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OUR BUY-SIDE CLIENTS

THE CLIENTS BELOW ARE SEEKING ACQUISITION TARGETS IN THE FOLLOWING INDUSTRIES - ADDITIONAL INFORMATION ATTACHED - FURTHER DETAILED INFORMATION AVAILABLE SUBJECT TO NDA

Client Alpha	Insurance Agency
Client Bravo	Auto Dealer Group
Client Charlie	CPA Firm
Client Delta	Software Development Company
Client Echo	Manufacturing Group
Client Foxtrot	Miscellaneous Side Hustle Group
Client Golf	Carpentry, interior and remodeling
Client Hotel	Industrial warehouse opportunity
Client India	Employee benefits company (PEO)

Fast-Growing, Successful Insurance Agency

Company Overview

Our client is a family owned insurance company with a national footprint including influential relationships with the top insurance carriers across the country. Founded nearly a half a century ago, our client is uniquely positioned with large broker economies mixed with a family business culture. Our client focuses on being a stable, specialized operation with an emphasis on customer service. Maximize your opportunities by joining our client as a valuable member of the team.

Target Acquisition Criteria

Target Geography	Nationwide (excluding CA)
Industry	Insurance Brokerage
Ownership Structure	Privately Held
Premium Volume	\$500,000 to \$10,000,000
Other Criteria	No Captive Agencies
Other Criteria	Specialists preferred

Acquirer Company Highlights

- **Market leader** – clout and volume with the largest carriers across the country
- **Strong growth opportunity** – expanded opportunities to provide your existing customers with new product lines
- **Economies of Scale** – leverage cost advantages through a significantly larger operation
- **Succession Plan** – simplify your succession plan by partnering with The McGowan Companies

Profitable, family owned insurance company looking to acquire!

Auto Dealership Group

Company Overview

Our client is a closely held automotive dealership group operating multiple rooftops in multiple states. Our client is poised for substantial growth over the next 5 years and is looking to do multiple transactions.

Target Acquisition Criteria

Geography	<u>Ohio</u> : Toledo, Columbus, Cincinnati, Dayton & Youngstown <u>Florida</u> : Southern Cities
Industry	Automotive Dealerships
Tier #1 Manufacturer Targets	Mercedes, BMW, Honda, Toyota & Subaru
Tier #2 Manufacturer Targets	GM, Chevy, Ford & Chrysler
Tier #3 & #4 Manufacturer Targets	Kia & Hyundai Volvo & Acura
Other Criteria	Distressed dealership preferred

Acquirer Company Highlights

- **Acquisition Experience** – our client has successfully completed multiple transactions leading to immediate success
- **Industry Experience** – our client’s leadership has been in the automotive industry for decades
- **Motivated Buyer** – our client is eager to hit acquisition goals; ready to buy
- **Financially Sound** – our client brings liquidity and financial success to the table
- **Succession Plan** – move your succession plan forward by working with our client

Accounting Practice

Company Overview

Our client is a top CPA firm looking to acquire other accounting practices in Northeast Ohio.

Target Acquisition Criteria

Target Geography	NEOH
Industry	Public Accounting or Niche Practice
Ownership Structure	Privately Held
Approximate Revenues	\$5m to \$20m

Acquirer Company Highlights

- **Market leader** – join a respected firm in the CPA profession experiencing a high growth rate and delivering quality services
 - **Award Winning Culture** – Our client is the recipient of many notable awards and emphasizes a family culture
 - **Succession Plan** – simplify your succession plan by joining our client’s team
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Software development

Company Overview

Our client is an internationally based enterprise providing software design and development solutions for 10+ years. Successfully developed hundreds of applications and/or solutions for customers across the globe.

Target Acquisition Criteria

Geography	United States; preferably major cities
Industry	Software / Software Development
EBITDA	Positive EBITDA under \$10M
Headcount / Personnel	12+ Employees
Ownership Structure	Privately Held
Years in Operation	3 to 5 years; no more than 12
Financial Position	Looking for scale opportunities, not bail out

Acquirer Company Highlights

- **Experienced Acquirer** – our client has successfully completed multiple U.S. acquisitions
- **National & International Footprint** – our client operates domestically and internationally.
- **Financially Sound** – our client brings liquidity and financial success to the table
- **Succession Plan** – move your succession plan forward by working with our client. Complete buy-out or retained minority equity options.

Manufacturing

Company Overview

Our client is a family owned manufacturing business operating both in the United States and internationally. For more than 3 decades, our client has been in growth mode and is looking to add to their long track record of success through further acquisitions.

