

Copeley At-a-Glance

Copeley Capital is a private investment firm focused on acquisitions and recapitalizations of high quality, private companies that generate between \$1.5 and \$6 million of operating earnings, or EBITDA. Through our dedicated fund, Copeley Capital Partners I, L.P., we seek to invest in businesses that are established leaders in their markets.

We differentiate ourselves through our understanding of and experience working with small and middle market businesses, and through our exhaustive approach to providing customized transactions that address both the financial and non-financial concerns of small business owners.

Visit us at www.copeleycapital.com.



Why Choose Copeley

Copeley brings a professional, non-disruptive approach to each acquisition, from initial evaluation through closing. As an entrepreneurial investment team, we make decisions and close transactions quickly. We understand the nuances of working with small businesses and the various issues that arise during due diligence. We avoid surprises through communicating with sellers throughout the transaction process. Additionally, we remain hands-on during due diligence and understand the importance of limiting the number of outside service providers involved.

We maintain relationships with a number of lenders that are active in our market, providing us the ability to arrange flexible debt financing. Due to these relationships and our conservative approach to utilizing acquisition debt, we have never walked away from a transaction during due diligence due to an inability to arrange financing.

Investment Criteria

Size. Transactions that range from \$5 to \$40 million in total enterprise value. We have no minimum revenue threshold, as our focus is on EBITDA or operating earnings (\$1.5 to \$6 million).

Ownership. While Copeley only takes majority ownership positions in the companies we acquire, we always create a significant ownership opportunity for management teams through co-investments, options or other forms of earned equity.

Management. Copeley prefers to retain talented management teams, and to build on an existing, successful track record. In certain situations we will facilitate the exit of owner/operators through leveraging our relationships with business managers.

Business characteristics. Copeley does not invest along industry lines but focuses on fundamentals, such as: (i) experienced management; (ii) longstanding customer relationships across a diverse customer base; (iii) favorable competitive environment; and (iv) adequate barriers to entry.

Portfolio Companies

Champion ONE

Champion ONE is a leading value added distributor of optical components, primarily transceivers, which are sold into fiber optic communication networks.
www.championone.net

EMS Management & Consultants

EMSMC is a leading provider of outsourced billing and revenue cycle management services to emergency medical services providers.
www.emsbilling.com

Badger Land Car Wash Equipment and Supplies

Badger Land is a leading distributor of car wash equipment (PDQ and MacNeil), chemicals (Ecolab Blue Coral), parts and service in WI, MI, and IL.
www.badgerlandcarwashequipment.com

Roll-Rite

Roll-Rite is the leading manufacturer of automated tarping systems sold to distributors and manufacturers of dump trucks, trailers and waste hauling systems.
www.roll-rite.com

Investment Professionals

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