



RLJ Equity Partners is a middle-market private equity firm with approximately \$440 million of capital under management focused on generating long-term capital appreciation by investing in profitable and growing businesses led by strong management teams. The firm was founded in 2006 by Robert L. Johnson. RLJ Equity Partners is led by a group of three seasoned professionals who have worked together for over 15 years.

Investment Criteria

Typical investment characteristics include:

Transaction Types

- Buy-outs and leveraged recapitalizations

Size

- Companies valued between \$25 and \$100 million
- EBITDA greater than \$4 million
- Equity investments of \$10 to \$30 million

Profitability

- History of consistent growth and profitability with EBITDA margins in excess of 10%
- Pursue turnarounds only for add-on acquisitions

Geography

- Pursue platform acquisitions domestically and add-on acquisitions globally

Industry Focus

- Particular focus on industries in which the firm and the RLJ Executive Network have experience, including but not limited to: Business Services, Industrial Services and Value-Added Manufacturing


Management


- Seek experienced management teams with strong entrepreneurial drive
- Prefer to acquire companies in concert with existing management


Why RLJ Equity is a Preferred Partner

- We have an efficient and effective diligence process
- We have a streamlined and dependable approval process
- We provide meaningful equity incentives for management


CURRENT PORTFOLIO


 **Crossfuzze** is a global provider of IT consulting and managed services focused on the ServiceNow ecosystem. The Company is a ServiceNow Elite Services and Sales Partner and has completed over 3,000 successful implementations globally.*

 **Enhanced Resource Centers** is a customer experience management firm focused on providing business process outsourcing services to a broad range of clients, primarily in the telecommunications, media, retail and financial services industries.


 **Flow Service Partners** is a maintenance, repair, replacement, and installation platform focused on the heating, ventilation, and air conditioning (“HVAC”) as well as plumbing markets.*

 **Growers House** is a leading online retailer of supplies and equipment to the emerging hydroponic cultivation industry. The Company sells products to approximately 1,100+ commercial accounts and 25,000+ hobbyists customers throughout the U.S.*

 **J&J Transport** is one of the largest integrated trucking and logistics providers operating along the Beira corridor, a key African transport corridor that links Zambia, Malawi, Zimbabwe and DRC to the Port of Beira and the Indian Ocean.


 **Ogle School** is a leading provider of cosmetology and esthetics career education in Texas. Through its nine campuses, Ogle offers part-time and full-time programs to future beauty professionals.*


 **Native Maine** is the largest independent fresh foodservice distributor in Maine with over 1,500 customers. Native Maine provides its customers with over 3,000 high quality produce items and leading specialty products.*


 **Naylor** is a provider of outsourced communications, digital career center and event management services to North American professional and trade associations.


 **Tok & Stok** is the leading specialty furniture and décor retailer in Brazil. The Company sells home décor products (primarily furniture, home furnishing and home textiles) to mid to high-end customers through 39 stores in 19 cities in Brazil.


SELECTED FORMER INVESTMENTS


 **CVC** is the largest tour operator in Latin America, with a primary focus on the Brazilian market. CVC organizes flights, cruises, hotels, and receptive services into vacation packages sold to Brazilian consumers through more than 850 retail locations.


 **EnviroVac** is a provider of industrial cleaning and maintenance services, with a focus on routine plant maintenance and outages for customers in the pulp and paper, chemical, steel, oil and gas, and power industries.

 **Fleischmann's Vinegar Company** is the largest manufacturer of value-added food-grade vinegar for use as an ingredient in leading food products in North America.

 **MarketCast** is a leading provider of proprietary marketing analytics to the global entertainment industry, with a focus on serving the major Hollywood production studios in the development and execution of their marketing strategies.

 **Media Source** is the leading provider of content, information and expert advice to the library market serving K-12, public and academic librarians, publishers, and suppliers.

 **Phase One Consulting Group** is a premier provider of end-to-end consulting services and IT solutions serving the government sector.

 **Pro-Vac** is a leading environmental, infrastructure, and municipal services provider in the Pacific Northwest. The Company offers a comprehensive suite of essential support services to the infrastructure, municipal, and environmental markets.*

 **RLJ Thompson Trucking** is a regional trucking company serving a diverse group of industrial and municipal customers throughout Virginia and North Carolina. The Company hauls a wide range of materials including aggregates, scrap metal and non-hazardous waste.

*Denotes RLJEP Fund II Portfolio Company.