



Pancon Acquires Sunstone Components Group; Continues Add-On Search

Radnor, PA, August 8, 2013 – Milestone Partners is pleased to announce that its portfolio company Pancon Corp. completed a highly strategic add-on acquisition of Sunstone Components Group on August 2, 2013.

Sunstone is a Temecula, CA based manufacturer of insert molded components and precision metal stampings. Sunstone's products include precision-made connector pins and terminals, switch and relay contacts, lead frames, sensors, other stamped parts for electronic applications, as well as a variety of insert molded components. Mike Kirkman, CEO of Pancon, noted, "The Sunstone acquisition expands Pancon's product offering and will allow us to design unique products for our customers."

Geoffrey Veale, Principal at Milestone Partners, added "Mike Kirkman and the Pancon management team are executing on their plan to build a diversified, global connector platform. Pancon remains committed to executing its add-on strategy and will continue to seek complementary businesses to augment its organic growth."

The law firm Drinker Biddle & Reath LLP advised Pancon on the acquisition.

For more information about the transaction, please contact [Geoffrey Veale](#) or [Jamie Greene](#) at Milestone Partners.

Pancon Corp. (www.panconcorp.com) is an innovative manufacturer of highly engineered connectors and multilayer polymer capacitors. With a global reach including two international facilities, Pancon has the in-house design and production capabilities to service a broad variety of markets, including automotive, industrial, medical and telecommunications under the Pancon, Ark-Les and Paktron brand names.

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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	Avure Technologies (high-pressure processing systems)		Learn It Systems (education services)
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	Cafe Enterprises (casual dining restaurant chains)		Martex Fiber Southern Corp. (textile waste recycling)
	CODi (corporate mobility solutions)		Outlook Group (printing, packaging and direct marketing)
	Dydacomp (e-commerce and catalog software)		Pancon (connectors and capacitors)
	Global Connection (prepaid phone and internet service)		Safemark Systems (in-room safes and personal lockers)
	Good Health Natural Products (natural foods and body care products)		Southern Management Corp. (consumer installment loans)
	Image API (electronic content management solutions)		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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