

SOUTHFIELD

True Partners

Southfield Capital is a private equity firm that partners with exceptional, growing companies in the lower middle market

Investment Focus



Partnership-first model and strong alignment with leadership



Profitable, growing business



First institutional capital



Non-discretionary services that are critical to the customer



3x+ organic and acquisition growth potential



Opportunity for value creation

Southfield Capital has focused on control-oriented investments in entrepreneur built, business services companies since 2002. We work collaboratively with management teams to accelerate organic growth and implement targeted add-on acquisition strategies with the goal of at least tripling the size of the businesses. Having raised more than \$1 billion to date, Southfield invests out of a committed fund.

Investment Criteria

EBITDA Criteria

\$4 - 20MM

Add-on acquisitions can be smaller

Industry Focus

Business Services

Investment Size

\$20 - 80MM

Add-on acquisitions can be smaller

Example Sectors of Interest



Building, Facility & Real Estate Services



Financial & Insurance Services



Industrial Services



IT Services



Professional Services



Transportation & Logistics

Greenwich, CT (HQ)

140 Greenwich Avenue, 4th Floor
Greenwich, CT 06830

Bellevue, WA

13555 S.E. 36th St., Suite 100
Bellevue, WA 98006

For more information or investment opportunities:

Jason Perloth or

www.southfieldcapital.com

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Current Equity Investments



Alba Wheels Up
Logistics Services
Valley Stream, NY

Alba provides customs brokerage, freight forwarding, trade compliance and other logistics services enabling its clients to efficiently move goods into and out of the United States.
Add-on Acquisition Strategy: customs brokerage, freight forwarding, trade and regulatory compliance and related logistics services companies



Business Development Resources (BDR)
Business Coaching Services
Seattle, WA

BDR is a business coaching and training organization providing strategy, accounting and marketing services to field services contractors and distributors.
Add-on Acquisition Strategy: business coaching and training providers in the HVAC services industry and related verticals such as electrical, plumbing, roofing, landscaping and other blue-collar trades



Franchise FastLane
Managed Franchise Services
Omaha, NE

Franchise FastLane is a franchise sales organization that provides high value services to emerging franchisors through its proprietary technology, including franchisee program development, prospect recruitment and qualification, communication and tracking, deal closure and onboarding.
Add-on Acquisition Strategy: franchise sales organizations and franchisor/franchisee service businesses



Kelvin Group
Industrial Facility Services
Wilmington, MA

Kelvin is an industrial refrigeration and HVAC company that provides a broad range of mission critical services, including system design and installation, service, planned maintenance and compliance.
Add-on Acquisition Strategy: industrial refrigeration, mission critical HVAC and related compliance services companies



Milrose Consultants
Building and Municipal Consulting Services
New York, NY

Milrose is a provider of outsourced compliance solutions that offers a diverse portfolio, including building code and zoning, permit expediting, regulatory filing, special inspections, due diligence, and other services to clients across a variety of sectors.
Add-on Acquisition Strategy: building compliance and inspection services companies



Pacific Landscape Management
Landscaping Services
Hillsboro, OR

Pacific is a landscape management company offering a range of maintenance, enhancement and snow/ice services to commercial, industrial and HOA clients in the Pacific Northwest.
Add-on Acquisition Strategy: providers of commercial landscape maintenance, enhancements, installation and water management services located in the West and Southwest U.S.



Property Management Holdings
Property Management Services
Clearwater, FL

Property Management Holdings is a full-service property and association management company providing property management, financial / treasury services, and maintenance services for HOAs, condominiums, residential high rises, townhomes, and commercial buildings.
Add-on Acquisition Strategy: property management companies across the Southeast U.S. and related ancillary service providers to HOA and condo association clients



Protos Security
Managed Security Services
Daleville, VA

Protos provides security guard and related solutions through its proprietary technology system which enables clients to outsource the administrative burden associated with onboarding, managing and tracking thousands of guards working for dozens of vendors across hundreds of locations.
Add-on Acquisition Strategy: tech-enabled physical security, contract security guard & off-duty officers, video monitoring and access control companies



Total Fleet Solutions (TFS)
Fleet Management Solutions
Perrysburg, OH

TFS is a provider of outsourced material handling fleet management solutions for customers across the United States.
Add-on Acquisition Strategy: racking and automation service providers, on-site fleet maintenance technicians, and warehouse service providers

Senior Investment Professionals

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