

PFINGSTEN

Pfingsten is an operationally oriented private equity firm that builds better businesses through operational improvements, professional management practices, global capabilities and profitable business growth. We have been partnering with entrepreneur and family-owned businesses for over 35 years.

1989 Founded

\$435M Fund VI

165+ Investments

~90% Family-Owned

Pfingsten Difference



OPERATIONAL RESOURCES

- Six full-time operating partners
- Continuous improvement training
- Best practice exchange forums
- Outsourced services
- Executive network



GLOBAL CAPABILITIES

- Rep offices in China and India
- Product sourcing
- Engineering and IT support
- E-Commerce strategy
- Outsourced services
- Add-on acquisitions



CONSERVATIVE CAPITAL STRUCTURES

- Over 50% equity in capital structure
- Ability to weather economic cycles
- Allows for investments in people, product development, systems, facilities and equipment

Industry Preferences



MANUFACTURING

- Niche manufacturers
- Engineered products
- Gross margins > 25%



DISTRIBUTION

- Value-added assembly
- Technical knowledge
- Gross margins > 20%



BUSINESS SERVICES

- Specialty technical services
- High switching costs
- Scalable business platform

Investment Criteria

\$3 to \$12M
EBITDA

\$20 to \$150M
Revenue

\$15 to \$100M
Transaction Value

Current Investments

MANUFACTURING



Manufacturer of specialty lasers and related power supplies

San Marcos, CA
August 2023

DISTRIBUTION



Distributor of new and aftermarket telecommunications equipment and provider of related maintenance and repair services

Santa Barbara, CA
December 2022

MANUFACTURING



Manufacturer and distributor of dimensional metrology instrumentation and calibration services

Canton, MA
August 2022

DISTRIBUTION



Distributor of agricultural and propane parts, components and equipment

Wichita, KS
December 2021

BUSINESS SERVICES



Provider of electrical services serving the telecommunications, cellular, electrical vehicle charging and utility markets

Kingston, MA
October 2021

BUSINESS SERVICES



Provider of managed IT support services and solutions

Reading, PA
February 2021

DISTRIBUTION



Manufacturer and distributor of highly engineered commercial accent LED lighting systems

San Diego, CA
November 2019

DISTRIBUTION



Distributor of compressed air piping systems, components, kits, replacement parts and accessories

Auburndale, WI
July 2019

MANUFACTURING



Manufacturer of nitrogen generators

Wilmington, NC
November 2018

DISTRIBUTION



Provider of IT asset reclamation, refurbishment and distribution services

Milton, WI
January 2018

MANUFACTURING



Manufacturer and online retailer of drone and ground vehicle components, replacement parts and systems

Sarasota, FL
September 2017

MANUFACTURING



Manufacturer of wide format, portable promotional signage and displays

Brooklyn Center, MN
May 2017

MANUFACTURING



Manufacturer of semi-custom framed and frameless kitchen and bath cabinetry

Haleyville, AL
June 2016