

ICG Capital Securities, LLC is a mergers and acquisitions advisory firm providing services to privately held and middle market companies. Our primary activities include representing middle market business owners pursuing strategic transactions such as mergers, acquisitions, divestitures, growth capital and recapitalization. Transactions range in enterprise value from \$10 million to \$400 million. We are long-term, value-oriented advisors with considerable experience working with closely held businesses.

WHAT MAKES ICG DIFFERENT?				
PROVEN EXECUTION	Since 2001, the principals of ICG have executed 156 transactions ranging in size from \$10 million to \$400 million representing over \$4,450,000,000 in transaction volume. This success ratio is unmatched by other firms our size.			
INDUSTRY SPECIALIZATION	ICG has wide-ranging experience in a variety of industries and markets. Although we are Generalists, we have extensive expertise in Industrials, Business Services, and Healthcare.			
MIDDLE MARKET EXPERIENCE	ICG principals and employees have spent their entire careers executing transactions in the middle market. We are involved in every stage of the transaction. Our experience is in the middle market, not executing transactions on behalf of financial institutions.			
SENIOR LEVELFOCUS	A senior partner works on every transaction. Period.			
INTEGRITY. COMMITMENT. GUIDANCE.	The guiding beliefs of I♦C♦G			

INVESTMENT BANKING SERVICES						
SELL-SIDE REPRESENTATION	Sales of companies and/or divisions Change of control transactions					
BUY-SIDE REPRESENTATION	Strategy assessment Acquisition searches Financing alternatives					
CAPITAL	Expansion Management buyout Refinancing					
STRATEGIC ADVISORY	Value maximization Strategic alternatives market comparables Valuations					

CLIENT PROFILE				
EBITDA: \$5 million to \$25 million				
ENTERPRISE VALUE: \$10 million to \$400 million				
SALES: \$10 million to \$200 million				
Divisions of larger corporation Family owned businesses Companies that are privately held				

