

## SUMMARY OVERVIEW

### BACKGROUND

Mason Wells is a highly experienced and active Midwest-based private equity firm that is currently investing through Mason Wells Buyout Fund IV, a \$615 million fund. Our approach to every relationship reflects our belief that three essential elements advance success in private equity investing: exceptional skill, rigorous discipline, and straight talk.

Mason Wells focuses on two key aspects of every transaction:



#### THE MANAGEMENT TEAM

Mason Wells seeks to support founders, family owners and managers in the transition of ownership to help companies and owners realize their potential while preserving legacy and culture.



#### OPPORTUNITIES TO BUILD AND IMPROVE A BUSINESS

We work in partnership with experienced, entrepreneurial management teams to implement our disciplined and proven Value Creation System to create long term, sustainable value in companies.

### INVESTMENT CRITERIA

Mason Wells seeks to be the lead equity investor with control positions in companies that meet the following preferred criteria:

MIDWESTERN HEADQUARTERS	FINANCIAL SIZE	TARGETED INDUSTRIES	TYPES OF TRANSACTIONS
	<p><b>Company Revenue:</b> \$25 - \$300M</p> <p><b>EBITDA:</b> \$5 - \$30M</p> <p><b>Transaction Value:</b> \$25 - \$300M</p>	<ul style="list-style-type: none"> <li>• Consumer Packaged Goods</li> <li>• Engineered Products &amp; Services</li> <li>• Outsourced Business Services</li> <li>• Packaging Materials &amp; Converting</li> </ul>	<ul style="list-style-type: none"> <li>• Buyout of a Family-Owned Business</li> <li>• Owner Recapitalization</li> <li>• Buyout of a Non-Core Corporate Division</li> </ul>

### PROFESSIONALS

**Tom Smith** *Executive Managing Director*

**Kevin Kenealey** *Senior Managing Director*

**Greg Myers** *Senior Managing Director*

**Jay Radtke** *Senior Managing Director*

**Ben Holbrook** *Senior Managing Director*

**Chris Markgraf** *Director*

**Chris Pummill** *Director*

**Mike Wirth** *Director*

**Damon Thome** *Director*

**Michael Graves** *Vice President*

**Chris Lau** *Vice President*

**Dan Shanahan** *Senior Associate*

**Jeff Davidson** *Director of Research*

**Dov Grumet-Morris** *VP-Business Development*

## TARGETED INDUSTRIES & REPRESENTATIVE INVESTMENTS



### PACKAGING MATERIALS & CONVERTING

Non-commodity flexible or rigid packaging materials companies servicing any of the following markets:

- Beverage
- Food
- Ingredients
- Health & Beauty
- Healthcare
- Pet Care



#### **AWT Labels & Packaging** - Minneapolis, MN

- Converter of labels and flexible packaging for the healthcare, food, and personal care markets.
- *Add-on Acquisition:*  
- Citation Healthcare Labels, LLC - Hauppauge, NY



#### **MGS Mfg. Group, Inc.** - Germantown, WI

- Supplier of injection molded plastic components, tooling, and equipment for healthcare, electronics, automotive, and consumer end markets.
- *Add-on Acquisition:*  
- Molding facility from Jabil Inc. - Juarez, Mexico



#### **Nelipak Corporation** - Cranston, RI

- Manufacturer of thermoformed packaging for the global healthcare market.
- *Add-on Acquisitions:*  
- Computer Designs Inc. - Whitehall, PA  
- Flexpak Corporation - Phoenix, AZ  
- Tegrant Alloyd Brands of Puerto Rico - Juncos, PR



### OUTSOURCED BUSINESS SERVICES

Business Process Outsourcing (BPO) and/or recurring revenue companies that utilize information technology to service a vertical market:

- Education
- Energy & Utilities
- Environmental/Facilities
- Financial Services
- Healthcare
- Logistics



#### **Paragon Development Systems, Inc.** - Brookfield, WI

- Provider of enterprise IT solutions for the healthcare, government, education, and corporate markets.
- *Add-on Acquisition:*  
- Works Computing, Inc. - Bloomington, MN



#### **Qualus Power Services Corp.** - Cincinnati, OH

- Provider of outsourced electrical power engineering, testing, and maintenance services to utility and industrial markets.
- *Add-on Acquisitions:*  
- 3C Electrical Co., Inc. - Boston, MA  
- Power & Generation Testing, Inc. - Nashville, TN  
- Power Grid Engineering - Orlando, FL  
- Reuter & Hanney, Inc. - Philadelphia, PA  
- Utilities Plus Energy Services - Minneapolis, MN



#### **RJW Logistics Group, Inc.** - Woodridge, IL

- Provider of retail logistics for consumer packaged goods companies supplying traditional and e-commerce retailers.



#### **SWAT Group, Inc.** - Milwaukee, WI

- Provider of radon mitigation system installation services to residential and commercial properties.



### CONSUMER PACKAGED GOODS

Companies producing, packaging, and marketing consumable packaged goods for any of the following markets:

- Beverage
- Food
- Ingredients
- Household
- Healthcare
- Personal Care



#### **Buffalo Games, LLC** - Buffalo, NY

- Manufacturer, innovator, and marketer of jigsaw puzzles and board games for adults, children, and families serving the retail and e-commerce channels.



#### **EastPoint Sports Ltd., LLC** - Succasunna, NJ

- Designer and importer of branded & licensed indoor and outdoor home recreational sporting goods sold through major retailers and e-commerce channels.
- *Add-on Acquisition:*  
- Wild Sports - Westfield, IN



#### **King Juice Company, Inc.** - Milwaukee, WI

- Manufacturer and marketer of the Calypso brand of flavored lemonades and limeades and a co-manufacturer of non-carbonated beverages.



### ENGINEERED PRODUCTS & SERVICES

Companies that design and manufacture high value added products focused on a variety of markets:

- Building Products
- Flow Control
- Foodservice Equipment
- Healthcare Products
- Specialty Chemicals
- Test & Measurement



#### **Aquion, Inc.** - Roselle, IL

- Manufacturer of water softening, purification, and disinfection systems.
- *Add-on Acquisition:*  
- Procam Controls, Inc. - Plano, TX



#### **L.B. White Company, LLC** - Onalaska, WI

- Manufacturer of branded heating and cooling equipment and parts for the global swine, poultry, and construction markets.
- *Add-on Acquisition:*  
- Reeves Supply, Inc. - Franklin, GA



#### **Structural Concepts Corporation** - Muskegon, MI

- Manufacturer of branded temperature controlled merchandising equipment for foodservice and grocery markets.



#### **Whitehall Specialties, Inc.** - Whitehall, WI

- Manufacturer of non-standardized and processed cheese ingredients and products.