

Private Equity

Our Focus Is Providing Capital – Both as Principals and Advisors

Investment Criteria

The Courtney Group is focused on identifying, executing and leading direct private equity investments in established small-cap companies that can satisfy a majority of the following criteria:

Revenues: *\$5 - \$500 million*

Equity Investment: *\$1 - \$100 million per transaction*

Targeted Sectors: *Energy, Power, Renewables:* Municipal solid waste, electronic waste, chemical and industrial waste, medical waste and biomass waste.
Financial Services: Electronic trading, information systems, transaction processing, alternative and traditional asset management platforms, family offices, separate account managers, institutional managers, fund of funds, hedge funds.
Health Care: Telemedicine, disease management, health care information technology, products and services for obesity, clinical research organizations.
Manufacturing & Industrial: Niche manufacturing companies with excellent market position, strong asset base.
Technology: Software, services, hardware and niche technology products.

Desired Business Variables: Companies with established products/services
Stand-alone, high-growth platforms; corporate carveouts; corporate orphans; organic or acquisition buildups
Potential for highly profitable internal growth
Strong return on capital
Opportunity for significant market share capture
Low technology risk

Profitability: Businesses with solid fundamentals are strongly preferred. Operating profit margins exceeding 10% (ideally 15-20% within 1-2 years). Certain distressed situations will be considered.

Overview

The Courtney Group provides private equity and investment banking services. In 1995 The Courtney Group opened its doors with a vision that in a world of giant organizations with a broad array of services, there was room for a small firm offering the highest levels of professionalism and integrity, and senior-level attention to clients and relationships. Further, we believed:

- The firm could help build successful companies supporting strong management teams
- In a world of ever larger firms, there is an opportunity for talented, entrepreneurial professionals with top-level personal relationships to offer outstanding advice on divestitures, mergers, acquisitions and capital raising
- In a world where conflicts of interest are front page news, there was a need for a firm that is able to provide objective advice and counsel without any pressure from competing agendas
- People matter, and working with the right people is critical to success in all our endeavors

The Courtney Group's pursuit of these goals and beliefs is reflected today in the firm's outstanding reputation for being an insightful, entrepreneurial and connected partner and advisor.



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Where We've Invested



Growth Equity - American Piping Products distributes specialty steel pipe, fittings and flanges to global infrastructure customers in the energy, manufacturing and construction industries.



Project Financing - Nautilus Renewables invests in projects that convert trash to fuel, and waste streams into valuable products.



Buyout - BasTech produces chemical products that enhance productivity of customers in paper, pulp, mining and fertilizer sectors.



Buyout - Borga, Inc. makes pre-engineered metal buildings and components for commercial and industrial uses. Borga is particularly strong in agricultural buildings.



Growth Equity - Boylan Bottling Co. makes soft drinks including birch beer, cream soda, grape and orange soda.



Growth Equity - M3 Technologies supplies advanced composite materials and components to the semiconductor capital equipment, flat panel, robotics, precision remote control and optical systems industries.



Buyout - Califone designs and sells electronic audio teaching aids that are used primarily in the preschool through middle-school educational markets.



Project Finance - Dongara Pellet Plant, LP processes municipal solid waste, converting it to EnerPax+ fuel pellets.

Investment Philosophy

The Courtney Group, Incorporated is a private investment firm specializing in buyout and growth equity investments in US-based, manufacturing and services companies. We seek to make control and non-control equity investments in management buyouts and recapitalizations of companies with revenues of \$5 million to \$500 million.

The Courtney Group team is comprised of partners and professionals with substantial private equity and operational experience.

We seek to invest in businesses with attractive growth prospects and high quality management teams. Company executives often invest with us and participate in an option plan, giving them meaningful ownership in the businesses they manage. The Courtney Group supports its investments with financing, strategic advice, a strong network of contacts, and M&A deal flow and opportunity creation.

Contact

The Courtney Group
500 Newport Center Drive
Suite 580
Newport Beach, CA, 92660
949-706-3600

Tom Courtney
tcourtney@thecourtneygroup.com

David Kernan
dkernan@thecourtneygroup.com

Sam Leslie
sleslie@thecourtneygroup.com

Michael A. Turner
mturner@thecourtneygroup.com



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