



FIDUS

Capital

Financing solutions provider for capital needs from \$10-\$100 million

Overview

- Fidus is a publicly traded business development company (NASDAQ: FDUS) with approximately \$850 million of assets under management. We have completed over 175 new platform investments and over 300 acquisitions since our inception in 2007
- Our partners have an average of 25+ years of experience investing in a variety of senior and junior debt securities as well as a variety of equity investment structures
- Fidus provides debt and equity financing solutions up to \$100 million to lower middle market companies
- We partner with financial sponsors, management teams and business owners to provide customized financing packages to meet the specific needs of our clients and their companies

Investment Criteria

- Company EBITDA: >\$3 million (except for certain SaaS/software/recurring revenue businesses)
- Facility Size Range: \$10 million to \$100 million
- Investment Purpose: Change of control, business expansion, add-on acquisitions, transformational growth initiatives, refinancings and dividend recapitalizations
- Investment Structures: Unitranche debt, second lien debt, mezzanine debt, preferred stock and common equity
- Investment Profile: Cash Flow, ARR, and Asset Based credit facilities
- Industry Focus: Fidus invests in businesses that operate in the following industries:
 - ✓ Aerospace & Defense
 - ✓ Business Services
 - ✓ Consumer Products / Multi-Unit
 - ✓ Healthcare Products / Services
 - ✓ Industrial
 - ✓ Infrastructure
 - ✓ Logistics & Transportation
 - ✓ Niche Manufacturing
 - ✓ Software & Tech-Enabled Services
 - ✓ Value-Added Distribution

Partnering with Fidus

- Demonstrated focus in the lower middle market (companies with \$20-\$250 million in enterprise value) since our founding in 2007
- Knowledge of the operational and managerial complexities and challenges that growing lower middle market companies might encounter during their evolution
- Industry expertise, a network of resources, flexible capital solutions and a team that has deployed more than \$1.7 billion of capital together
- Fidus is Capital. Partnership. Expertise.

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Aerospace & Defense



Supplier of data transfer, signal analysis, and communications products and related engineering services primarily to the defense industry



Diversified designer and manufacturer of highly engineered avionics and electronics solutions primarily for the aerospace and defense technology market



A designer, manufacturer, and marketer of non-lethal security products for the global defense and law enforcement markets



Manufacturer of high temperature advanced composite materials for the defense, aerospace, and commercial markets



Producer of highly engineered materials and alloys for the aerospace and defense industries and other commercial end markets

Business Services



Leading provider of alternative education academies focused on high school dropout recovery throughout the United States



Leading provider of alternative out-of-home advertising across the C-store & gas station, retail, truckside & transit markets, among others



A leading marketing technology platform for digital customer acquisition across most consumer verticals, including financial services, home services, and insurance



Leading omni-channel digital advertising platform for small and mid-sized businesses



Provider of online rewards, travel incentives, gift card reward programs, and partner marketing automation



Leading independent provider of maintenance, repair and modernization services for all major brands of elevator equipment in San Francisco, Los Angeles and San Diego



Leading provider of parts management and other outsourced logistics services to the aerospace and industrial markets



Premier provider of printer, copier, and related office equipment sales and services



Leading provider of outsourced electric utility infrastructure services in the Southwest United States



Leading independent provider of oilfield services to energy companies operating throughout Texas and Louisiana

Consumer Products / Multi-Unit Concepts



Retail thrift store operator specializing in the sale of secondhand merchandise.



Leading provider of natural and processed cheese products, sauces, and plant-based alternatives



E-commerce platform dedicated to developing consumer products brands



Preferred manufacturing solution for the top brands and retailers in premium crafted protein snacks



A leading designer, marketer, and distributor of branded automotive aftermarket wheels, performance tires, and accessories

Healthcare Products / Services



Global leader in the manufacture of high purity, injectable grade excipients and bioprocessing solutions



Leading manufacturer of high-purity solvents and chemicals focused on laboratory, pharmaceutical, and biotech end markets



Leading provider of online continuing education for mental health and nursing professionals



Global provider, developer, and distributor of antibodies and related reagents primarily to the academic and pharmaceutical research markets



A software-as-a-service company offering physician compensation and workforce management solutions for hospitals and health systems



Leading provider of revenue cycle vendor management solutions to hospitals and health systems



Leading provider of biologic products and GMP compliant assay development and testing services to the biopharmaceutical industry



A leading provider of spend visibility & audit recovery services to the healthcare industry



Provider of comprehensive health management solutions that help corporations reduce health care costs through improved employee health



Leading provider of software solutions facilitating healthcare payments and documentation

Industrial



USG WATER SOLUTIONS

Leading provider of water asset management services for small and medium public water utilities in North America



Leading Canadian provider of calcium chloride solutions



Vertically integrated provider of non-hazardous wastewater collection, processing and disposal services



Manufacturer of fine and specialty chemical products sold to a variety of industries and applications



Leading provider of custom-designed packaging products and related services to OEMs

