



## Target Characteristics

### Geography

Platform headquartered in the United States with a preference for the Southwest and Midwest

### Sectors

Primary focus on business services, niche manufacturing, industrial products / services, and infrastructure services

### Financial Characteristics

Revenue between \$10-100 million

Trailing 12-month EBITDA \$5 million +

### Management Team

Proven management team desiring a significant equity stake

### Stability

Three years of positive EBITDA with predictable continuation

### Diversification

Of customers, product / service lines and channels

## Transaction Types

**Recapitalizations:** Partner with family and entrepreneur-owned entities seeking a partial liquidity event

**Growth Equity:** Provide capital to fund the introduction of new products / services lines, strategic growth initiatives or expansion into adjacent markets

**Leveraged Buyouts:** Acquire established middle market businesses through a combination of equity and debt financing

## Leadership

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## Who We Are

Juniper Capital Management (“Juniper”) is a financial sponsor that provides capital to high growth potential but under-resourced entrepreneurial companies based in the United States. We take a proven and disciplined approach aligned with management in providing profitable, well-managed companies with growth and transition capital coupled with strategic, operational and financial resources. Our firm invests in the form of common and preferred equity in amounts ranging from \$5 to \$30 million to support entrepreneurs in full and partial recapitalizations, growth financings, generational transitions and buyouts

## Strategy | Approach | Value Creation

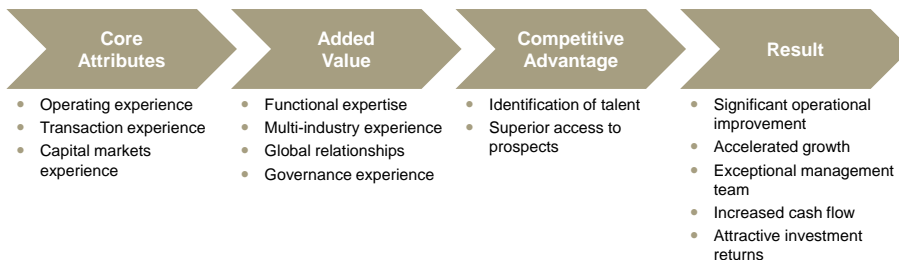
- Juniper seeks to partner with dynamic entities in which the potential for meaningful improvement in earnings exists through organic growth, acquisitions and performance improvements
- Juniper backs established management teams who are committed to the business and will participate in expected value creation through an equity stake in the company
- Juniper will assist management to identify and address strategic, operational and financial opportunities for improvement while respecting management’s day-to-day control over operations
- Juniper will be an active board participant with significant representation
- Juniper will utilize a conservative capital structure that results in adequate liquidity and facilitates growth
- Juniper expects to achieve minimum investment returns of 20% with a targeted hold period between five to seven years
- The value-add of Juniper is to unlock the growth potential of these entities by introducing scalable business processes, connecting enabling strategic partners, identifying potential acquisition candidates and procuring needed capital

## Capabilities of Our Team

**Experience** Our team has extensive strategic, operational and financial experience with a proven record of executing a disciplined and comprehensive strategy that creates value

**Operating Style** Juniper’s professionals have decades of successful experience collaboratively working with entrepreneurs across a broad array of industries

**Strategic Capabilities** Juniper brings a broad global network of strategic relationships to support all aspects of the growth strategy





Fund Investments



Ballard, based in Washougal, Washington, and founded in 1976 as an underwater diving specialty company, has grown into a turn-key general contractor serving a variety of clients in the hydropower, tunneling, industrial, nuclear, water utilities and marine industries worldwide. The Company provides various services in the areas of underwater construction, underwater inspection and surveying, environmental / remediation, plant maintenance, ship husbandry, and contaminated and potable water diving under a wide variety of contract types, including CMAR, EPC and Design-Build.



Green Mountain, based in Bethel, Vermont, was founded in 2003 by three industry professionals with over 60 combined years focused on the rehabilitation of water infrastructure assets. With extensive experience solving trenchless pipeline rehabilitation issues, Green Mountain's services include cured-in-place spot repair, cured-in-place pipe lining, CCTV inspection, mainline and lateral grouting, manhole reconstruction and more.



Mr. Rehab, based in Mechanicsburg, Pennsylvania, was founded in 2000, with an executive management team offering decades of experience in sewer cleaning, inspection and rehabilitation services. With a focus on trenchless and "no dig" technology, Mr. Rehab provides maintenance services to engineering, public and industrial sector clients.



Inland Waters provides specialized pipeline services to clients such as municipalities, contractors, commercial entities, and a variety of educational and industrial facilities throughout New England. The Company's services include vacuum excavation, main line and lateral grouting, sewer pipe cleaning, digital inspections, cured-in-place pipe spot repair and reinstatement, lateral inspection, lateral reinstatement, hydro excavation and manhole rehabilitation. Inland was founded in 1998 and is based in Johnston, RI.



Andes is one of the premier independent toll processors operating in Texas and the North Central U.S./Great Lakes region. Andes provides toll steel coil slitting and cut-to-length processing, as well as receiving, warehousing and shipping services, for a wide range of steel distributors and manufacturers. Andes currently operates out of three facilities located in Lewisville, Texas; Dallas; and Gary, Indiana.



MRI is a leading manufacturer of heavy-duty, cold-formed steel framing components – primarily metal framing studs, tracks, frame channels and flatstock – for the commercial and multifamily construction markets in the North Central U.S. Operating out of a shared facility with Andes in Gary, Indiana, MRI produces primarily "true gauge" products, which it sells on a direct basis to large commercial interior and drywall contractors – a distribution method that is unique in the industry.