

CROSSPLANE TEAM

Brian Hegi
Managing Partner
214.763.8356
brianhegi@crossplanecapital.com

Ben Eakes
Managing Partner
214.762.8613
beneakes@crossplanecapital.com

Mike Sullivan
Partner
214.536.8966
mikesullivan@crossplanecapital.com

Greg Balliro
Partner
850.443.8442
gregballiro@crossplanecapital.com

Katie (Oswald) Hutchins
Managing Director, Business Development
504.957.0014
katiehutchins@crossplanecapital.com

Ingrid West
Operating Partner
410.340.8617
ingridwest@crossplanecapital.com

Larry Hagenbuch
Operating Partner
214.263.7028
larryhagenbuch@crossplanecapital.com

Jerry Lopez
Managing Director, IT & Cybersecurity
713.598.4335
jerrylopez@crossplanecapital.com

Cullen Steele
Managing Director, Portfolio Talent
213.266.3070
cullensteele@crossplanecapital.com

Contact Us:

750 N. St. Paul Street
Suite 1000
Dallas, Texas 75201

www.crossplanecapital.com

FIRM OVERVIEW

Transforming businesses to drive performance and maximize returns

Crossplane Capital is a private equity firm based in Dallas investing control equity in industrial business services, niche manufacturing and value-added distribution businesses. The firm invests in companies with up to \$200 million of revenue and significant value creation upside through prudent net working capital management, rigorous cost optimization and thoughtful revenue growth.

Our team has decades of collective experience transforming industrial companies as senior executives, operational improvement consultants, strategy consultants, restructuring advisors and private equity investors. As a result, we bring a sophisticated operating model and collaborative culture to lower middle market family owned companies and companies involved in complex situations.

INVESTMENT CRITERIA

Targeting family owned businesses and complex transactions

Business Characteristics

- Headquartered in the United States or Canada with \$40 to \$200 million in revenue and \$5 to \$15 million of EBITDA
- Unique strategic strength, including meaningful market share in a niche industry with pricing power
- Financial or operational underperformance with significant value creation upside
- May be in a cyclically out-of-favor industry

Transaction Criteria

- Control equity investments
- Transaction sizes up to \$120 million for initial platform investment

Transaction Situations

- Complex transaction dynamics, including corporate carve-outs, bankruptcies and restructurings
- Family owned companies looking for a financial, strategic and operating partner to help fuel transformational performance
- Special situations where speed and certainty to close are critical

Target Industries

- | | | |
|---------------------|---------------------------------|------------------------|
| • Automotive | • Construction & Infrastructure | • Facilities Services |
| • Building Products | • Consumer Goods | • Food & Beverage |
| • Business Services | • Equipment Rental | • Plastics & Packaging |
| • Chemicals | | |

Add-on Acquisitions

- No size or geographic constraints
- Crossplane Capital will pay finder's fees

Fund Sizes

- Fund I: \$275 million (2020)
- Fund II: \$373 million (2022)

CURRENT PORTFOLIO COMPANIES



Accent Family of Companies

Value-added industrial distributor of baling wire into the waste / recycling industry



TransAxle

Distributor and remanufacturer of aftermarket drivetrain components



Griffin Fluid Management

Provides fluid management solutions and specialized equipment to infrastructure and construction markets



Empower Rental Group

Family of local equipment rental companies throughout the Southeast



Hunter Leasing

Provides safety critical blast resistant building rental solutions to the petrochemical industry



Viking Fence

Provider of fence rentals, sanitation rentals, fence installations and complimentary building products



Kaemark

Supplier of millwork, seating and equipment into the beauty, spa, medical and veterinary markets



Hynes Industries

Manufacturer of precision-engineered roll formed parts for automated material handling, truck trailer, solar, and general industrial markets



Master distributor of value-added specialty wire and cable solutions to electrical distributors and wholesalers nationwide.



National provider of disaster mitigation and restoration services to commercial customers.