




# MANGROVE

E Q U I T Y   P A R T N E R S

*The Ideal Partners for Liquidity and Growth*



We are pleased to announce our latest transaction in which we are partnering with two industry innovators in a continued consolidation within their target industry/geography

*ANOTHER SUCCESSFUL  
MANGROVE PARTNERSHIP*

**AUGUST 2012**

We are pleased to announce our latest transaction in which we are partnering with two industry innovators in a continued consolidation within their target industry/geography. In accordance with the founders' wishes and in the interest of strategic positioning, we must remain silent regarding the specific industry and company name. The founders are exceptionally strong operators having built a substantial business with EBITDA margins roughly 5x the industry average. Among other reasons, the founders chose to partner with Mangrove due to our uncommon history and experience with successful industry consolidations. This latest investment is the 126th transaction and 53rd industry for the Mangrove team.

Once again, Mangrove proved a willingness to work through complexity to get an opportune deal done. As always, our approach is to provide our partners with more than just cash. These differentiators are evident as we:

- Worked through environmental and regulatory issues endemic to the industry
- Closed this transaction with no third party debt as this particular deal required
- Closed a relatively small platform, seeing the significant opportunity to pursue yet another industry consolidation backing extraordinary operators. Mangrove backed the founders in closing an add-on that grew the business by 10% in less than one week after the initial closing
- Are working with management to create standardized tools that allow for the fast and efficient closing and integration of add-ons

#### **MANGROVE EQUITY PARTNERS: MORE THAN THE COMMODITY OF CASH**

The Mangrove team works hard to be your go-to private equity fund in the lower middle market by leveraging our extensive experience (126 deals across 53 industries) to make quick decisions and get deals done. Mangrove's three-man internal operating team affords us an uncommon ability to relate to entrepreneurs through shared experience, and credibility.

Mangrove has maintained an attitude and practice of partnership with our deal sources over the past 23 years. We roll up our sleeves and work with intermediaries to do what is necessary to move deals forward. If a deal is not a fit for Mangrove's criteria, we endeavor to provide accurate and helpful suggestions as to who may have a pointed interest. Our goal is to help our deal sources get their deals done and accordingly, become their go-to fund in the lower middle market. We hope to have the pleasure of working closely with you.

#### **WHIT WEBSTER**

wwebster@MangroveEquity.com  
(813) 868-4500 Ext. 9

#### **GLENN OKEN**

goken@MangroveEquity.com  
(813) 868-4500 Ext. 1