

# FIRM OVERVIEW

Charlesbank Capital Partners is a Boston-based middle-market private equity firm with a long track record of strong investment returns. For many years, we managed an investment portfolio solely for the Harvard University endowment, before establishing Charlesbank as an independent firm in 1998. In mid-2009, we closed our most recent fund with \$1.5 billion in committed capital.

Charlesbank's principals have a long history of working together, a deep specialization in the middle market and a record of solid returns over multiple business cycles. We bring a flexible approach to the structure of each portfolio company investment and are comfortable working in scenarios that are complex or difficult to underwrite.

We typically invest \$50 million to \$150 million of equity per transaction in companies with enterprise values of \$100 million to \$750 million. Targets include:

- Privately held companies seeking to accelerate growth through acquisition, facilitate ownership change or recapitalize their balance sheets
- Leveraged acquisitions of "orphan" corporate divisions or small-cap public companies lacking strong institutional-investor following
- Small and mid-cap public companies seeking negotiated placements of preferred equity
- Top-level executives seeking a financial partner to execute an investment thesis in a specific industry of interest

## INVESTMENT APPROACH

- Seek companies with a fundamental reason to exist and strong competitive industry position
- Often pursue investments in industries out of favor with broader investment community
- Engage aggressively in complex situations created by timing of management transition, limited availability of high-quality financial information, etc.
- Provide flexible financing solutions: growth equity, structured minority investments, control buyouts and recapitalizations

## SCREENING PROCESS

- Weekly firm-wide discussion of all new investment opportunities, resulting in thorough consideration prior to submission of first-round indications of interest and timely feedback to intermediaries
- Investment of significant resources to understand business and industry prior to initial management meetings
- Transparency throughout process, providing management, sellers and their representatives a high degree of certainty

No matter how a transaction originates, we invest only in situations where we have developed a detailed understanding of the business and its industry; share a common vision with management on how to build a better business; and have developed a capital structure that will provide us the operational flexibility to pursue our business plan.

## SENIOR INVESTMENT TEAM

Sam Bartlett	Mark Rosen
Jon Biotti	Brandon White
Ryan Carroll	Josh Beer
Michael Choe	Jason Pike
Kim Davis	David Ganitsky
Michael Eisenson	Aaron Barasz
Andrew Janower	David Katz
Josh Klevens	Pedro Vaz
Tim Palmer	Alex Weiss

## BOSTON

200 Clarendon Street,  
54th Floor  
Boston, MA 02116  
617.619.5400

## NEW YORK

70 East 55th Street,  
20th Floor  
New York, NY 10022  
212.903.1880

## BUSINESS SERVICES & EDUCATION



### PRINCETON REVIEW

Standardized test preparation and college admissions consulting company



### TECHNISOURCE \*

Technology staffing and services company



### UNIVERSAL TECHNICAL INSTITUTE \*

Provider of automotive and other specialized technical education programs



### WORLDSTRIDES \*

Provider of educational student travel courses

## COMMUNICATIONS



### CROWN CASTLE \*

Builder and operator of communications towers



### ZAYO

Wholesale fiber-based bandwidth provider focused on serving wireline and wireless telecom carriers

## CONSUMER, RETAIL & RESTAURANTS



### AURORA ORGANIC DAIRY \*

Producer and processor of private-label organic milk and butter for grocery and mass merchant retailers



### BLACKSMITH BRANDS \*

Marketer, seller and distributor of over-the-counter and personal care products



### DEI HOLDINGS

Designer and producer of premium audio products and vehicle security and convenience systems



### OSP GROUP

Direct marketer of plus-size apparel



### PAPA MURPHY'S \*

Franchisor and operator of "take-and-bake" pizza stores



### SEALY \*

Manufacturer of mattress and foundation products



### SHOPPERS DRUG MART \*

Full-service drugstore chain in Canada



### ZENITH PRODUCTS

Designer and manufacturer of bathroom storage products and accessories for the retail market

## ENERGY



### BLUEKNIGHT ENERGY

Midstream energy partnership providing gathering, transportation and terminaling services



### REGENCY GAS SERVICES \*

Operator of 2,900 miles of natural gas gathering, processing and pipeline assets



### SOUTHCROSS ENERGY

Midstream energy company engaged in the gathering, processing and pipeline transportation of natural gas

## FINANCIAL SERVICES



### CIBC \*

Credit asset management firm focused on senior secured corporate loans



### CSI LEASING \*

Independent IT leasing company



### MONTPELIER RE

Provider of global property catastrophe insurance and reinsurance



### STONECASTLE PARTNERS

Specialized asset manager focused on the community banking industry

## HEALTHCARE SERVICES



### ANIMAL HEALTH INTERNATIONAL \*

Marketer and distributor of animal health products



### TECOMET \*

Contract manufacturer of complex metal components for the medical device and aerospace industries



### TLC VISION

Operator of LASIK surgery centers and provider of mobile eye-care equipment and services

## INDUSTRIAL & DISTRIBUTION



### AMERICAN TIRE DISTRIBUTORS \*

Wholesale distributor of replacement tires for passenger cars and light-duty trucks



### CEDAR CREEK

Wholesale building materials distribution company



### CITADEL PLASTICS

Global plastics composites company



### GSI \*

Global manufacturer and supplier of agricultural equipment focused on the grain industry



### HORN INDUSTRIAL SERVICES

Specialized industrial service provider focused on the power and refinery industries



### ONCORE MANUFACTURING

Provider of contract EMS to OEMs in the defense, healthcare and industrial markets



### PEACOCK ENGINEERING

Processing and packaging services provider for the food industry



### TROJAN BATTERY

Worldwide manufacturer of deep-cycle batteries



### UNITED ROAD SERVICES

Provider of vehicle transport and logistics services

\* Realized

For a complete list of investments, visit: [www.charlesbank.com](http://www.charlesbank.com)