NICHE INDUSTRIALHEALTHCAREBUSINESS SERVICESAjax Rolled Ring & MachMetal Recycling ServicesAccess Family ServicesAdvantage Software CompanyLearning Services, Inc.Associated AsphaltNational PeeningAmes Walker InternationalAmbassador Personnel ServicesMonaghan GroupBanker SteelPerma-FlexAMS HealthcareBaytree AssociatesMorris InternationalCaron Int'l/ Hampton ArtPreferred PackagingBiopsy Diagnostics, PCC&S DistributingPartners Advantage InsuranceCoolant & Cleaning Tech.Scrap PartnersCascade Healthcare SvesCarolina CutleryRed Mountain MgmtCrown ColumnSci-Med Waste SystemsCirrus Medical StaffingClearpath Solutions GroupService ExpressFalcon MetalSEACOHGI HealthcareCriterion Industrial SolutionsSterling Technology SolutionsGrafton Homes, Inc.Superior Industrial Maint.HomeTown OxygenGateway AcademyTeamvest Retirement Plan Sve	INDUSTRY EXPERTISE AND COMPLETED TRANSACTIONS (NOT INCLUSIVE) *							
Associated Asphalt National Peening Ames Walker International Banker Steel Perma-Flex AMS Healthcare Baytree Associates Morris International Caron Int'l/ Hampton Art Coolant & Cleaning Tech. Crown Column Sci-Med Waste Systems Falcon Metal National Peening Ames Walker International Ambassador Personnel Services Morris International Ce&S Distributing Partners Advantage Insurance Cascade Healthcare Svcs Carolina Cutlery Red Mountain Mgmt Clearpath Solutions Group Service Express Falcon Metal SEACO HGI Healthcare Criterion Industrial Solutions Sterling Technology Solutions	NICHE INDUSTRIAL		HEALTHCARE	BUSINESS SERVICES				
Banker Steel Perma-Flex AMS Healthcare Baytree Associates Morris International Caron Int'l/ Hampton Art Preferred Packaging Biopsy Diagnostics, PC C&S Distributing Partners Advantage Insurance Coolant & Cleaning Tech. Scrap Partners Cascade Healthcare Svcs Carolina Cutlery Red Mountain Mgmt Crown Column Sci-Med Waste Systems Cirrus Medical Staffing Clearpath Solutions Group Service Express Falcon Metal SEACO HGI Healthcare Criterion Industrial Solutions Sterling Technology Solutions	Ajax Rolled Ring & Mach	Metal Recycling Services	Access Family Services	Advantage Software Company	Learning Services, Inc.			
Caron Int'l/ Hampton Art Preferred Packaging Biopsy Diagnostics, PC C&S Distributing Partners Advantage Insurance Coolant & Cleaning Tech. Scrap Partners Cascade Healthcare Svcs Carolina Cutlery Red Mountain Mgmt Crown Column Sci-Med Waste Systems Cirrus Medical Staffing Clearpath Solutions Group Service Express Falcon Metal SEACO HGI Healthcare Criterion Industrial Solutions Sterling Technology Solutions	Associated Asphalt	National Peening	Ames Walker International	Ambassador Personnel Services	Monaghan Group			
Coolant & Cleaning Tech. Scrap Partners Cascade Healthcare Svcs Carolina Cutlery Red Mountain Mgmt Crown Column Sci-Med Waste Systems Cirrus Medical Staffing Clearpath Solutions Group Service Express Falcon Metal SEACO HGI Healthcare Criterion Industrial Solutions Sterling Technology Solutions	Banker Steel	Perma-Flex	AMS Healthcare	Baytree Associates	Morris International			
Crown Column Sci-Med Waste Systems Cirrus Medical Staffing Clearpath Solutions Group Service Express Falcon Metal SEACO HGI Healthcare Criterion Industrial Solutions Sterling Technology Solutions	Caron Int'l/ Hampton Art	Preferred Packaging	Biopsy Diagnostics, PC	C&S Distributing	Partners Advantage Insurance			
Falcon Metal SEACO HGI Healthcare Criterion Industrial Solutions Sterling Technology Solutions	Coolant & Cleaning Tech.	Scrap Partners	Cascade Healthcare Svcs	Carolina Cutlery	Red Mountain Mgmt			
	Crown Column	Sci-Med Waste Systems	Cirrus Medical Staffing	Clearpath Solutions Group	Service Express			
Grafton Homes, Inc. Superior Industrial Maint. HomeTown Oxygen Gateway Academy Teamvest Retirement Plan Svc	Falcon Metal	SEACO	HGI Healthcare	Criterion Industrial Solutions	Sterling Technology Solutions			
	Grafton Homes, Inc.	Superior Industrial Maint.	HomeTown Oxygen	Gateway Academy	Teamvest Retirement Plan Svc			
Han-Tek, Inc. Synergetic Design Pee Dee Pathology HGI Mortgage The Advantage Software Co.	Han-Tek, Inc.	Synergetic Design	Pee Dee Pathology	HGI Mortgage	The Advantage Software Co.			
Hinkle Contracting Turkington Industries Undisclosed Pain Mgmt i-bridge Thomas & King	Hinkle Contracting	Turkington Industries	Undisclosed Pain Mgmt	i-bridge	Thomas & King			
Interstate Electric Twin City Knitting Co. Private Treatment Facility Insurance Claims Adjustors Utilipath, LLC	Interstate Electric	Twin City Knitting Co.	Private Treatment Facility	Insurance Claims Adjustors	Utilipath, LLC			

*Please see reverse for a complete listing of Industries.

SELL-SIDE: Metal Recycling Services



Metal Recycling Services collected and sold scrap metal to large steel mills nationally as well as internationally. ICG assisted the ownership team of MRS with a transaction in which the Company was sold to Nucor for \$57MM- a premium of 40% over offers received prior to ICG's involvement.

SELL-SIDE: Ajax Rolled Ring & Machine

Ajax produces rolled rings that are used as critical components for the power generation, oil and gas, military and industrial machinery markets. ICG assisted the ownership team of Ajax with a divestiture. The Company was sold to a private equity group for an amount 40% higher than offers received prior to ICG's involvement.



BUY-SIDE: Caron International



Caron, a division of National Spinning, is a manufacturer of craft products. ICG assisted Caron in its acquisitions of Westex Corporation, Hampton Art, KI Memories and Beaders Paradise. These transactions resulted in a diversification of its product line and created a platform for future growth.

RECAPITALIZATION: Associated Asphalt

Associated Asphalt is one of the largest independent asphalt resellers in the United States. Ownership sold 80% to Thayer | Hidden Creek. The Company experienced exponential growth since Management remained. The Company was then sold for 6x the original purchase price to Arclight and sold again in 2012 to Goldman Sachs Capital Partners. In 2016, Arclight repurchased the Company.



