



## DESCRIPTION

G. Scott Capital Partners, LLC (Scott Capital) is a private investment firm investing in companies that offer the opportunity for solid, achievable growth and capital appreciation. Scott Capital takes a long-term commitment to achieve significant growth and superior value for both employees and stockholders. We focus our resources to furthering a company's growth - finding complementary acquisitions, developing new product lines, accessing new markets, sourcing internationally, purchasing equipment, and expanding facilities.

## INVESTMENT PROFILE

### Financial Metrics

- Adjusted EBITDA of \$4 to \$20 million with margins at least 10%
- No customer or supplier concentration issue
- Prefer mature, non-cyclical businesses
- Management with a track record of success
- Equity investment initially of \$5 to \$20 million with available capital for acquisitions or growth








### Target Profile

- Solid market position in a defensible business niche
- Product or service with proven market acceptance and low technology risk
- Established business with history of innovation, high customer service and efficient sales channel
- Predictable cash flow or declining profits that can be reversed
- Ability to grow organically or via acquisitions

## INDUSTRIES OF INTEREST

- Niche manufacturing
- Consumer healthcare services and products
- Business services
- Value added distribution
- Industrial Technology
- Consumer products
- Specialty retail
- Outsource services

## CURRENT PORTFOLIO

	<b>Mosquito Control Services</b> provides mosquito abatement services primarily to municipalities	<a href="http://mosquitocontrolinc.com">mosquitocontrolinc.com</a> Recap 2014
	<b>Valterra Products</b> is a manufacturer of brand name fluid control products to the recreational vehicle, pool & spa, and industrial valve markets <ul style="list-style-type: none"> <li>• Add-on: Acquired Rodale Technical Sales (2014)</li> </ul>	<a href="http://valterra.com">valterra.com</a> Recap 2013
	<b>Continental Structural Plastics</b> produces highly engineered, glass reinforced plastic molded parts for the auto, building products, HVAC and other industries <ul style="list-style-type: none"> <li>• Add-on: Acquired Magna International composite operation (2014)</li> <li>• Add-on: Acquired Thyssen Krupp's Budd Plastic operation (2007)</li> </ul>	<a href="http://cspplastics.com">cspplastics.com</a> Acquired 2005
	<b>Pharmaca</b> operates pharmacies that combine prescription drug and with natural, complementary and personal body care products	<a href="http://pharmaca.com">pharmaca.com</a> Growth 2004
	<b>Strike and Spare</b> is an operator of bowling-based family entertainment centers	<a href="http://sastn.com">sastn.com</a> Acquired 2002
<b>RECENT EXITS</b>		
	<b>Drives</b> makes drive chain-based products, for the industrial and agricultural markets	Acquired 2008 Sold 2011
	<b>Solantic</b> operates walk-in urgent care clinics	Growth 2001 Sold 2011

## CONTACT US:

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## What makes Scott Capital different?

- ❖ **Source of Capital.** Scott Capital is a private investment firm, investing the capital of wealthy individuals. Unlike most private equity funds who invest on behalf of insurance companies, pension funds and other similar institutions, we have “skin in the game”. As such, we are not interested in taking undue risks.
- ❖ **Investment Philosophy.** Preservation of capital is at the core of our investment philosophy. Scott Capital’s goal is to create value over the long-term. Accordingly, our investment strategy encompasses a “buy and build” approach.
- ❖ **Investment Horizon.** Our commitment to our investments and value creation means we can act as a patient, long-term investor. Our investment timing is not dictated by any artificial timeframe.

	Scott Capital	Traditional Private Equity
Source of Capital	Personal capital	Institutional and Third Parties (using other people’s money)
Investment Philosophy	<ul style="list-style-type: none"> <li>• Patient long-term investors</li> <li>• Focus on value creation</li> <li>• Buy and build strategy</li> <li>• Focus on capital preservation (zero failures)</li> </ul>	<ul style="list-style-type: none"> <li>• Short-term investors</li> <li>• Focus on generating high IRR</li> <li>• Maximize cash flow</li> <li>• Portfolio effect (loss on some investments)</li> </ul>
Investment Time	No artificial timeline	3 – 5 years
Incentive	Value creation	<ul style="list-style-type: none"> <li>• Fund Management</li> <li>• Return of Capital to Investors</li> </ul>
Exit Philosophy	Management driven	Life of fund and fundraising
Typical Capital Structure	Conservative leverage	Maximize leverage to boost returns
Investment Process	45 – 60 days	60 – 90 days
Financing Arrangement	Focus on select few lenders with long term relationships	Price and leverage motivated
Alignment of Interests with Management	Mutually compatible	Low alignment
Board of Directors	Invite value added directors	Typically with insiders

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