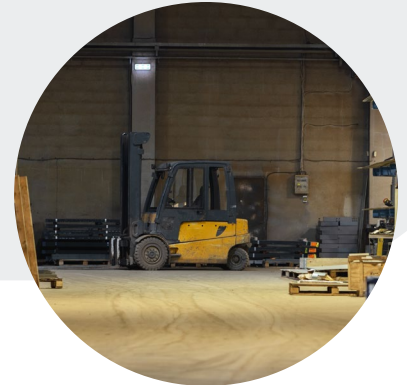


# Industrial Products And Services

We invest in a wide range of industrial products and services in companies with highly engineered, value-added products or services that are difficult to replicate with a clear ROI-based value proposition and led by outstanding management teams.



## INDUSTRIAL SERVICES

Our Industrial Services practice seeks to invest in a wide range of service-focused businesses with a B2B and B2G (Government) customer base. Ideal companies will provide, specialized capabilities that serve a critical purpose and provide a clear ROI for customers, a history of recurring and/or re-occurring revenues and maintain outstanding teams.

### Verticals of particular interest include:

- Infrastructure services (e.g., transmission and distribution, power generation, water and wastewater, transportation infrastructure, telecommunications)
- Facility services (e.g., electrical mechanical contractors, HVACR and plumbing contractors, specialty MRO contractors)
- Environmental services (e.g., EH&S compliance, remediation services, resource recovery)
- Other specialty industrial services (e.g., testing, inspection, certification & compliance, and MRO)

### Company attributes we look for:

- Serves a critical function and/or has a high cost of non-performance
- Specialized labor force with difficult-to-replicate capabilities
- High level of recurring / re-occurring revenue
- Scalable business model with opportunity, but not requirement, for complementary acquisitions
- Gross margins preferably above 25% and EBITDA margins above 10%. Minimum EBITDA of \$5 million for platforms
- Capital efficient business model

## Representative Investments

**EXIGENT**



**Revolution**  
BELIEVE IN BETTER PLASTICS



## Contact

### Jack Nadal

Managing Director

(646) 750-5801

[jnadal@stephengroup.com](mailto:jnadal@stephengroup.com)

### Blake Tilley

Vice President

(501) 545-9160

[btilley@stephengroup.com](mailto:btilley@stephengroup.com)

### Stephens Group, LLC

100 River Bluff Drive, Suite 500

Little Rock, AR 72202

