

We are a private equity investment firm that provides equity capital and expertise to support management teams in acquisitions and recapitalizations of lower middle market companies typically valued between \$25 and \$150 million. Based in Atlanta, we invest primarily in the South with a consistent focus on management buyouts of companies in sectors where we have significant investment, management and transactional experience. We invest with the objective of increasing operating cash flow through growth initiatives and active ownership. A key element of our investment strategy is partnering with proven management teams to create value. Founded in 2007, MSouth manages \$1.3 billion with three active funds. MSouth is the successor to Cravey, Green & Wahlen, which was founded in 1984.

Each of our partners has extensive experience in acquiring and successfully growing businesses. This experience, coupled with our commitment to having our partners actively support each company, contributes to the firm's long and successful investment record.

## OVERVIEW

- Successful long-term track record with 29 platform acquisitions
- Regional focus in the South
- Consistent focus on management buyouts of business services, healthcare, manufacturing, media & telecom, and specialty distribution companies
- Consistent focus on lower middle market transactions with more than \$1.3 billion under management across three funds
- Highly experienced partner group that provides value-added oversight
- Investment philosophy that includes partnering with management, creating value through growth and using flexible capital structures

## INVESTMENT CRITERIA

**We look to invest in leading lower middle market companies with the following characteristics:**

- **PROVEN MANAGEMENT TEAMS**  
We seek to partner with management teams with a growth orientation and a successful track record.
- **INDUSTRIES**  
While our portfolio has historically been diverse, we are particularly interested in business services, healthcare, manufacturing, media & telecom and specialty distribution companies.
- **SIZE**  
Most of our transactions involve companies valued between \$25 - \$150 million. Our target equity investment is \$10 - \$50 million (larger with LP co-investment).
- **GEOGRAPHY**  
While we invest nationally, we are particularly interested in businesses located in the South. More than 90% of our investments have been headquartered in this region.

## MSOUTH TEAM

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# MSOUTH INVESTMENTS

We have worked with lower middle market companies in the South for nearly 30 years, and in total we have invested over \$795 million in 29 companies. We invest with a growth-oriented philosophy of building equity value by increasing operating cash flow. Over the years, we have maintained a consistent focus on lower middle market management buyouts of business services, healthcare, manufacturing, media & telecom and specialty distribution companies. More than 90% of our investments have been based in the South, and we remain focused on identifying attractive investment opportunities in the region. Our current portfolio includes 18 active investments as detailed below.







## FUND I

BC Technical	United Communications	Vectorply
 <p>Independent service operator of refurbished nuclear imaging systems and parts</p> <p>www.bctechnical.com</p>	 <p>Provider of voice and data services to rural communities</p> <p>www.united.net</p>	 <p>Manufacturer of high-performance reinforcement fabrics used in composite materials</p> <p>www.vectorply.com</p>

## FUND II

Children & Teen Dental	Crom	Eagle Quest International	Eco-Site	EnergyCo
 <p>Provider of dental support organization services</p> <p>www.childrenteenanddental.com</p>	 <p>Provider of pre-stressed concrete water tank design and construction services</p> <p>www.cromcorp.com</p>	 <p>Provider of value-added procurement and distribution services</p> <p>www.eqitld.com</p>	 <p>Developer of wireless communication sites in urban markets</p> <p>www.eco-site.com</p>	 <p>Provider of generator maintenance and power generation services</p> <p>www.pogens.com</p>
Safemark	Signal Outdoor Advertising	Source Broadband Services	USA TV	
 <p>Provider of secure storage mobility and guest amenity solutions</p> <p>www.safemark.com</p>	 <p>Provider of out-of-home advertising services</p> <p>www.signaloutdoor.com</p>	 <p>Provider of fiber construction and engineering services to telecom providers</p> <p>www.sourcebb.com</p>	 <p>Provider of local broadcast television programming</p>	

## FUND III

CRH Healthcare	Diversified	Hire Dynamics	Southern Air & Heat	The Intersect Group
 <p>Operator of urgent care clinics</p> <p>www.crhhealthcare.com</p>	 <p>Provider of video-centric communication solutions</p> <p>www.diversifiedus.com</p>	 <p>Provider of staffing and professional recruitment services</p> <p>www.hiredynamics.com</p>	 <p>Provider of installation, replacement, maintenance and repair of HVAC systems</p> <p>www.advancedairandheat.com www.ydhvac.com</p>	 <p>Provider of staffing and professional recruitment services</p> <p>www.theintersectgroup.com</p>
USA TV MidAmerica				
 <p>Provider of local broadcast television programming</p>				