

Deal Criteria: Seeking Platforms & Add-Ons



\$2 - \$20M
 of EBITDA Platforms
 Add-ons – any size

B2B services
 Non-Discretionary Consumer Services
 Supply Chain, T&L, and Infrastructure Services

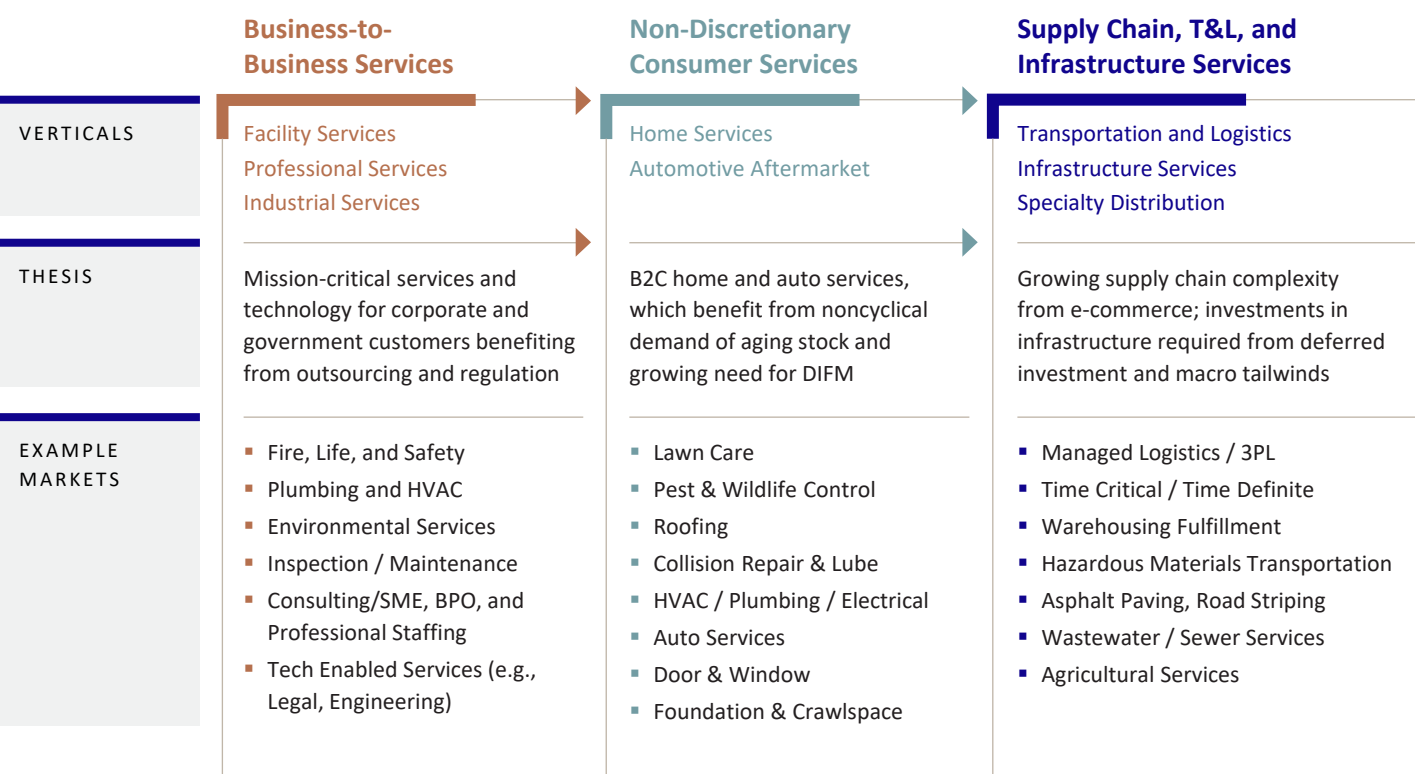
Founder, family,
 corporate, or
 institutional sellers

US and Canada
 based companies

Opportunity for transformational
 organic and acquisitive growth

Majority control
 investments

Target Verticals in Essential, Non-Discretionary Services



Agellus partners with management teams in essential, non-discretionary services businesses in the US and Canada. We target companies between \$2 million to \$20 million of EBITDA in large, fragmented markets in which numerous add-on acquisition opportunities exist. Having completed over 170 acquisitions over their 28+ year combined careers, our senior investment professionals bring a wealth of experience to Agellus. We aim to be the partner of choice in the middle market for our portfolio companies, our people, and our investors.

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Opportunity Set in Essential, Non-Discretionary Services

Agellus focuses on buy-and-build opportunities within the fragmented end markets of the essential, non-discretionary services middle-market

Essential, non-discretionary services are characterized by recession-resistance, stable margins and long-term, secular macro-drivers

Agellus Thesis

Large fragmented addressable markets possess long runways for continuation of add-on thesis

Benefits of Agellus' Buy-and-Build Strategy

<p>ADD-ON ACQUISITIONS ACCELERATE GROWTH</p> <hr/> <p>Capital efficient strategy by utilizing debt financing and alignment via seller roll</p> <hr/> <p>Strategy centers around high-velocity M&A to quickly scale platform companies</p> <hr/> <p>Fragmented sub-sectors are ripe with M&A opportunities and motivated sellers</p>	<p>SCALE & OPERATIONAL SOPHISTICATION LEADS TO OUTPERFORMANCE</p> <hr/> <p>Economies of scale create synergies and sustained margin expansion</p> <hr/> <p>Efficient and cost-sensitive integration drives value and often leads to premium at exit</p> <hr/> <p>Acquiring geographies and customer bases unlocks cross-selling opportunities</p>	<p>ABILITY TO START SMALL DRIVES VALUE CREATION UPSIDE</p> <hr/> <p>Thesis-first strategy leads to proactive platform building</p> <hr/> <p>Flexibility to enter a market without a platform and attractive entry valuation</p> <hr/> <p>Pre-identified executive talent allows for efficient plan execution</p>
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Agellus seeks to build platforms with strategic value and multi-inning investment horizons for the next series of investors

Our Mission

To be the partner of choice in the middle market with our companies, our people, and our investors

Integrity

Agility

Dedication

Cohesion