



**Behrman Capital is a leading private equity firm with a multi-decade history of acquiring companies that are growing middle-market leaders in North America.**

### INVESTMENT CRITERIA:

Financial Profile:	Transaction Types:
Revenue \$50-\$200m	Buyouts or Recapitalizations
EBITDA of up to \$25m	Corporate Divestitures
Equity Investments \$25-\$100m	Liquidity for Founder / Family Owners

### SECTOR FOCUS:

Defense & Aerospace	Healthcare	Specialty Industrials
<ul style="list-style-type: none"> <li>➤ Electronic Components</li> <li>➤ Thermal Management</li> <li>➤ Advanced Materials</li> <li>➤ MRO Parts &amp; Services</li> </ul>	<ul style="list-style-type: none"> <li>➤ Clinical Diagnostics</li> <li>➤ Pharma Outsourcing</li> <li>➤ Post-acute Care</li> <li>➤ Medical Products</li> </ul>	<ul style="list-style-type: none"> <li>➤ Niche Manufacturing</li> <li>➤ Value-added Distribution</li> <li>➤ Commercial &amp; Industrial Services</li> <li>➤ Industrial Automation</li> </ul>

### COMPANY CHARACTERISTICS:

- Secular (versus cyclical) growth in attractive niche markets
- Recession-resistant demand profile
- High market share and above-average profitability
- Capital-efficient business model
- High recurring revenue from diversified customer base
- Proprietary products or services protected by intellectual property
- Ability to achieve significant growth organically and/or through acquisition
- North American headquarters

### INVESTMENT PHILOSOPHY:

We work closely with portfolio company managers as insightful, disciplined and committed partners. Our broad network of relationships with individuals and institutions adds a significant dimension to the resources that our companies use to fuel their growth.

Since our founding we have acquired more than 35 platform companies and have completed in excess of 90 add-on acquisitions transforming well-positioned businesses into industry leaders.

#### Business Development

Matt Hadley  
*Vice President – Business Development*

#### Investment Team

Grant Behrman  
*Managing Partner*

Simon Lonergan  
*Managing Partner*

Mark Visser  
*Partner*

Michael Rapport  
*Partner*

Calvert Thomas  
*Partner*

Aditya Soni  
*Principal*

Kyle Grace  
*Principal*

Kem Vijayvargiya  
*Vice President*






Aidan Fox  
*Senior Associate*

Alex Tumminello  
*Associate*

Steven Butler  
*Associate*



**Behrman Current Investments**

Company	Description	Add-on Strategy
	Provider of mission-critical microelectronic components and services for high-reliability markets, including Aerospace & Defense, Space, Medical and Industrial.	<ul style="list-style-type: none"> <li>➤ Broaden value-added services</li> <li>➤ Grow / expand high-reliability products offering</li> <li>➤ Expand geographic footprint / international</li> </ul>
	Manufacturer and designer of mission-critical and highly-engineered thermal management components for defense, aerospace and industrial applications.	<ul style="list-style-type: none"> <li>➤ Add to existing / adjacent thermal management product categories</li> <li>➤ Broaden market-leading brazing / manufacturing expertise</li> <li>➤ Expand geographic footprint</li> </ul>
	Manufacturer of innovative cargo covering and cargo control systems and related accessories for the transportation industry, serving the agriculture, construction, waste, flatbed and rail markets.	<ul style="list-style-type: none"> <li>➤ Acquire new tarping, cargo control, and transportation safety product offerings</li> <li>➤ Expand capabilities within core end-markets</li> </ul>
	Manufacturer and distributor of proprietary products and technologies used for trenchless rehabilitation of wastewater and other pipelines, including cure-in-place pipe systems, spray-on coatings, cementitious repair materials, and biocides.	<ul style="list-style-type: none"> <li>➤ Acquire differentiated trenchless pipe repair technologies</li> <li>➤ Consolidate cure-in-place-pipe competitors</li> <li>➤ Acquire formulators of coatings, resins and epoxies for pipe repair</li> </ul>
	Manufacturer of consumable dental products for preventative oral hygiene, endodontics, and restorative dentistry.	<ul style="list-style-type: none"> <li>➤ Bolster consumable product offering</li> <li>➤ Expand into adjacent dental categories</li> <li>➤ Expand geographic footprint</li> </ul>