

OVERVIEW

River Capital, founded in 1983, is an Atlanta-based private investment firm that makes control investments in lower middle market companies, primarily located in the Southeast and contiguous markets. River Capital is one of the oldest and most experienced firms of its type in the Southeast and has acquired or invested in over 40 companies across 20 states with revenues totaling over \$800 million.

INVESTMENT CRITERIA

Business Attributes

- Profitable lower middle-market companies with \$5 - \$50 million in enterprise value and \$2 - \$10 million in EBITDA
- Stable earnings, secure market positions, and dedicated management teams

Industry

- We invest in light manufacturing, value-added distribution, and select service industries
- We do not invest in companies involved in real estate or oil and gas

Geographic Focus

- Although our focus is on the Southeast, we regularly evaluate investment opportunities throughout the country, including the Southwest, Midwest, and Mid- Atlantic

Form of Investment

- Transactions where we can maintain voting control or where we can affect corporate strategy and the method and timing of the sale
- Management typically rolls a meaningful equity interest

Management

- We invest in executives with a proven track record within their industry
- We incentivize our management teams through performance-based compensation plans and stock options

Growth Strategy

- Favor companies with opportunities for superior performance through internal growth, product or geographic expansion, industry consolidation, vertical integration, or the completion of complementary add-on acquisitions

SELECT CURRENT & PRIOR INVESTMENTS



Distributor of above-ground swimming pools, pool accessories, saunas, games and other products
www.bluewaveproducts.com



Manufacturer of cold weather starting aids and other products for the auto, trucking and heavy equipment aftermarket industry
www.fivestarmanufacturing.com



Operator of five full-service aviation facilities supporting corporate, business charter and independent aircraft.



Designs, engineers, and manufactures ground support equipment for the aviation markets
www.tronair.com



Converter and distributor of custom engineered products such as adhesive tapes, foams, films, foils and related materials
www.can-dotape.com

CONTACT INFORMATION

Bryan Wethington
 Managing Principal
 (404) 310-7092

bwethington@river-capital.com

Tooker Callaway
 Associate
 (470) 607-3540

tcallaway@river-capital.com

www.river-capital.com