

## Revolutionary Approach

Culper isn't interested in just putting money to work. We seek to revolutionize the meaning of private equity by working with our trusted portfolio companies to drive value for its customers, employees, the community and shareholders alike.

**Culper Capital Partners is focused on partnering with businesses with solid fundamentals and niche value drivers.**

We provide value-added strategic solutions in order to enhance returns and position companies for sustainable growth. We utilize our private capital, along with that of our business partners, in order to find bespoke equity, debt or hybrid capital opportunities to drive value for our partners and our portfolio companies.

### Equity Capital

- ◆ Control, Minority, Co-invest or Secondary
- ◆ Founder owned transitions, Management-backed recapitalizations, carve outs
- ◆ EBITDA Range: \$5 - 20mm (& >\$20mm w/ Partners\*)

### Equity Industry Preferences

- ◆ Medical Device Manufacturing and Contracting
- ◆ General Industrial
- ◆ Niche Manufacturing
- ◆ Machinery & Aftermarket Parts/Service

### Target Profile

- ◆ Asset light, niche businesses with strong competitive positions in fragmented industries
- ◆ High barriers to entry
- ◆ Mission critical products with recession protection
- ◆ Opportunity for market consolidation through add-on acquisitions
- ◆ Companies with recurring revenues, attractive cash flow and meaningful growth opportunities
- ◆ *\*Culper will also invest meaningfully alongside other sources of capital ("Partners"), where Culper can add meaningful value & effectuate change.*

### Debt Capital

- ◆ Unitranche, 2nd Lien, Mezzanine, Subordinated Debt, Niche Credit Funds
- ◆ Recapitalizations, Growth & Special Situations
- ◆ EBITDA: Greater than \$3m
- ◆ Investment Sizes: \$2 - 10mm

### Debt Industry Preferences

- ◆ Business/Industrial/Healthcare Services
- ◆ Niche Manufacturing
- ◆ Value-add Distribution
- ◆ Software
- ◆ Real Estate

### Team

- ◆ **Adam Cook**, Managing Partner & CIO  
Former Chairman & CEO of Glebar Co.
- ◆ **Kevin Wilson**, Partner & COO  
Former Director of Trading at BNP Paribas
- ◆ **Christian Sanabria**, CFO  
Former Director of Finance for PE-backed company
- ◆ **Joe Savino**, Director, CPA  
Former Director of Finance at TMP Worldwide
- ◆ **Mark Kraus**, Managing Director, Medical Devices  
Former Executive at Enpath & Neometrics
- ◆ **Chris Catzone**, Analyst  
Former Valuation & Modeling Senior Associate
- ◆ **Brian Cook**, Senior Advisor, Industrial Solutions

**We offer Industrial Sponsor Solutions, in partnership with private equity & investors.**

Together we look to invest in niche, market-leading growth companies that we feel passionate about owning. We seek investments in Machinery & Aftermarket Related Businesses, General Industrial companies, Healthcare services and contract manufacturing as well as in related industries that have a high degree of recurring revenue and counter cyclical characteristics. We seek businesses valued up to \$1 billion.

### CCP Value-add

Vertical/Horizontal Growth Solutions ◆ Working Capital Optimization ◆ Add-on Acquisitions ◆ Workforce Empowerment ◆ Operational Efficiencies ◆ Customer and Supplier Introductions ◆ Go-to-Market Strategies ◆ Sales Channel Expansion

### Portfolio Companies



\*Former control investments of Adam Cook.