

Exeter Street Capital Partners is the independent sponsor affiliate of the Patriot Capital Group. We invest in promising small cap companies with \$3-\$5 million of EBITDA within our focus sectors, then pursue buy-and-build strategies that can grow them into market leaders: national, regional, or sector; and we have a demonstrated track record of success doing so.

We form close partnerships with the existing management of growing businesses where our capital, operating resources, financial expertise, strategic insights and professional network can accelerate growth and build long term value. Exeter Street believes that building great companies begins by establishing a seamless alignment of interests and trust among all stakeholders, then making a long-term commitment to strategies that can unlock those businesses' true potential. We take a long term, partnership approach to investing, and are under no pre-determined timeline to exit or monetize our investments.

Exeter has raised deployed over \$1 billion of debt and equity capital across 11 investments since 2014, and over \$400 million since 2021.

## INVESTMENT CRITERIA

- Greater than \$10 million of revenue
- \$3-\$5 million of EBITDA
- Control and structured equity opportunities
- Potential for market leadership: national, regional, or sector
- Profitable businesses; demonstrated growth potential
- Meaningful founder / owner co-investment

## TARGET CHARACTERISTICS

- Proven and sustainable competitive advantages
- Recurring revenue or customer characteristics
- Potential for optimizing product/service portfolio
- Opportunities for manufacturing optimization
- Pathways toward market leadership
- Long-term M&A and/or consolidation potential

## FOCUS SECTORS

### Industrial Growth & Technologies

- Advanced Materials
- Aerospace & Defense
- Contract Manufacturing
- Flow and Process Control
- Paper & Packaging
- Specialty Manufacturing
- Test, Inspection, Certification

### Business Services

- Education & Training
- Facility Services
- Financial Services
- Health, Safety & Environmental
- IT Services
- Residential & Field Services
- Tech-Enabled Services

## CURRENT INVESTMENTS



**Invest Date:** Dec 2023  
**Sector:** Education & Training

Tech-enabled education company that designs and delivers turnkey STEM learning environments and related curriculum.



**Invest Date:** Jan 2023  
**Sector:** Specialty Packaging

Fiber-based graphical packaging converter in folding carton and corrugated. Currently seeking add-on opportunities.



**Invest Date:** Jun / Dec 2021  
**Sector:** Commercial Services

Market leader in commercial signage, installation, lighting, facility services. Currently seeking add-on opportunities.

## PRIOR INVESTMENTS

