



Milestone Partners collaborates with management to make control equity investments in established operating businesses with a focus on the industrial, financial services and technology-enabled services sectors. Milestone is currently investing in new platform companies out of Milestone IV, a \$300 million fund raised in 2013. We have been committed to the lower middle market for over 20 years, and we believe success in this market requires discipline, flexibility, relationships and hard work.

Industry Focus

FINANCIAL SERVICES

TECH-ENABLED SERVICES

INDUSTRIAL

The partners at Milestone have decades of experience working with companies in the financial services, tech-enabled services and industrial sectors. We combine deep industry expertise with precisely-targeted operating resources to provide customized operational, technical and financial support for our portfolio companies.

Investment Criteria

Type of Investment:

- Control equity investments; non-control investments on a selective basis

Geography:

- North America (may have overseas operations)

Key Metrics for Platforms (add-ons may be smaller):

- Revenue: \$15–\$150 million
- EBITDA: \$3–\$20 million
- Transaction size: \$20–\$150 million
- Equity investment: \$10–\$40 million

Firm Differentiators

Certainty of Close:

- \$660 million of capital under management
- Resourceful, creative approach to execution
- 20-year tenure in lower middle market
- Depth and breadth of financing relationships

Preferred Partners:

- Relationship-driven approach
- Respectful and responsive
- Flexible and customized approach to post-closing value creation

Select Current Platform Investments





Targeted Industry Verticals

FINANCIAL SERVICES

Sample Industry Segments

- Consumer finance
 - Installment / auto lending
 - Rent-to-own
 - Warranty finance
- Commercial finance
 - Factoring
 - Merchant cash advance
 - Small ticket leasing

Key Business Model Attributes

- Niche, high margin segments
- Underserved by banks
- High ROIC characteristics

Current Investments



- Used auto sales and finance
- Lawrenceville, GA



- VSC financing solutions
- Chicago, IL



- Online specialty finance
- Austin, TX



- Consumer installment loans
- Greenville, SC

Past Experience



- Consumer installment loans

TECH-ENABLED SERVICES

Sample Industry Segments

- E-commerce (Internet retail)
- Marketing services
- Enterprise software & solutions
- BPO

Key Business Model Attributes

- Proprietary technology platform
- Business to business
- Scalable model
- Large, growing addressable markets

Current Investments



- SaaS digital marketing for real estate
- Bend, OR



- Enterprise class database solutions
- Bedford, MA



- Electronic content management solutions
- Tallahassee, FL



- Order management software and solutions
- Parsippany, NJ

Past Experience



- Hospitality security solutions



- Online retailer of nutritional products

INDUSTRIAL

Sample Industry Segments

- Engineered manufacturing
- Electronics
- Flow & process control
- Machinery & capital equipment
- Industrial water

Key Business Model Attributes

- Engineering / IP
- Culture of innovation
- Strong cash flow conversion
- Large, diverse addressable markets

Current Investments



- Automotive parts stamping and tooling
- Windsor, ON



- Connectors and capacitors
- Stoughton, MA

Past Experience



- High pressure food pasteurization



- High pressure processing systems



- Specialty commercial doors



- Highly engineered connectors