class businesses. Our cooperative approach includes providing the capital necessary to support internal growth, completing add-on acquisitions to build market share, and developing new and innovative strategies for the future, all while protecting the independence, culture and values that made the company successful.



\*Since 2011.

### Philosophy

- Invest for the long-term success of the business
- Maintain values and culture – build on what has already been achieved
- Encourage continuity of management and path for future advancement
- Ensure additional capital is available to support future growth
- Complement internal growth with targeted add-on acquisitions

### Criteria

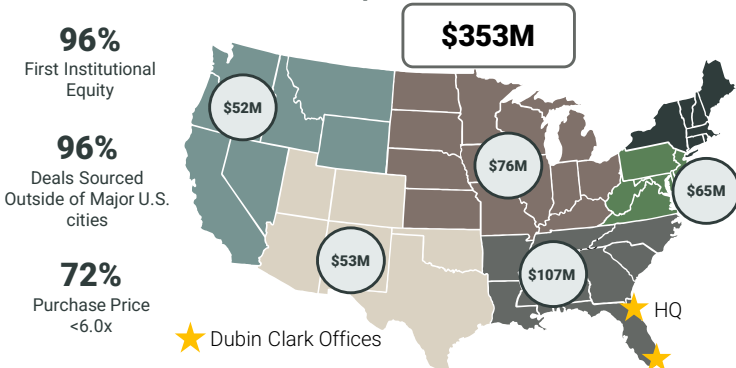
- Branded niche manufacturers and specialty service providers
- Revenue: \$5-100M+
- EBITDA: \$1-10M+
- Adjusted EBITDA margin: >10%
- Founder-owned, family-run businesses
- Minimal customer concentration
- Headquartered in United States

### Investing Where We Have Expertise

Actively searching for opportunities in the following segments:

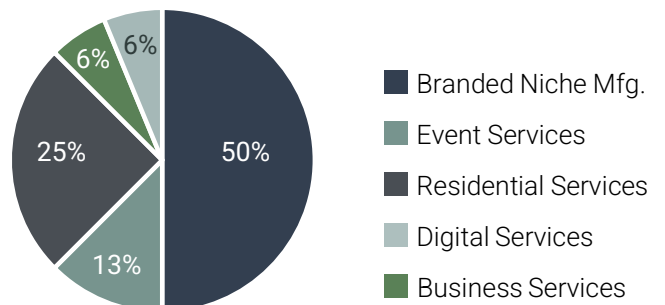
- Residential & Business Services (exterior services, HVAC, plumbing, pest control, lawn spray, tree service, etc.)
- Commercial & Facility Services (water / mold remediation, property management, pipe maintenance)
- Event Services (rental equipment & services for weddings, corporate events, sporting events, etc.)
- IT Services (managed services, migration services, security services, strategy and business transformation)
- Automotive (collision, aftermarket parts, truck, Jeep, EV, golf cart, etc.)

### Current Active Capital Invested in the USA



















Note: Since 2011 based on platform HQ at time of acquisition.

### Investments by Industry



Note: Includes 16 current portfolio companies, calculated by count.

## Current Portfolio

	<p><b>Ecosystems</b>  <i>Provider of non-discretionary home services offering sprinkler system care and winterization</i>            December 2022   Add-Ons: 3   St. Louis, MO</p>		<p><b>Super Heat &amp; Air</b>  <i>HVAC replacement, repair, and installation provider in the southeast region</i>            December 2022   Tampa, FL</p>
	<p><b>Level Agency</b>  <i>Provider of direct response digital marketing services to B2B and B2C clients</i>            September 2022   Add-Ons: 2   Pittsburgh, PA</p>		<p><b>CustomDrive</b>  <i>Full-service provider of low-speed personal transportation vehicles (Golf Cars and UTVs)</i>            December 2021   Summerfield (The Villages), FL</p>
	<p><b>iROCKER</b>  <i>Designer and provider of watersports products and accessories</i>            March 2021   Jacksonville, FL</p>		<p><b>Super Home Services</b>  <i>Provider of concierge-level external home services in the Southeastern United States</i>            July 2021   Add-ons: 6   Wake Forest, NC</p>
	<p><b>CastleWorks</b>  <i>Residential water heater and HVAC replacement, repair, and installation services</i>            July 2020   Add-ons: 5   Valencia, CA</p>		<p><b>SmartSource</b>  <i>Interactive technology solutions, rental equipment, and supporting infrastructure</i>            October 2018   Add-ons: 1   Glendale Heights, IL</p>
	<p><b>Euro Motorparts Group</b>  <i>Aftermarket automotive parts with a focus on parts for European vehicles</i>            July 2018   Add-ons: 3   Anaheim, CA</p>		<p><b>DPI Off-Road Brands</b>  <i>Aftermarket performance parts for trucks, Jeeps, and multi-purpose vehicles</i>            June 2017   Add-ons: 6   Phoenix, AZ</p>
	<p><b>Marquee Event Group</b>  <i>Full-service event service company for social and corporate events in the South &amp; Midwest</i>            February 2016   Add-ons: 6   McCook, IL</p>		<p><b>United Safety &amp; Survivability Corporation</b>  <i>Seating and safety solutions for a variety of markets</i>            July 2015   Add-ons: 9   Exton, PA</p>
	<p><b>Reel Power</b>  <i>Provides material handling capital equipment to the industrial, marine, and energy markets</i>            August 2008   Add-ons: 2   Oklahoma City, OK</p>		<p><b>Restoration Parts Unlimited</b>  <i>Manufacturer of classic automotive restoration parts and accessories</i>            November 2012   Add-ons: 6   Lebanon, OH</p>
	<p><b>Action Target</b>  <i>Leading provider of equipment and services for live-fire training facilities</i>            May 2008   Add-ons: 3   Provo, UT</p>		<p><b>SpectraShield</b>  <i>Wastewater infrastructure services business that installs protective coatings</i>            May 2024   Jacksonville, FL</p>

## Investment Team



**Brent Paris**  
 Managing Partner



**Tom Caracciolo**  
 Managing Partner



**Mike Hompesch**  
 Partner



**Molly Simmons**  
 SBIC Operating Partner



**James Howe**  
 SVP of IR



**Matt Broullire**  
 Principal



**Tommy Cooperrider**  
 Principal



**Matt Laffey**  
 SVP of Investments



**Connor Bozzo**  
 Senior Associate



**Sam Zacharias**  
 Senior Associate,  
 BD & IR



**Alex McDermind**  
 Associate



**Laura Paris**  
 Associate, BD



**Avi Wolf**  
 Analyst



**Dominick Berardi**  
 Analyst, BD



Web Site