

## Overview

Farragut Capital Partners is a privately held investment management firm providing capital to finance outstanding small and middle market companies. Our investments support:

- Growth capital financings,
- Acquisition financings,
- Recapitalizations to provide owner liquidity, and
- Management and leveraged buyouts.

Farragut Capital Partners works with family businesses, financial sponsors, independent sponsors, senior lenders, and management teams to create and build value over time. We invest in established lower middle market companies with:

- Proven, asset-light business models,
- Stable cash flows,
- Strong, committed management teams,
- Unique and defensible market positions,
- Reasonable capital expenditure and working capital needs, and
- The potential for significant growth in equity value.

## Investment Criteria

- **FINANCIAL:** Profitable companies with at least \$2 million of cash flow and/or EBITDA
- **INVESTMENT STRUCTURE:**
  - Subordinated debt, preferred and common equity co-investments
  - Flexible structuring
- **INVESTMENT AMOUNTS:** \$2 million to \$10 million (able to accommodate larger investments through our network of limited and strategic partners)
- **INVESTMENT HORIZON:** 3 to 7 years
- **GEOGRAPHY:** U.S. only
- **INDUSTRY FOCUS:**
  - Broad industry expertise
  - Small and middle market focus
- **INVESTMENT CHARACTERISTICS:**
  - Market leadership position in defined niches with sustainable competitive advantage
  - First-class management team
  - Potential for near-term accelerated growth trajectory

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## Current Portfolio Companies

Portfolio Company:	Product/Service:	Business:	Use of Capital:
	Business Services	Provider of site development services and temporary staffing solutions to the wireless industry.	Debt Refinancing and Growth Capital
	Quick Service Restaurant	Multi-Unit Dunkin' Donuts franchise operating 18 locations in the Phoenix, Arizona market.	Debt Refinancing and Growth Capital
	Real State Services	Leading provider of residential and commercial real state settlement services and title insurance brokerage in the Northern Virginia market.	Management Buyout
	Media	Commercial printing company providing high-quality catalogs and multichannel marketing solutions to upscale retailers.	Management Buyout
	Distribution	Transportation of fixtures, furniture, and equipment for the retail and hospitality industries.	Management Buyout
	Business Services	Publishing and revenue collection and management for independent music artists and authors.	Leveraged Buyout
	Government Services	Software development focused on data integration and processing applications primarily for military and intelligence communities.	Minority Recapitalization