Target Acquisition Criteria

Geography	North America
Industry	Manufacturing
Industry Niche #1	Steel Fabrication
Industry Niche #2	Plastic Injection Molding
Ownership Structure	Privately Held
Approximate Revenues	\$1m to \$50m

Acquirer Company Highlights

- **Experienced Acquirer** – our client has successfully completed 30 acquisitions
- **National & International Footprint** – our client operates facilities both domestically and internationally
- **Provides Excess Capacity** – gain excess capacity with our client’s existing infrastructure
- **Financially Sound** – our client brings liquidity and financial success to the table
- **Succession Plan** – move your succession plan forward by working with our client

Entrepreneurs

Company Overview

Our client is a well capitalized, experienced entrepreneurial group looking to acquire a Northeast Ohio operating business for a buy and hold strategy.

Target Acquisition Criteria

Geography	NEOH +2 hours
Industry	Open
Ownership Structure	Privately Held
Approximate Revenues	\$1m to \$15m
Headcount/Personnel	Open; relative to revenue range above

Acquirer Company Highlights

- **Regional Influence** – Our client has deep roots in the NEOH business marketplace
 - **Motivated Buyers** – motivated to acquire quickly for the right deal
 - **Financially Sound** – our client brings liquidity and financial success to the table
 - **Succession Plan** – move your succession plan forward by working with our client
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Construction

Company Overview

Our client is a lower middle market construction services firm focused on hypergrowth. Construction services include a wide variety of construction technologies throughout the Northeastern United States. Our client is seeking to bolster its capabilities in self-performing general trade work, specifically in rough and finish carpentry.

Target Acquisition Criteria

Target Geography	NEOH +2 hours
Industry	Commercial Carpentry
Ownership Structure	Privately Held
Approximate Revenues	\$1m to \$5m
Headcount/Personnel	15+ Employees (including journeymen carpenters)
Experience With	Carpentry, interior projects, remodeling, dry wall, metal studs, acoustical ceilings, finishing & trim.
Other Criteria	Selling company should possess quality tools, reliable equipment and vehicles,

Acquirer Company Highlights

- **Market leader** – join a top of class commercial construction company who leverages expertise, proactive communication and dynamic solutions
- **National Footprint** – our client’s customers are not only local to NEOH, they also include some of the Nation’s top brands
- **Award Winning Culture** – Our client is the recipient of many notable awards and emphasizes culture
- **Succession Plan** – simplify your succession plan by joining our client’s team

Industrial / Manufacturing / Warehouse

Company Overview

Our client owns an industrial commercial property in Warrensville Heights with 156,000 square feet of warehouse space, 10,500 square feet of office space, and multiple loading docks. Our client is looking to acquire or start a business (or multiple businesses) to utilize the space. Possible acquisitions or startups are endless. Examples include, but are not limited to, manufacturing, light assembly businesses, trucking/transportation companies, and storage companies. If you are considering a sale or have a great business idea, let's have a discussion.

Target Acquisition Criteria

Geography	Must be able to relocate to, or start business in, Warrensville Heights, Ohio
Industry	Manufacturing, Light Assembly, Trucking/ Transportation, Storage
Ownership Structure	Privately Held
Approximate Revenues	\$1m to \$500m
Headcount/Personnel	0 – 500
Other Criteria	Business owners and entrepreneurs bring your businesses or ideas.

Property Highlights

- **166,500 SF on 8.94 acres**
- **Recently renovated with newly painted interior**
- **Large parking lot area for car & truck staging**
- **Light assembly, manufacturing or warehouse facility**
- **New roof in 2020**
- **Heavy power capacity with 480V/3Phase**
- **Additional exterior loading access**
- **LED lights on motion sensors**

Employee Benefits / PEO

Company Overview

Our client is a successful US based Professional Employer Organization (a.k.a. PEO) looking to add to impressive organic growth through acquisitions.

Target Acquisition Criteria

Target Geography	East of the Mississippi + TX / CO
Industry	PEO & Payroll
Ownership Structure	Privately Held
EBITDA	\$3M or Less
Other Criteria	Financially distressed preferred; not required
Other Criteria	Prism platform preferred; not required

Acquirer Company Highlights

- **Well Capitalized** – financially strong and well capitalized; extremely qualified buyer
- **Experience** – successfully closed other acquisitions
- **Short Sales Cycle** – with strong finances and experience with deals, sales cycle is quick and straight forward
- **Succession Plan** – opportunity for immediate or gradual exit for current ownership