



THE STEPHENS GROUP



## Commercial & Industrial Products and Services

We invest in a wide range of commercial and industrial sectors and business models. We look for companies with value-added products or services that are difficult for competitors to replicate, provide a clear ROI-based value proposition for their customers, and that are led by outstanding management teams, all of which result in strong margins indicative of a truly differentiated business.

### SPECIALTY DISTRIBUTION

Sub-sectors of particular interest include:

- Tools and supplies for specialty professional contractors, test and instrumentation, industrial and commercial automation and access controls, power transmission and motion control, consumable products, commercial and light industrial equipment, engineered components (e.g. specialty hardware, sensors), and aftermarket parts and accessories.

Company attributes we're looking for:

- Identifiable source of differentiation
- Deep product assortments in focused categories
- Highly knowledgeable (often technical) sales force
- Robust use of data to drive efficiencies and close customer relationships
- Strong market share in a fragmented niche
- Opportunity to drive value through complementary acquisitions
- Gross margins in excess of 30% and/or EBITDA margins in excess of 10%
- High returns on invested capital

Representative investments:



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