



# MSOUTH™

EQUITY PARTNERS

## ABOUT THE FIRM

MSouth Equity Partners ([www.msouth.com](http://www.msouth.com)) is a private equity investment firm that provides equity capital and expertise to support management teams in acquisitions and recapitalizations of lower middle market companies typically valued \$25 – \$125 million. Based in Atlanta, Georgia, MSouth invests primarily in the South with a consistent focus on management buyouts of distribution, business services and specialty manufacturing companies. MSouth is a successor to Cravey, Green & Wahlen, Inc. which was founded in 1984. Total capital under management exceeds \$1.0 billion.

Each of MSouth's partners has extensive experience in acquiring and successfully growing businesses. This experience, coupled with the firm's commitment to having its partners actively support each company, contributes to the firm's long and successful investment record.

## INVESTMENT CRITERIA

**We look to invest in leading lower middle market companies with the following characteristics:**

### PROVEN MANAGEMENT TEAMS

We seek to partner with management teams with a growth orientation and a successful track record.

### INDUSTRIES

While our portfolio has historically been diverse, we are particularly interested in distribution, business services and specialty manufacturing companies.

### SIZE

Most of our transactions involve companies valued \$25 - \$125 million. Our target equity investment is \$10 - \$30 million (larger with LP co-investment).

### GEOGRAPHY

While we invest nationally, we are particularly interested in businesses located in the South. Approximately 80% of our investments have been headquartered in this region.

## OVERVIEW

- Successful 25-year track record with 33 platform acquisitions
- Regional focus in the South
- Consistent focus on management buyouts of distribution, business services and specialty manufacturing companies
- Consistent focus on lower middle market transactions (\$25 - \$125 million)
- Highly experienced partner group that provides value-added oversight
- Investment philosophy includes partnering with management, creating value through growth, and using flexible capital structures

## INVESTMENT PROFESSIONALS

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## ABOUT THE FIRM

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The partners have worked with lower middle market companies in the South for over 25 years and in total have invested more than \$600 million in 33 companies. MSouth invests with a growth-oriented philosophy of building equity value by increasing operating cash flow. Over the years the firm has maintained a consistent focus on lower middle market management buyouts of distribution, business services and specialty manufacturing companies. Approximately 80% of the investments have been based in the South, and MSouth remains focused on identifying attractive investment opportunities in the region.

The current MSouth portfolio includes seven platform investments as detailed below. The MSouth partners continue to have oversight responsibility for the existing CGW portfolio companies. There are three investments remaining in the current CGW portfolio, two of which have been substantially realized.

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### BC TECHNICAL, INC.

BC Technical, Inc., headquartered in Atlanta, GA with operations in West Jordan, UT, is the leading independent service operator of refurbished nuclear imaging systems and parts.  
[www.bctechnical.com](http://www.bctechnical.com)



### COASTAL SUNBELT, INC.

Coastal Sunbelt, Inc., headquartered in Savage, MD (suburban Washington, D.C.), is the leading distributor of fresh produce in the Mid-Atlantic region.  
[www.coastalsunbelt.com](http://www.coastalsunbelt.com)



### COMMUNITY & SOUTHERN HOLDINGS, INC.

Community & Southern Bank is Georgia's newest bank with total assets of approximately \$1.8 billion and 20 locations in 10 counties in West and North Georgia.  
[www.thecsbank.com](http://www.thecsbank.com)



### EMPLOYBRIDGE HOLDING COMPANY

EmployBridge Holding Company, headquartered in Atlanta, GA, is a leading provider of commercial temporary staffing services with 145 branches in 28 states.  
[www.employbridge.com](http://www.employbridge.com)



### GAIATECH, INC.

Established in 1993 and based in Chicago, IL, GaiaTech Incorporated provides value-added environmental risk management and engineering services.  
[www.gaiatech.com](http://www.gaiatech.com)



### LMS INTELLIBOUND, INC.

LMS Intellibound, Inc., headquartered in Norcross, GA, is a leading non-asset based provider of value-added warehousing services primarily to the grocery, foodservice, and pharmaceutical industries.  
[www.lmsintellibound.com](http://www.lmsintellibound.com)



### VECTORPLY CORPORATION

Vectorply Corp., headquartered in Phenix City, AL, is a developer and manufacturer of high-performance reinforcement fabrics used in composite materials.  
[www.vectorply.com](http://www.vectorply.com)

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