

Islington Capital Partners Overview

Islington Capital Partners is a private equity firm that invests in and acquires established, profitable companies with revenues of up to \$50 million, with a particular emphasis on businesses that are generating \$1-3 million of EBITDA. We work collaboratively with business owners and managers to enhance the value of companies through sound strategy, effective execution and disciplined financial management.

Investment Criteria

Company Characteristics

- Established companies with up to \$50 million of revenue
- Emphasis on businesses that are generating \$1-3 million of EBITDA
- Located east of the Mississippi River

Industries

- Wide variety of industries, but typically do not pursue investments in retail, technology, commodities, real estate

Transaction Size/Structure

- Acquisitions and change-of-control recapitalizations
- Up to \$7 million equity investment

Ownership Dynamics

- Family-owned businesses
- Owner-operated businesses
- Businesses with inactive owners
- Corporate divestitures

Profile of Principals

The principals of Islington Capital Partners, Paul Spinale and John Cullinane, have over 35 years of private equity experience and have closed over 50 transactions across a wide variety of industries, including

- Industrial Manufacturing
- Building Materials
- Food Services
- Distribution
- Medical Equipment
- Communications Equipment
- Consumer Products
- Direct Marketing
- Business Services
- Financial Services
- Information Services
- Publishing

Why Islington Capital Partners?

Committed Capital: We manage a committed pool of equity capital, so there are no external reviews or approval processes required. Paul Spinale and John Cullinane are the only decision-makers of Islington Capital Partners. We can make decisions as quickly as necessary.

Extensive Experience: We have dealt with many kinds of businesses and transactions. We draw upon this experience to lead an efficient and professional transaction process.

Flexibility: We do not operate with a rigid formula. We listen to what is important to sellers and respond in ways that are appropriate for the circumstances at hand.

Honesty and Integrity: We conduct ourselves with honesty and integrity in all matters. We place the highest value on our reputation for fair dealings.

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