



COURT  
SQUARE

WE HAVE BEEN BUILDING  
MIDDLE MARKET COMPANIES  
FOR OVER 35 YEARS

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# ABOUT

We are growth investors focused on the U.S. middle market primarily investing in the business services, healthcare, general industrial, and technology and telecommunications sectors.

## EXPERIENCE

The Court Square team is one of the most experienced teams in private equity having completed more than 210 investments over the past three decades. Together we have developed a disciplined investment process and sound, time-tested investment judgment. We leverage our extensive network of current and former portfolio company executives, board members, and investment partners to drive our unique sourcing model and to serve as a valuable resource for our portfolio companies.

## VALUE CREATION

Our investment success is based on the disciplined application of our established methodology for value enhancement in the middle market. With patience, expertise, and proper resources, we have helped hundreds of businesses grow and exploit unrealized value opportunities. Our Resource Partners work closely with executive teams on an as needed basis to identify and evaluate outside resources and assist in the execution of these specific performance improvement projects.

## PARTNERSHIP

The Firm is committed to partnering with and aligning incentives between our investors, managers, and investment teams to produce long-term, sustainable value. We collaborate with our managers in seeking to identify key value creation opportunities and to ensure our companies have the resources to aggressively pursue these opportunities. We maintain a longstanding tradition of accountability with over \$830 million of personal commitments from our investment team.

## DISCIPLINE

Court Square focuses on sectors and business models where we have deep domain expertise and investment experience. Over many years, we have remained disciplined and on strategy, letting investment fads come and go. We maintain a fact-based, data-driven decision making process that includes a rigorous risk and reward assessment and supports strict portfolio and risk management.

# CRITERIA



Court Square has consistently focused on middle market businesses.

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## Strategy

North America Middle Market Buyout

## Sector Focus

Business Services

General Industrial

Healthcare

Technology & Telecommunications

## Target Size

Equity: \$75MM - \$350MM

Enterprise value: \$150MM - \$1.5BN

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Court Square believes that middle market businesses can achieve significant value creation by combining strong management with a disciplined business plan. We seek to invest in companies which are positioned to benefit from favorable market dynamics that can lead to compelling earnings growth. This growth can be driven by (a) favorable sector trends; (b) disruptive business models, products, or services; or (c) platform companies within fragmented industries where consolidation can lead to significant cost or competitive advantages.

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In addition to favorable market dynamics, the Firm also looks for situations where significant growth potential is unrecognized or untapped due to limited capital or operational resources, lack of proper incentives, or the current owner's insufficient risk tolerance to pursue an opportunity. Corporate divestitures or entrepreneurially-managed businesses can frequently benefit from our financial, strategic, and managerial expertise and experience.

# CURRENT INVESTMENTS

 <p>IT Services</p>	 <p>E-Learning / Training Software</p>	 <p>Car Rental Distributor</p>	 <p>Aerospace Manufacturer</p>
 <p>Bandwidth Services Provider</p>	 <p>Employee Background Screening</p>	 <p>Managed Network Service Provider</p>	 <p>Marketing Services</p>
 <p>Direct Mail Marketing</p>	 <p>Local Marketing Services</p>	 <p>Complex Rehab Technology Solutions</p>	 <p>Healthcare Supplies Distributor</p>
 <p>Playground and Specialty Recreational Equipment</p>	 <p>Online Data Collection Services</p>	 <p>Infrastructure Software Developer</p>	 <p>Digital Marketing and Internet Advertising Services</p>
 <p>Industrial Services</p>			



# ALL INVESTMENTS

<b>Current Investments</b>	<b>Former Investments (Post-2000)</b>	<b>Former Investments (Pre-2000)</b>	
AHEAD	AFS Technologies	A&W Root Beer	Catherines
ANCILE Solutions	AMI Semiconductor	A.M.E.	Celadon
Auto Europe Group	Arizant	Airxcel	Chase Industries
Cadence Aerospace	CompuCom Systems	Ajax Magnethermic	ChipPAC
Conterra Ultra Broadband	ERICO	Allied Digital Technologies	Chromcraft Revington
DISA Global Solutions	Euramax	Alumen (Easco)	Clark Material Handling
Encompass	Fibertech Networks	American Commercial Lines	Condere Corp
Infogroup	Flender	Ameripol Synpol	Conductron
IWCO Direct	Harvard Drug Group	AmeriSource Health Corporation	Copes-Vulcan
Mspark	IWCO Direct	Anvil Holdings	Corral America
National Seating & Mobility	MacDermid	AutoStyle	CORT Business Services
NDC	Magnachip	Aviall	Cort Furniture
PlayCore	Mosaic Sales Solutions	Baker Communications	CR Anthony
Research Now	MSX International	Bally Engineered Structures	Danskin/Esmark
Rocket Software	Network Communications	Barcalounger Company	DavCo Restaurants
System1	Newmarket	Berkline Corporation	Dawn Chemical
Terra Millennium	nTelos	Beverage Canners	Del Monte
	Physiotherapy	Bob's Stores	Delta Terminal
	Pike	Brake Pro	Devon Group
	Remy International	Brintec (Brand Rex)	Dinner Bell Foods
	Rexel	Brunner Mond	Dynamic Tech/Dyneer
	SEAT	Buehler	Easco
	SGS	C&H Sugar	Electrocal Designs
	SPS	Cable Systems	Elliott Turbomachinery
	Strategic Industries	Carolina Steel	Enterprise Media
	Vestcom	Carrols	Eon Labs
	Western Dental		
	Wyle		
	Worldspan		



