



ANGELES CREST CAPITAL

ABOUT US

Angeles Crest Capital ("ACC") is a private equity firm focused on control and non-control investments in lower middle market companies. ACC is a value-added investor providing flexible capital and operational support.

ACC uses its 3P Board methodology (People, Products, Profits) to match the leaders of ACC's portfolio companies with seasoned outside board members to accelerate the growth and capabilities of the management team.

The firm was founded by an experienced investor with a proven track record of partnering with management teams to create value, grow businesses and achieve successful outcomes.

Investment Criteria

- \$3 to \$40 million of EBITDA
- \$20 to \$400 million in revenue
- Significant, identifiable organic and/or acquisition growth potential
- Highly differentiated business model, products and/or services
- Limited customer concentration
- Strong management willing to stay with the business and retain an equity stake
- Control and non-control positions
- Public and private companies as well as divisional divestitures will be considered
- Turnaround, bankrupt and distressed situations will not be considered

Industry Focus

- Consumer products and services
- Business services and outsourcing
- Healthcare services and products
- Manufacturing
- Distribution
- E-commerce (retail/services)

Geographic Orientation

We will consider opportunities throughout the United States and Canada.

Leadership

BOB BLAIR Bob is the Founder and Managing Partner of ACC and has over 28 years of experience in private equity and consulting. Bob's primary focus is working closely with the leadership of ACC's portfolio companies as well as identifying new investments. Bob is a board director for mPower Technology, an innovative commercial space solar technology company. Prior to ACC, Bob led KCB Private Equity for 16 years and served on KCB's Investment Committee for private equity and real estate. Previously Bob served as the lead director on the board of directors of Thriftbooks.com, the largest e-commerce retailer of media, Spiral, a leading provider of document finishing solutions, and Kadel's Auto Body, the largest collision service provider in the Pacific Northwest. Bob graduated from the University of Delaware with a BS in Accounting with highest honors and earned an MBA from the University of Virginia's Darden Graduate School of Business, where he received the Faculty Award for Academic Excellence. Bob is also a CPA(inactive).

ADVISORS ACC partners with a team of experienced former and current CEOs from a range of industries including e-commerce, manufacturing, retail, consumer products and services, business services and products and distribution. ACC's Advisors provide investment evaluation, expert due diligence support and post transaction participation as seasoned outside board members.

"Bob has been a great partner and a trusted resource. His expertise, experience, and investment allowed us to thoughtfully expand operations and invest in personnel in a way that significantly grew our top-line and bottom-line. Together we transformed a small Amazon marketplace seller into a leading branded e-commerce retailer with operations nationwide."

Ken Goldstein, Chairman and CEO of Thrift Books

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ACC is a private equity firm with a proven track record of partnering with management teams and supplementing management's skills with ACC's operating expertise, proprietary 3P Board methodology and capital to generate long-term success.

Selected Recent Investments



Thrift Books (Seattle, WA) www.thriftbooks.com

E-commerce retailer of used books with over 13 million books in 5 warehouses throughout the United States.



Kadel's Auto Body (Portland, OR) www.kadels.com (Exited)

The sixth-largest independent auto body collision repair provider in the United States and the largest in the Pacific Northwest.



Spiral (Totowa, NJ) www.spiralbinding.com

Manufacturer and worldwide distributor of a diverse line of print finishing, graphic arts, and presentation products and services.



mPower Technology (Albuquerque, NM) www.mpowertech.com

Developer of the innovative DragonSCALES miniature solar cells for space and terrestrial based applications.

History of Investing in Diverse Niches

Our professionals have significant previous experience in a variety of industries including:

- Architectural and remodeling services
- Auto body collision services
- Business outsourcing
- Business services
- Consumer products
- Direct-to-consumer marketing
- E-commerce
- Government services
- Medical Services
- Niche manufacturing
- Precision manufacturing/Aerospace
- Specialty trailers
- Storage products
- Value-added distribution

"Bob and the team at Angeles Crest bring operational resources and a deep bench of value-added board members to help businesses innovate and grow. Angeles Crest adds value through strategic advice and invaluable support for management."

Doug Nash, CEO of Spiral

"The team at Angeles Crest is differentiated by their hands-on, collaborative approach to strategic and operating support for management at all levels. Bob leads by example working with our team as needed to achieve our strategic and financial goals."

Don Braden, former CEO of Kadel's Auto Body

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