



TECUM
CAPITAL



15+ Year Investment History
Founded in 2006



\$1 Billion
Invested Since Inception



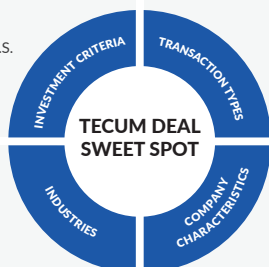
135+
Completed Transactions



16
Team Members

Investment Focus

EBITDA: \$3 to \$10 MM
EBITDA Margin: >10%
Gross Leverage: <4.0x EBITDA
Geography: Primary Operations in the U.S.
Investment Range: \$5 to \$20MM
Equity Co-Investment: Up to 50%



- Acquisition Financing
- Family Wealth Transfer
- Independent Sponsor Buyouts
- Leverage Buyouts (LBOs)
- Management Buyouts (MBOs)
- Minority Recapitalizations

- Business Services
- Capital Equipment with P&M
- Consumer-Oriented
- Food & Beverage
- Healthcare Services
- Industrial & Environmental Services
- Precision Manufacturing
- Transportation & Logistics
- Value-Added Distribution

- Committed Management Team
- Defensible Market Position
- Differentiated Product or Service
- Non-Cyclical Growth Niches
- Strong Free Cash Flow

Who We Are

Founded in 2006 and based in Pittsburgh, PA, Tecum Capital Partners is a multi-strategy investment firm focused on investing in lower middle market companies across the U.S. Tecum's Junior Capital strategy is currently investing out of its \$300MM SBIC Fund (2021 vintage). We are relationship-based investors that seek to partner with and empower experienced management teams, with a track record of success and a desire to execute on well-defined operational and growth initiatives.



Integrity



Respect



Flexibility



Teamwork



Innovation

Tecum Team



Stephen J. Gurgovits, Jr., CPA, CFA
Managing Partner
sgurgovits@tecum.com
(724) 602-4401



Matt Harnett
Partner
mharnett@tecum.com
(724) 602-4388



Tyson Smith
Partner
tsmith@tecum.com
(724) 602-4394



Dave Bonvenuto
Operating Partner
dbonvenuto@tecum.com
(724) 768-4182



Jack Surma
Vice President
jsurma@tecum.com
(724) 602-4206



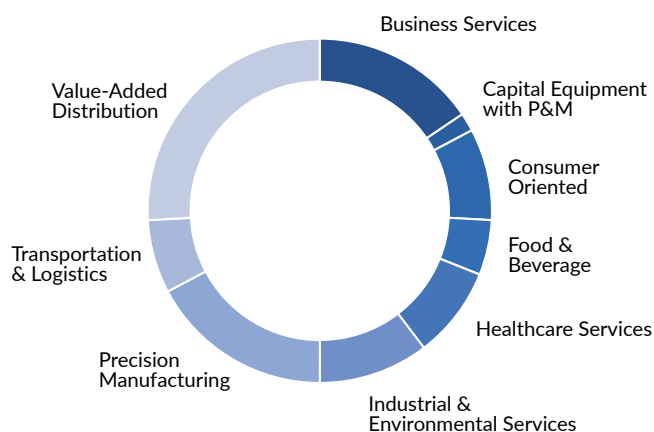
Husnain Safdar
Vice President
hsafdar@tecum.com
(724) 602-4363



Paul Oris, CPA
Senior Associate
poris@tecum.com
(724) 602-0198

Our leadership team has been investing together for over 12 years. We believe there is no substitute for the proven experience that comes from successfully investing in hundreds of businesses through varying economic cycles. It is this experience that forms the backbone of our expertise and positions us to add significant value to every company and management team that we support.

Diversified Investing by Industry



Business Services



BP BUSINESS SOLUTIONS
Provider of managed waste and recycling services to multi-location customers



CONVERGED SECURITY SOLUTIONS
Provider of Integrated Physical and Cyber Security Solutions



JD PALATINE
Technology-enabled provider of background and employment screening services



CUSTOM COMPUTER SPECIALISTS
Provider of specialized cloud, security, infrastructure, and managed IT services across SLED and commercial end markets

Consumer-Oriented



BANDON HOLDINGS
Multi-Club Anytime Fitness Franchisee



THE HELPFUL HARDWARE COMPANY
Chain of eight Ace Hardware locations throughout the Southeastern U.S.



TOPDOWN
Designer, manufacturer, and supplier of branded automotive aftermarket products

Food & Beverage



DELGROSSO FOODS
Manufacturer of branded, private label, and co-manufactured tomato-based sauces and salsas



GILMAN CHEESE
Leading manufacturer of premium processed cheeses

Healthcare Services



AGING WITH COMFORT
Provider of non-medical home care services to elderly and disabled clients

Industrial & Environmental Services



ARROW WASTE
Provider of waste collection and hauling services in the greater-Atlanta market

BLACKWOOD

BLACKWOOD SOLUTIONS
Utility services provider offering specialty transportation, logistics management, recycling, and disposal services to its customers



CONCO SERVICES
Heat exchanger tube cleaning and non-destructive testing services provider



NATIONAL POWER CORPORATION
Service and OEM equipment provider of critical, backup power solutions with a focus on DC power and industrial generators

Precision Manufacturing



BICO STEEL
Value-added processor and distributor of carbon, alloy, and tool steel



F&S TOOL
Manufacturer of precision tooling for plastic injection molding industry



KEYSTONE FOAM
Fabricator of various foam products and applications that serve the medical, packaging, furniture, bedding, and other industries



TINIFIBER
Specialty manufacturer of patented fiber optic cables, providing any cable customer improved durability, flexibility, and cost savings during installation

Transportation & Logistics



BP EXPRESS
Intermodal drayage provider



COX TRANSPORTATION SERVICES
Provider of time-sensitive, full truckload freight and brokerage services

Value-Added Distribution



AUTOMOTIVE SYSTEMS WAREHOUSE
Wholesale warehouse distributor of automotive collision repair products



CONNECTICUT ELECTRIC
Manufacturer of circuit breakers for legacy electric service panels services provider



MIDWEST EQUIPMENT SALES
Leading, technology-enabled specialty distributor of outdoor products for both home and professional uses



PRIMETAC
Distributor of pressure sensitive tapes and stretch films for industrial packaging applications