# ALL INVESTMENTS (CONTINUED)

## Former Investments (Pre-2000)

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Ergo Science	Hartz Chicken	Levitz Furniture	Pursell Industries	Titan International
Euramax	Havco Wood Products	LifeStyle Furnishings	Rax Restaurants	Tom's Foods
Express Messenger Systems	Henredon Industries	Maitland-Smith	RDS Holdings	Tractech
F&W Publications	HID Corporation	Matilda Publications	Reliance Electric	Trianon Industries
FabriSteel Products	Heritage Inks	Merchants Metals	Remy International	Triumph Group
Fair Markets	Hilite Holdings	Mid-Atlantic Coca Cola	RES Associates	Trompeter Electronics
Fairchild Semiconductor	Home Life Holdings	Milk Specialties	Rhodes Furniture	Universal Electric
Faircom	Hoover	Mincorp	Robert Allen Fabrics	Universal Health Services
Fairmont Broadcasting	HRM	Mohasco Corporation	Royster-Clark Group	Valor Telecom
Farm Fresh	Huntsville Television	Mohawk Carpets	Sav-A-Stop	Vectura
First Data Mgmt.	HydroChem Industrial	Morse Shoe	Seven Up	Virginia Supermarkets
Formica	Insilco Holdings	MSX International	Simmons Upholstery	Vision Metals
Fox Photo	Interface Solutions	National Machinery	Sinter Metals	Watermark Communities
Franchise Enterprises	International Airmotive	Navios Shipholdings	Sleepmaster	Who? Vision
Freedom Forge	International Knife & Saw	Neenah Foundry	Smith Alarm Holdings	York International
Frozen Specialties	International Media Group	Palomar Technological	Smith Environmental	Zatarain's Brands
Galey & Lord	Intersil	Pamida	Southern Coil Processing	
Geodyne Resources	IPC Communications	Paper Pak	Specialty Packaging	
Gerber Childrenswear	ISG Resources	Papercraft	Specialty Retailers	
Gilbarco	Ixnet	Parm Tool & Die	Steak & Ale/Bennigan's	
Glenoit Universal	J&L Specialty	Pay'N'Pak	Sterling Holding	
GNI Group	JAC Products	Pen-Tab Industries	Stratford Corporation	
GP Tech	Jancor	Pinnacle Apparel	Sybron Chemical	
Graphic Design Technology	Keller Holdings	Plainwell Paper	Systems Integrators	
Great Lakes Dredge	Kemet	Plantronics	Tennessee Chemical	
GVC Holdings	Kraftube	Polar Corporation	The Garden Companies	
Hancor	Leaseway Transportation	Polyfibron Technologies	Thermal Engineering	
Harrow	Leatherneck	Price Communications	This End Up Furniture	



# TEAM

For over three decades, we have successfully navigated through numerous economic, industry and financial cycles, completed multiple landmark transactions, and developed numerous businesses into market leaders.

Jeffrey Abramoff	Kurt Hilzinger	Christopher Porter
Christopher Bertrand	Winnie Hu	Lew Raibley
Christopher Bloise	Cindy Huang	Joe Rock
John Civantos	Harrison Huang	Brian Schmidt
Catherine Coleman	Steve Lamb	Ryan Shanahan
Bill Comfort	Matt Lerner	Joseph Silvestri
Lauren Connelly	Chris Litchford	Olga Skobelsky
Michael Delaney	Melissa Marte	David Thomas
Matt DelConte	Shane McGregor	Jeffrey Vogel
Evan Giancaterino	Thomas McWilliams	Vivek Vyas
Kevin Glenn	Anthony Mirra	Richard Walsh
Maya Gupta	David Nguyen	John Weber
Gary Greenfield	Zach Packer	Kevin White
Jesse Hermann	Larry Phillips	Julia Yang
Ian Hightet	Jessica Pizzo	

# NEWS



October 12, 2017  
Court Square and HGGC  
to Merge Market Research  
Leaders Research Now and  
SSI

HGGC and Court Square Capital today announced the signing of a definitive agreement to merge Court Square-owned Research Now, a global leader in market research data with Survey Sampling International...

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October 14, 2016  
Court Square to Invest in  
Terra Millennium

Court Square Capital Partners said it agreed to invest in industrial services business Terra Millennium Corp.

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August 15, 2016  
National Seating & Mobility  
Enters Acquisition Agreement  
with Court Square

National Seating & Mobility (NSM) has announced it's "entered into a definitive purchase agreement" to be acquired by Court Square Capital Partners, a private equity firm based in New York City.

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February 3, 2016  
Court Square acquires  
Silver Oak's NDC stake

Silver Oak Services Partners has sold its stake in NDC to Court Square Capital Partners.

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November 3, 2015  
AHEAD Announces  
Partnership with Court  
Square Capital Partners

Today is a big day for AHEAD. We have decided to engage in a partnership with Court Square Capital Partners...

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August 17, 2015  
Pentair to buy Erico Global  
for \$1.8 Billion

Pentair PLC has agreed to buy Erico Global Co. of the U.S. for \$1.8 billion in cash, including the repayment of debt, after coming under pressure from activist investor Trian Fund Management LP to strike deals.

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June 5, 2015  
Cardinal Health to Buy  
Harvard Drug Group for  
\$1.12 Billion

Cardinal Health Inc. said it will buy the Harvard Drug Group from Court Square Capital Partners for \$1.12 billion to increase its distribution of generic drugs...

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# CONTACT

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## **Investor Relations**

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