

# PFINGSTEN

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Pfingsten is an operationally-oriented private equity firm that builds better businesses by leveraging its operational and global resources, deep experience, and access to capital to unlock value and accelerate profitable business growth. We have been partnering with entrepreneur and family-owned companies for over 35 years.

**1989** Founded

**\$435M** Fund VI

**170+** Investments

**~90%** Family-Owned

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## Pfingsten Difference

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### OPERATIONAL RESOURCES

- Six full-time operating partners
- Continuous improvement training
- Best practice exchange forums
- Outsourced services
- Executive network



### CONSERVATIVE CAPITAL STRUCTURES

- Over 50% equity in capital structure
- Ability to weather economic cycles
- Allows for investments in people, product development, systems, facilities and equipment



### GLOBAL NETWORK

- Rep offices in China and India
- Product sourcing
- Engineering and IT support
- E-Commerce strategy
- Outsourced services
- Add-on acquisitions

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## Where We Invest

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### MANUFACTURING

- Niche manufacturers
- Engineered products
- Gross margins > 25%



### DISTRIBUTION

- Value-added kitting or assembly
- Technical or Design Services
- Gross margins > 20%



### BUSINESS SERVICES

- Specialty technical services
- High switching costs
- Scalable business platform

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## Investment Criteria

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**\$3 to \$12M**  
EBITDA

**\$20 to \$150M**  
Revenue

**\$15 to \$100M**  
Transaction Value

## Current Investments

### BUSINESS SERVICES



Provider of cloud ERP and CRM solutions, including implementation, support and consulting on business applications platforms from Microsoft, Sage and NetSuite

Bellaire, TX  
April 2024

### MANUFACTURING



Manufacturer of specialty lasers and related power supplies

San Marcos, CA  
August 2023

### DISTRIBUTION



Distributor of new and aftermarket telecommunications equipment and provider of related maintenance and repair services

Santa Barbara, CA  
December 2022

### MANUFACTURING



Manufacturer and distributor of dimensional metrology instrumentation and calibration services

Canton, MA  
August 2022

### DISTRIBUTION



Distributor of agricultural and propane parts, components and equipment

Wichita, KS  
December 2021

### BUSINESS SERVICES



Provider of electrical services serving the telecommunications, cellular, electrical vehicle charging and utility markets

Kingston, MA  
October 2021

### BUSINESS SERVICES



Provider of managed IT support services and solutions

Reading, PA  
February 2021

### DISTRIBUTION



Manufacturer and distributor of highly engineered commercial accent LED lighting systems

San Diego, CA  
November 2019

### DISTRIBUTION



Designer and asset-light manufacturer of branded compressed air solutions, including fittings, accessories, piping and filtration solutions

Auburndale, WI  
July 2019

### MANUFACTURING



Manufacturer of nitrogen generators

Wilmington, NC  
November 2018

### DISTRIBUTION



Provider of IT asset reclamation, refurbishment and distribution services

Milton, WI  
January 2018

### MANUFACTURING



Manufacturer and online retailer of drone and ground vehicle components, replacement parts and systems

Sarasota, FL  
September 2017

### MANUFACTURING



Manufacturer of wide format, portable promotional signage and displays

Brooklyn Center, MN  
May 2017

### MANUFACTURING



Manufacturer of semi-custom framed and frameless kitchen and bath cabinetry

Haleyville, AL  
June 2016