ICG has clients nationwide and abroad as represented below:





ICG operates as a Generalist, but the Firm and its professionals have significant experience in:

Segment: Business Services

Sub segments:

Education (Schools and curriculum based companies)

Financial Services (Management consulting, CFO personnel, 401k plan record keeping)

Insurance (Insurance claims, adjusting companies)

IT Services (Software as a Service, managed services)

Leasing Companies (Equipment, etc)

Logistics

Merchandising (Companies that sell into big box stores)

Multi-unit franchise

Records Management (Digital and paper)

Staffing (IT, clerical, light industrial)

Telecom Infrastructure

Telecom (including money transfer)

Training (Healthcare and utility)

Utility Outsourcing (Service companies that serve utilities and telecom companies)

Segment: Healthcare

Sub segments:

Behavioral Health (Child and adult)

Healthcare Training

Laboratory companies (Clinical and anatomic pathology)

Medical Products

Medical Staffing

Mental Health

Physician Practices

Pain Management

Respiratory Therapy and Oxygen

Specialty Veterinary Practices

Segment: Industrials

Sub segments:

Aerospace and Defense (Shot peening, blasting and metal finishing)

Asphalt (including liquid asphalt and emulsions)

Chemicals

Concrete and Specialty Stone (Pavestone, quarries, etc)

Distribution

Environmental Reclamation

Equipment Manufacturing

Fasteners

Film Production (Rolled film)

Medical Waste Management

Industrial Molding (Plastic injection, compression, etc.)

Materials Handling (Conveyors, cranes, rigging, etc)

Packaging

Paper Production and Conversion

Recycling (Metal recycling, plastics recycling)

Steel Production and Fabrication

Tank Maintenance (Cleaning, repair, painting)

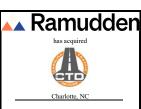
Textiles

Waste Collection

Other Sub segments: Not Industry Specific

Craft and Hobby (retail and wholesale)

COMPLETED TRANSACTIONS



ICG Capital Securities, LLC

Curtin Company and Carolina Traffic Devices

Provider of Concrete Barrier and Traffic Device





has acquired REAL ESTATE SOLUT Charlotte, NC ICG Capital Securities, LLC advisor to advisor to Carolina Age Management Institute O. R. Colan Associates December 2024 February 2024 Multi-location Med Spa Premier Provider of Right of Way (ROW)





Services



April 2023

remier Provider of Veterinary and Animal Car

Services





Service:





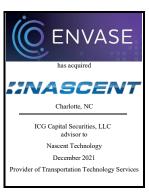




Services

















May 2021

Premier Provider of Veterinary and Animal Ca

Services



May 2021

Leading Provider of High-Quality Technology

Training











Premier Provider of Veterinary and Animal

Care Services

COMPLETED TRANSACTIONS



ICG Capital Securities, LLC

MBI Industrial Medicine December 2020

Leading Occupational Injury Care Group



ICG Capital Securities, LLC advisor to

North Carolina Granite December 2020

Supplier of Granite and Stone Products





ICG Capital Securities, LLC

Piper Lou

December 2020

Lifestyle Brand Focused Around Offering Unique Designs and Customized Products





ICG Capital Securities, LLC

Forensic Advantage Systems August 2020

Premier Developer and Distributor of aboratory Informatics Software Solutions Geared Towards the Forensic Sciences



ICG Capital Securities, LLC

Air Components & Systems July 2020

Leading Provider of Air Compressor Parts, Services, and Equipment



A portfolio company of Webster Equity Partners has acquired



Santa Barbara, CA

ICG Capital Securities, LLC advisor to

California Retina Consultants March 2020

eading Retina Surgery and Ophthalmology Grou-



has acquired



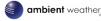
ICG Capital Securities, LLC

Aptus Group USA, LLC December 2019

vider of Infrastructure



has acquired



Chandler, AZ

ICG Capital Securities, LLC

Ambient Weather, LLC December 2019

Premier Provider of Tech Enabled Weather Stations



A portfolio Company of HIG Capital has acquired



ICG Capital Securities, LLC

Retina Consultants of Arizon September 2019

Leading Retina Surgery and Ophthalmology Group



Provided Strategic Advisory Services to



Phoenix, AZ

September 2019

Premier Provider of Acute and Chronic Pain Management Services



ICG Capital Securities, LLC advisor to

Arizona Anesthesia Consultants, P.C. January 2019

ding Provider of Anesthesia Services to Hospit Surgery Centers and Private Practices





