



OVERVIEW

Southfield Capital is a private equity firm that invests in exceptional, growing companies in the lower middle market. We invest with owners and management teams that are enthusiastic about scaling their operations and look forward to leveraging Southfield's expertise and network to achieve their growth aspirations. Southfield focuses on growth-oriented, lower middle market companies in the business services sector.

PARTNERSHIP APPROACH

Southfield Capital's team brings deep industry sector focus and lower middle market experience to portfolio company value creation. The firm also has an extensive network of industry executives and operating advisors who work with the portfolio companies to drive growth and performance improvement strategies. We believe the ideal management partner is motivated more by building a great business and longer-term financial rewards, than the immediate payout from Southfield Capital's investment.

INVESTMENT APPROACH

Business Profile

- Exceptional management team with a meaningful stake in the business
- Compelling organic and/or acquisition growth potential
- Business services companies

Financial Profile

- Target EBITDA: \$4 - \$12 million
- High, sustainable free cash flow margins
- History of profitable growth

INVESTMENT TEAM

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CURRENT PORTFOLIO

	Information Technology Services	<p>Ntiva is a full-service provider of managed IT services for small and medium-sized businesses.</p>
	Industrial Services	<p>ARC is the largest independent industrial refrigeration services company in New England.</p>
	Marketing Services	<p>Match is an omnichannel marketing firm that provides a full suite of services, focused on data analytics and experiential marketing.</p>
	Security Services	<p>Protos is a tech-enabled managed security services provider that provides end-to-end security guard management services.</p>
	Commercial Real Estate Services	<p>Milrose is a leading provider of building code compliance solutions that offers a diverse portfolio of permitting, code & zoning, regulatory filing, due diligence and other consulting services.</p>

REPRESENTATIVE EXITS

	Financial Services	<p>Vanguard is an agent and administrator of finance and insurance products and services sold through franchised automobile dealers.</p>
	Logistics Services	<p>Tier One Relocation is an outsourced service provider to transportation companies and provides a range of mission-critical services, including order procurement, relocation management, customer service and back-office administration.</p>
	Marketing Services	<p>BioPharm Communications is a multichannel marketing solutions provider that enables pharmaceutical and biotech brands to reach, influence and engage physicians and other healthcare practitioners.</p>
	Logistics Services	<p>Hallcon is a provider of employee transportation and cleaning services primarily for rail operators.</p>
	Industrial Services	<p>Total Fleet Solutions provides fleet management services to Fortune 1000 and other large manufacturing companies.</p>
	Financial Services	<p>Dealers' Financial Services is a provider of subprime automobile loans for junior enlisted military personnel.</p>