



SOUTHLAKE

EQUITY GROUP

About Us

Southlake Equity Group is an investment firm based in the Dallas/Fort Worth area that is focused on acquiring under managed, middle market companies that are headquartered or have significant operations in the south central region of the United States.

The firm's principals possess decades of experience sourcing, structuring, and financing complex transactions and managing companies through strategic, operational, and management transitions.

We pursue transactions that require unique perspective and experience to identify and unlock value and work closely with sellers and intermediaries to fairly assess value, even for companies facing challenges.

We typically seek to invest \$10 million to \$50 million of equity in each transaction.

Investment Philosophy

Southlake Equity Group believes a long-term view and a focus on strategy and operations are critical to creating and sustaining value in the middle market.

As a result, we focus our resources on a limited number of platform investments that provide opportunities to address strategic challenges, improve operations, and grow through acquisition.

We structure transactions to enable companies to achieve long-term value creation objectives, and we ensure that companies have the flexibility and resources to achieve these objectives.

We work closely with management on planning and executing strategic and operational initiatives and providing management teams with meaningful equity incentives.

Investment Criteria

- Enterprise value under \$150 million
- Headquarters or significant operations in south central U.S.
- Transactional, operational or management challenges
- Opportunity for operational improvements, value creation, and/or add-on acquisitions

Investment Types

- Buy-outs
- Corporate divestitures
- Recapitalizations
- Management-led buyouts
- Corporate rollups
- Other structures to accommodate the unique needs of sellers

Industries of Interest

The list below is representative of the types of industries which are most attractive to Southlake Equity Group.

- Consumer products (house wares, specialty foods)
- Business services (staffing, rentals, security, health)
- Healthcare services or devices
- Industrial components and assemblies
- Scientific and industrial instruments
- Furniture, shelving and storage fixtures
- Specialty packaging and converters
- Specialty printing and publishing
- Building materials manufacturing or distribution
- Fabricated rubber and plastic products
- Fabricated metal products (storage, shipping, structural, fasteners)

The firm generally is not attracted to restaurants, high-tech, commodities, real estate, or financial services.

Representative Prior Transactions

- | | | | |
|----------------|-------------------------|------------------|-------------------------|
| AMN Healthcare | - Staffing | Dr Pepper / 7-Up | - Soft Drinks |
| Aerostructures | - Aerospace | Key Automotive | - Automotive Components |
| Sybron Dental | - Distribution | Playtex Products | - Consumer Products |
| Smarte Carte | - Airport Baggage Carts | Walls Industries | - Apparel |



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Team

Southlake Equity Group's principals have completed 14 private transactions in which investments of \$608 million returned \$2.2 billion to shareholders, representing a 3.7x return on capital and a gross internal rate of return of more than 50%. The team has over 60 years of combined experience in private equity and possesses a unique breadth and depth of experience that is not typically found in lower middle market private equity firms. The team has complementary skills that include expertise in transaction sourcing, transaction execution, corporate finance, strategic planning, company management and operations, fund formation and administration, and legal matters.

Douglas D. Wheat

A co-founder of DLJ Merchant Banking and Haas Wheat & Partners, Mr. Wheat has more than 20 years of private equity experience. He has served on numerous public and private Boards of Directors.

Thomas C. Keene

A former Executive Vice President of the turnaround-focused Carlyle Management Group and Ewing Management Group, Mr. Keene has more than 20 years experience in private equity, global strategy consulting, and operations management.

David A. Spuria

A former Partner and the General Counsel of TPG Capital and Capital Z Management, Mr. Spuria has nearly 25 years experience in corporate, securities, finance, M&A, and fund law.

Primary Area of Focus



Why Choose Southlake Equity Group?

- Proven ability to close complex transactions
- Ability to manage issues related to family or management transitions
- Access to regional lenders for senior and mezzanine acquisition financing
- Willingness to acquire companies with challenges, opportunities or risks related to company or industry conditions
- Ability to spot and fairly assess hidden value
- Reliable and open partners with management
- Flexible with respect to seller's post-closing role
- Focused on long-term growth and protecting legacies