



PRAIRIE STREET CAPITAL

A D V I S O R S & I N V E S T O R S

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Helping companies successfully maneuver the challenges that come with growth

- Prairie Street Capital, Inc. is a boutique investment and advisory firm that provides growth capital, strategic guidance, and operating expertise to help companies successfully maneuver the challenges that come with growth
- Funded by owner's own capital, a Boston-based institution and a group of high net-worth individual investors
 - Ability to offer high speed and certainty and potential one-stop solution
 - No bait and switch with lean decision making
- Founded in 1996 by Mr. Michael Barry with a mission to offer companies the best attributes of a strategic and financial partner and to put his own capital to work
 - More than just money: operational and strategic resources
 - Partnership oriented philosophy and transaction structures



Helping companies successfully maneuver the challenges that come with growth

- Investment and transaction experience across a variety of sectors
 - Consulting and entrepreneurial “toolkit” from operating both in the USA and Europe
 - Advisory Partner group provides clients and portfolio companies with strategic advice from accomplished executives
- Current Investments and Advisory Assignments



Glass America (Advisory) (www.glassusa.com), one of the largest independently owned auto glass repair and replacement companies in the country



MilesTek (www.milestek.com), a distributor of connectors and cable solutions to the military avionics, contractor and education end markets



Weld Racing (www.weldracing.com) a manufacturer of aluminum wheels for performance auto enthusiasts and the auto racing industry



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- Exited Investments
 - Copperfield Chimney Supply (www.copperfield.com) – National manufacturer and distributor of hearth and chimney products (sold to NYSE company, Interline Brands)
 - Pyramid Industries – fiber optic conduit manufacturer and plastic piping (sold to NYSE company, Lamson & Sessions)
 - Intech Technology, NV
 - Intech EDM – European and North American manufacturer and distributor of proprietary EDM consumables (sold to Swiss public company, Georg Fisher AG)
 - Xycarb – European manufacturer of fixturing / tooling for the semiconductor industry (sold to Shunk GmbH)



Investment Criteria

Target Size

- TEV: \$5 - \$100 million (\$10 - \$50 million sweet spot)
- Sales: \$5 - \$100 million
- EBITDA: Negative - \$20 million

Transaction Types

- LBOs, recapitalizations and growth financings
- Corporate carve-outs
- Control or significant minority equity investments
- Turnarounds and restructurings (“Hairy” deals)
- Willing to partner in an enterprise where we can actively participate in senior management (such as a retiring owner)

Industries of particular interest

- Business and financial services and distribution
- Food (Production, processing, services and equipment)
- Manufacturing/Industrial products and services

Not typically interested in healthcare, biotech

Confidential



PRAIRIE STREET CAPITAL
ADVISORS & INVESTORS

Experienced partners

Michael Barry, CTP

Mr. Michael Barry, the President of Prairie Street Capital, has extensive experience as the CEO of industrial distribution businesses as well as in the global sourcing of products. He was the President and COO of Copperfield Chimney Supply, a national million supplier of proprietary chimney and hearth products to retailers and professional contractors. Mr. Barry was also the President of Woodard, Inc., a \$65 million multi-location manufacturer of casual patio furniture to specialty retailers and mass merchants. Prior to joining Woodard, Mr. Barry was the President and CEO of Intech EDM, an industrial distributor of consumable materials for Electrical Discharge Machining with operations in six countries. Mr. Barry received his BS from Georgetown University and an MBA, with distinction, from The Wharton School. Mr. Barry is also a CPA and a CTP (“Certified Turnaround Professional”).

Carlos A. Ingles

Mr. Carlos A. Ingles, is a private equity professional with over twelve (12) years experience structuring, negotiating and completing numerous successful equity investments and business acquisitions and working with the managers of companies to increase shareholder value over time. Mr. Ingles began his career in investment banking at Donaldson, Lufkin & Jenrette and has managed private equity investments at several firms including: Saunders Karp & Megrue, Palladium Equity Partners and Marathon Asset Management. Mr. Ingles received his degree in economics, cum laude, from Harvard University and an MBA, with distinction and as a Tuck Scholar, from The Tuck School of Business at Dartmouth.

