

# PFINGSTEN

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Pfingsten is an operationally oriented private equity firm that builds better businesses through operational improvements, professional management practices, global capabilities and profitable business growth rather than financial engineering. We have been partnering with entrepreneur and family-owned businesses for over 30 years.

**1989** Founded

**5** Funds

**\$382M** Fund V

**145+** Investments

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## 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

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## 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

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## Investment Criteria

**\$3 to \$12M**  
EBITDA

**\$20 to \$150M**  
Revenue

**\$15 to \$100M**  
Transaction Value

## Current Investments

### 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

### BUSINESS SERVICES



Provider of laboratory instrument maintenance, repair and calibration services

Pleasanton, CA  
February 2019

### MANUFACTURING



Manufacturer of nitrogen generators

Wilmington, NC  
November 2018

### DISTRIBUTION



Distributor of OEM replacement and repair parts for safety and relief valves

Mobile, AL  
July 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

### MANUFACTURING



Manufacturer of customized folding carton packaging

Hauppauge, NY  
May 2016

### MANUFACTURING



Manufacturer of high power AC and DC power supplies, rectifiers, power transformers and energy storage systems

Burlington, VT  
December 2012