Virginia Beach, VA

ICG Capital Securities, LLC

Slait Consulting January 2019

Leading Provider of Managed IT Services, Cybersecurity Solutions and IT Staffing



has acquired



Mooresville, NC

ICG Capital Securities, LLC advisor to

General Microcircuits, Inc. January 2019

ading Manufacturer of Microcircuit Boards is the Southeast





Norwalk, CT

ICG Capital Securities, LLC advisor to

Best Friends Pet Hotel December 2018

nier Provider of Pet Boarding and Gro



has acquired



San Diego, CA

ICG Capital Securities, LLC

California Retina Associates

December 2018

Leading Retina Surgery and Ophthalmology Group





Tempe, AZ

ICG Capital Securities, LLC advisor to

Pavement Marking, Inc September 2018

Installer of Pavement and Lane Markings



has acquired



ICG Capital Securities, LLC

Superior Industrial Maintenance Company May 2018

Provider of Industrial Plant Services



Provided Strategic Advisory



Liberty, TX

March 2018

emier Excavator and Distributor of Construction Aggregates Throughout the Southwestern United States



has sold its Pinarello distribution line to



ICG Capital Securities, LLC

Gita Sporting Goods, LTD

Distributor of Pinarello Bicycles and Bicycle Apparel



has acquired



Virginia Beach, VA

ICG Capital Securities, LLC

February 2018

Virginia Women's Center A leading OB/GYN and Women's Health Center



Zamma

ICG Capital Securities, LLC

November 2017

Manufacturer of Floor Transition Profiles



A portfolio company of Morgan Stanley Global Private Equity New York, NY

Leading Companion Animal Specialty Referral and Emergency Hospital



Installer of Pavement Markings and Rumble Strips



Westfield, IN

Manufacturer and Leading Provider of Licens



has acquired









COMPLETED TRANSACTIONS



has acquired



Advantage Software Company Mooresville, NC

ICG Capital Securities, LLC

Advantage Software Company

July 2017

Software Developer for the Advertising Industry



A portfolio company of Summer Street Capital Partners Buffalo, NY

has acquired

Sci-Med Waste Systems, Inc. Roanoke, VA

ICG Capital Securities, LLC advisor to

Sci-Med Waste Systems, Inc.

June 2017

Medical Waste Management Company



has acquired



Archdale NC

ICG Capital Securities, LLC

Superior Industrial Maintenance

December 2016

Provider of Industrial Plant Services



has acquired



ICG Capital Securities, LLC

Twin City Knitting Company, Inc. November 2016

Designer & Distributor of Branded Athletic Socks

CompuCom. A portfolio company of Thomas H. Lee Partners Boston, MA has acquired clearpath Reston, VA ICG Capital Securities, LLC Clearpath Solutions Group July 2016



has acquired





ICG Capital Securities, LLC

Crown Column & Millwork Company, LLC

An Architectural Column Manufacturer



has acquired



Greensboro, NC

ICG Capital Securities, LLC advisor to

April 2015

cializes in Cloud/Datacenter Solution



Waste Connections. Inc. The Woodlands, TX

has acquired



Charlotte, NC

ICG Capital Securities, LLC

God Bless the USA, Inc.

January 2015

Waste Management Company



Riverside, CA



ICG Capital Partners, LLC

Partners Advantage Insurance Services

November 2014

National Insurance Marketer



Specializes in Cloud/Datacenter Solutions

has provided Subordinated Debt to



ICG Capital Partners, LLC

Scrap Partners, LLC

September 2014

Scrap Metal Recycler



Cleveland, OH



ICG Capital Partners, LLC advisor to

Cascade Health Services, LLC. June 2014

Provider of Healthcare Training and



has acquired



Charlotte, NC

ICG Capital Partners, LLC

Interstate Electric Company, Inc.

June 2014

Premier Electrical Contractor





ICG Capital Partners, LLC

Home Town Oxygen, LLC April 2014

Provider of Quality, Community-Based Home Respiratory Products and Services



Charlotte, NC

has acquired

OVENANI

ICG Capital Partners, LLC

God Bless the USA, Inc.

January 2014

Waste Management Company

MANAGEMENT

has acquired



An affiliat Blackstreet Car Chevy Chase, Blackstreet

ICG Capital Partners, LLC

Blackstreet Capital October 2013

Specialty Manufacturer of



has acquired



Charlotte, NC ICG Capital Partners, LLC advisor to

Springs Leasing Corporation September 2013 Credit Oriented Specialty Finance Company



A Division of National Spinning Co., Inc. Washington, NC

has acquired Beaders Paradise

> ICG Capital Partners, LLC advisor to

September 2013 Manufacturer of Craft Products



New Spring Capital Radnor, PA

has acquired a majority interest in

Utilipath

Mooresville, NC

ICG Capital Partners, LLC

Utilipath, LLC

August 2013
Provider of Construction Services to the Telecommunications Infrastructure Market





Charlotte, NC



has acquired certain assets of

Applied Thermoplastic Resources Cartersville, GA

ICG Capital Partners, LLC

June 2013 eading Plastics Recycler

Securities and Capital Advisory Services offered through ICG Capital Securities, LLC Member FINRA

