



SPANOS BARBER JESSE & CO

Spanos Barber Jesse & Co. (SBJ) is a private investment firm with over \$250 million of committed capital. SBJ focuses on lower middle-market consumer, business services and healthcare services companies. We provide flexible capital solutions, thoughtful strategic advice and domain expertise to support the value-creation goals of entrepreneurs, owners and management teams. Our founders have invested over \$500 million into more than 35 companies and have an extensive track record of creating value, including investments in multiple businesses that grew from less than \$5 million of EBITDA at the time of investment into \$500+ million companies.

FLEXIBLE | STRATEGIC | DIFFERENT

INVESTMENT CRITERIA

COMPANY SIZE

Revenue
Up to \$100mm
EBITDA
\$2 – \$10mm

INVESTMENT SIZE

\$10 – \$40mm

STRUCTURES

Control Buyout
Mezzanine Debt
Structured Equity

TRANSACTIONS

Buyout
Recapitalization
Owner Liquidity
Acquisition/Growth

TARGET SECTORS

CONSUMER

- Automotive Services
- Beauty & Personal Care
- Consumer Products
- Food & Beverage
- Foodservice
- Household Products
- Outdoor & Leisure
- Restaurants

BUSINESS SERVICES

- Distribution/Fulfillment
- Education
- Facility Support
- Industrial Services
- Marketing Services
- Outsourcing
- Payment Services
- Security

HEALTHCARE SERVICES

- Allergy
- Behavioral Health
- Dental Practice Management
- Dermatology
- Revenue Cycle Management
- Staffing
- Urgent Care
- Vision Care

CURRENT PORTFOLIO



Body Armor Manufacturer



Urgent Care Centers



Drive-In Restaurant Chain



Action Sports Gear & Apparel



School Uniform Provider



Specialty Hospitality Provider

PRIOR INVESTMENTS



BARE ESSENTIALS®



APPROACH



FLEXIBLE CAPITAL

Tailor investments to meet owners' unique liquidity and growth objectives



ALIGNMENT OF INTERESTS

Win together—ensure alignment of incentives between SBJ and our partner companies



VALUE-ADDED PARTNER

Provide more than capital—deliver expertise and resources targeted at a company's areas of need



PRUDENT STRUCTURES

Avoid excessive leverage—employ capital structures that enhance a business' ability to grow and weather a downturn

PRINCIPLES



INTEGRITY

Treat others as we want to be treated—thoughtful, humble and transparent with our partner companies



INVEST IN PEOPLE

We invest in quality businesses, but more important is the quality of the people with whom we partner



BALANCE ART WITH SCIENCE

Employ a balanced approach to making decisions, weighing objective data as well as intuition



INTELLECTUAL CURIOSITY

We care deeply about our partner companies and seek to understand their business and sector in detail

TEAM

Our investment professionals have over 75 years of combined experience growing consumer, business services and healthcare services companies as investors, executives, directors and advisors in more than 100 companies.



GUS SPANOS

Managing Director
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Prior Experience: Spanos Capital Group, Jesse.Hansen&Co./JH Partners, Gryphon Investors, Bright Now! Dental

Education: Harvard, AB, Stanford Graduate School of Business, MBA

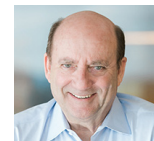


TOM BARBER

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Prior Experience: Black Canyon Capital, Credit Suisse First Boston, Donaldson Lufkin & Jenrette

Education: UC Berkeley, BA



BILL JESSE

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Prior Experience: Jesse.Hansen&Co., American Hawaii Cruises, The Getz Corporation, Coca-Cola Co. of NY

Education: Lehigh, BS, MS, Harvard Business School, MBA



MATT COLE

Principal & Head of BD
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Prior Experience: Spanos Capital Group, NetApp, Deutsche Bank

Education: UNC at Chapel Hill, BS

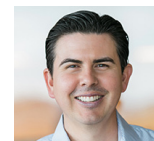


BEN LANDIS

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Prior Experience: New Evolution Ventures, TPG Capital, Morgan Stanley

Education: Wesleyan University, BA, Harvard Business School, MBA



DACK LAMARQUE

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Prior Experience: Del Rey Global Investors, Theorem Capital

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Prior Experience: Wells Fargo Securities

Education: Davidson College, BA



JOHN ROCHEFORT

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Prior Experience: Intrepid Investment Bankers, John Wesley Surfboards

Education: Pitzer College, BA