Infrastructure



Leading utility services business providing repair and maintenance services for distribution, transmission, and substation infrastructure



Multi-faceted architecture & engineering services firm focused on domestic infrastructure projects



Multi-regional provider of pavement marking and traffic control services



Supplier of high quality, mission critical products used in the North American electric power grid



A leading manufacturer of traffic control and perimeter security solutions

Logistics & Transportation



Provider of intermodal logistics solutions, including port and rail container drayage, dedicated solutions, transloading and warehousing



Leading distributor of school and commercial buses and related maintenance and repair services



Third-party logistics provider and value-add assembly manufacturer serving OEMs and Tier 1 automotive suppliers



Provider of same-day and last-mile courier services throughout the United States



Leading value-added reseller of UPS courier, express freight and parcel services

Niche Manufacturing



Manufacturer of premium pavers for residential and commercial outdoor living applications



Leading provider of water purification systems and aftermarket parts & consumables for healthcare and industrial applications



Leading, vertically integrated electronic manufacturing services provider



Leading supplier of products and services to the home furnishings industry



Global provider of aftermarket and OEM filtration equipment and consumables for use in mining, chemical, wastewater and various other industrial end markets



Leading provider of lithium power systems for motive, mobile, and stationary power in the industrial automation, material handling, and telecom markets



Original Design Manufacturer and contract manufacturer of complex assemblies with roots as a manufacturer of precision injection molded plastics



Converter of plastic film into flexible packaging solutions



Global manufacturer and supplier of electrical products through a wide range of premium brands



Leading provider of indoor air quality solutions for commercial and residential HVAC solutions



Leading designer, manufacturer, and servicer of cutting tools and tool holders



Specialty manufacturer and designer of aftermarket automotive transmission parts and repair kits



Manufacturer of injection molded plastic and hard coated products



Manufacturer of high visibility, graphically intensive packaging for consumer products



Manufacturer and servicer of highly-engineered thermoforming equipment

Software & Tech-Enabled Services



Leading provider of a full suite of managed IT services including cloud, cybersecurity, unified communications, backup and restoration, outsourced IT, help desk, and procurement services



Marketron

Leading provider of enterprise software solutions for radio and television broadcasters

choice

Leading omnichannel global payments platform



FISHBOWL

Leading provider of inventory management and manufacturing software



Technology-based risk management firm that provides education and customized price risk management services to businesses affected by volatility in the agriculture markets

Quest

Global cybersecurity, data intelligence, and IT operations management software provider



mobilewalla

Leading provider of consumer intelligence solutions

**NETBASE
QUID**

A global leader in artificial intelligence-powered consumer and market intelligence



MYSHOPMANAGER
notifi **BOLTON**
TECHNOLOGY

Leading SaaS-based provider of customer communication software to the auto repair market

**CHARGEBACK
GURUS**

Leading provider of chargeback prevention and recovery services for eCommerce and Card Not Present businesses



Market leading provider of cloud-based talent management software solutions

XEEVA

Global provider of intelligent, cloud-based indirect spend management software solutions



CORE
BUSINESS TECHNOLOGIES

Provider of revenue management and payments solutions for government, healthcare, and education

DATAGUISE

Provider of automated data discovery, classification, protection, and continuous monitoring software

COMPLY365

Leading provider of SaaS enterprise content and compliance management solutions for the aviation and rail markets



Leading provider of fresh item management technology for grocery and convenience stores

IPRO

Provider of end-to-end eDiscovery and information governance software to top law firms, corporations, and specialty service providers

*Fleet Automation
Software Provider*

Leading provider of highly integrated fleet automation software and systems for waste haulers and municipalities

hounuit

Education technology platform that provides online data analytics and professional development primarily for K-12 school districts



Leading provider of managed technology solutions and services

Value-Added Distribution

BEDFORD
PRECISION PARTS

Leading distributor and assembler of replacement parts, accessories and kits for the spraying equipment industry (paint, foam, other)



Leading distributor of disposable maintenance cleaning and safety products to the "away-from-home" marketplace



Provider of fasteners and autobody hardware to the automotive aftermarket and general industrial markets



Leading value-added distributor of high-performance assembly tools and material handling equipment used in heavy manufacturing

ALLREDI

Distributor of surface preparation, abrasives, and safety products to industrial contractors primarily in the industrial, infrastructure, and downstream energy sectors

PUGH
LUBRICANTS

Leading full-line regional distributor of automotive, commercial, and industrial lubricants

WOLF

Provider of branded specialty building products serving the independent dealer channel

ALLIED
100 LLC

Distributor of automated external defibrillators, AED replacement parts and accessories, and related training products and services



SouthernCarlson
Fastening, Packaging, Service.

Distributor of fasteners, packaging supplies, and specialty tools for the construction and industrial end markets

CONNECT *AIR*
International, Inc.

Leading value-added distributor of specialty low-voltage wire and cable products, and cable assemblies

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