

Company Background

- Berkley Capital is the private equity investment subsidiary of W. R. Berkley Corporation, a Fortune 500 property and casualty insurance company with an investment portfolio in excess of \$20 billion.
- Founded in 2002, Berkley Capital currently manages investments in 10 portfolio companies and seeks buyout investment opportunities and growth equity investment opportunities within industries such as aerospace and defense, business services, financial services, and specialty manufacturing.
- The Berkley Capital team has deep experience in its target verticals and works with portfolio companies at the Board level to provide advice on business strategy, operational improvements, revenue growth initiatives and leadership development.

Industry Focus

Aerospace and Defense

- Parts Distribution
- Component Repair and Overhaul (CRO)
- Maintenance, Repair, and Overhaul (MRO)
- Military & Government Services

Financial Services

- Financial Technology and Payments
- Financial Institution Service Providers
- Specialty and Consumer Finance

Business Services

- Business Process Outsourcing
- Value Added Distribution
- Information Services
- Legal Technology
- Promotional Products

Specialty Manufacturing

- Branded Textiles
- Home Furnishings and Related Products

Investment Criteria

Berkley Capital has successfully partnered with management teams in both Buyout investments and Growth Equity investments.

We seek opportunities with the following characteristics:

Transaction Types

- Growth Equity
- Recapitalization
- Management Buyout
- Leveraged Buyout

Investment Profile

- Buyout Platform Investments:
 - EBITDA: \$5 - \$25 million
 - Equity Investment: \$10 - \$75 million+
- Growth Equity:
 - Revenue: \$5 million+
 - Equity Investment: \$5 million+
- Majority or minority ownership
- Geography: North America
- Capacity to invest in debt securities alongside an equity investment
- Flexible investment horizon

Company Characteristics

- Leadership within industry sector or niche with demonstrated competitive advantage
- Experienced, growth-oriented management team
- Potential for 10%+ annual revenue growth
- Current or potential EBITDA margins in excess of 10%

Selected Current Portfolio Companies

chilewich

**Specialty
Manufacturing**

Chilewich designs and manufactures premium textiles for the residential, hospitality, transportation, and contract end-markets. For the residential and hospitality segments, Chilewich offers placemats, runners, floor mats, and rugs distributed through the Company's retail network, interior designers, and the Company's e-commerce website. For the transportation and contract segments, Chilewich provides a range of flooring solutions, in addition to wall and window coverings.

PACERPRO

**Business
Services**

PacerPro is an automation and experience capture platform that integrates federal and state court data into workflow and knowledge systems for national law firms and leading litigation boutiques. PacerPro automates costly rote tasks for attorneys and improves data accumulation, which empowers law firms to make better decisions based on readily and easily accessible facts.

 CRYPTON

**Specialty
Manufacturing**

Crypton provides branded, environmentally-responsible, performance textile solutions. The company's flagship product, Crypton Fabric, targets the healthcare, hospitality, government, education, and contract segments. Crypton Home Fabric is a leading provider of performance fabrics for the home furnishings industry. The Company operates a textile mill and a finishing plant in North Carolina.

 Corporate
IMAGING
CONCEPTS

**Business
Services**

Corporate Imaging Concepts (CIC) is a technology-enabled distributor of branded promotional products for corporate and non-profit enterprises. Through its online company stores and proprietary technology platforms, CIC supports marketing and employee incentive programs and connects customers directly to leading suppliers to realize supply chain efficiencies.

 **Greenwich**
AEROGROUP

**Aerospace &
Defense**

Greenwich AeroGroup operates a network of aviation service companies that seek to leverage their collective relationships and competencies. The Company has extensive capabilities globally and provides a full range of aviation services, including MRO, CRO, parts distribution and manufacturing services for business, commercial, and military aircraft.

Selected Former Portfolio Companies

HealthEquity

Financial Services

HealthEquity administers HSAs and other consumer-directed benefits in partnership with employers, benefits advisors, and health and retirement plan providers. HealthEquity completed an Initial Public Offering in 2014 under the ticker "HQQ".

Foundation  Source

Financial Services

Foundation Source is the leading provider of outsourced administrative services to private charitable foundations in the U.S. Foundation Source's services include back-office administration, real-time compliance monitoring, transaction processing, tax preparation and filing, and regulatory and financial reporting. The Company was sold to Incline Equity Partners.

 **AeroPrecision**
A GREENWICH AEROGROUP COMPANY

**Aerospace &
Defense**

Aero Precision Industries was a Greenwich AeroGroup company that specializes in serving the international military aerospace industry. The Company serves as a stocking distributor for international military end-users of aircraft parts on widely installed platforms such as the F-16, C-130, and H-60. The Company was sold to Odyssey Investment Partners.

Management Team

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