

Radnor, PA, January 17, 2013 - Milestone Partners is actively seeking potential add-on acquisitions for Pancon Corporation (www.panconcorp.com). Based in Stoughton, MA, with additional operations in Illinois, Virginia, Germany and Slovenia, Pancon is a leading global designer and manufacturer of industry standard and custom cable connectors (discrete and mass terminated) and their associated board mount interfaces.

“With its broad product offering, global footprint and experienced management team, Pancon is well-positioned to execute on a strategic add-on acquisition program,” commented Geoff Veale of Milestone Partners. “We are targeting companies that help Pancon expand its global footprint, have attractive customer relationships and unique product designs,” added Mike Kirkman, CEO of Pancon.

ACQUISITION CRITERIA:

- General profile: Electronic connector design and manufacturing
- End markets: Will consider all industries
- Geography: Global
- Revenue: \$5 million and up
- EBITDA: \$1 million and up



INTERMEDIARY FEES:

- Milestone pays standard intermediary fees for introductions that result in transactions.

CONTACT:

- Please contact one of the following team members regarding opportunities that fit the criteria above:
 - Geoff Veale, (610) 526-2706, gveale@milestonepartners.com
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Milestone Partners (www.milestonepartners.com) is a private equity firm that partners with management to invest in leveraged buyouts and recapitalizations of lower middle market businesses. Milestone pursues successful niche-market leaders that provide high-margin products or services. Milestone’s transactions typically provide liquidity to shareholders of privately owned businesses, facilitate the transition of ownership to key managers, and allow management to capitalize on growth opportunities, while maintaining the legacy of the founders.










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MILESTONE REPRESENTATIVE INVESTMENTS:

-  **Avure Technologies**
(high-pressure processing systems)
-  **Blaschak Coal**
(anthracite mining and marketing)
-  **Cafe Enterprises**
(casual dining restaurant chains)
-  **CODi**
(corporate mobility solutions)
-  **Dydacomp**
(e-commerce and catalog software)
-  **Global Connection**
(prepaid phone and internet service)
-  **Good Health Natural Products**
(natural foods and body care products)
-  **Image API**
(electronic content management solutions)
-  **Learn It Systems**
(education services)

-  **Machine Laboratory**
(precision manufacturing)
-  **Mariner Finance**
(consumer installments loans)
-  **Martex Fiber Southern Corp.**
(textile waste recycling)
-  **Outlook Group**
(printing, packaging and direct marketing)
-  **Pancon**
(connectors and capacitors)
-  **Safemark Systems**
(in-room safes and personal lockers)
-  **Southern Management Corp.**
(consumer installment loans)
-  **Trans-Trade**
(non-asset-based logistics)
-  **United Road Towing**
(towing services)

MILESTONE GENERAL INVESTMENT CRITERIA:

Company Size*:

- Revenue: \$15–\$150 million
- EBITDA: \$3–\$20 million

Transaction Size*:

- \$15–\$150 million

Equity Investment Size*:

- \$5–\$40 million (and higher with typical co-invest)

*Add-ons may be smaller

Sectors and Industries:

- Generalist approach; seeking high-margin, niche-market leaders in all industries

Geography:

- North America (may have overseas operations)

Key Business Characteristics:

- Clear competitive advantages
- High profit margins
- Compelling growth opportunities

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