petra CAPITAL PARTNERS

# BUSINESS AND TECH ENABLED SERVICES OVERVIEW

Petra Capital Partners is a private equity firm engaged in providing growth capital for companies located throughout the United States. Our investment team has an established record of success spanning over 20 years and deploying more than $900 million of capital invested into more than 100 companies. We are seeking investments for our new SBIC fund, Petra Growth Fund V.

## Transaction Types

- Growth capital
- Recapitalizations
- Buyouts
- Shareholder liquidity
- Platform buy and build

## Company Characteristics

- Not capital intensive
- Recurring or highly reoccurring revenue
- Differentiated offering
- Niche Leaders

## Financial Characteristics

- 10M or greater revenue
- 1M or greater EBITDA
- Fragmented industries or strong organic growth
- 10-25M investments

## Flexible Capital Solutions

Minority Equity | Subordinated Debt | Control Equity

## Current Segments of Interest

**Outsourced Professional Services**
Outsourced HR & administrative, regulatory & corporate compliance, sales & marketing, insurance, and corporate training.

**Facility Services**
Commercial, industrial, and residential services such as HVAC, MEP, fire & life safety, back-up power, janitorial & property management.

**Field Services**
Environmental services, test, inspection & certification, equipment, machinery & utility maintenance and repair.

**IT Services**
Business intelligence, analysis & benchmarking, managed services & cybersecurity, and IT systems integrators.

**Industrial Growth**
IoT and connected solutions providers, test & measurement, integrators of industrial controls and automation systems.

**Specialty Manufacturing & Distribution**
Asset light, high margin contract manufacturers serving high growth end markets and value-add distributors.

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## Current and Former Business and Tech Enabled Services Investments

| | | |
|---|---|---|
| **Outsourced Professional Services** | PRAGMATIC INSTITUTE | Corporate training services provider for technology companies. |
| | ShipleyAssociates | Provider of outsourced RFP services to government contractors and corporate clients. |
| **Facility Services** | AIRSERV | Provider of outsourced services to commercial airlines, airports, and transportation companies. |
| | ServiceMASTER Liberty Restoration Group | Restoration platform in the ServiceMaster Restore franchise ecosystem. |
| **Field Services** | C&D Industrial Maintenance | Maintenance, repair and installation services provider of commercial doors and industrial docks. |
| | Royalty | Seymour, IN based provider of commercial and residential roofing services. |
| **IT Services** | commence | Tech-enabled government contractor serving Medicare in areas of patient satisfaction and cost containment. |
| | Highstreet | Cloud-oriented managed IT services provider. |
| **Industrial Growth** | Cre8tive TECHNOLOGY AND DESIGN | Provider of ERP technology solutions for manufacturing and distribution companies. |
| **Specialty Manufacturing & Distribution** | KEYSTONE FOAM CORP. | Derry, PA based fabricator of custom foam products for various end markets. |
| | MIDWEST AUTOMOTIVE DESIGNS LUXURY CUSTOM SPRINTER VANS | Elkhart, IN based provider of upfitting services of luxury vans, trucks, and RV's. |

## Team


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