

## CROSSPLANE TEAM

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## 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 \$20 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 \$150 million for initial platform investment

#### Transaction Situations

- 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



### Empower Rental Group

Family of local equipment rental companies throughout the Southeast



### Viking Fence

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



### Hynes Industries

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



### 1Source Rentals

Specialty provider of portable heating, cooling, power, dehumidification, and air management solutions to commercial and industrial customers



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



### Griffin Fluid Management

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



### Hunter Leasing

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



### Kaemark

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



### Mobile Box

Specialty provider of portable storage and ground level office rentals to customers in commercial construction and retail end markets



### Distributor Wire and Cable

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