



V&A Capital is a New York-based private equity firm focused on investing in US lower middle market companies operating primarily in the manufacturing and distribution industries.

INVESTMENT CRITERIA

V&A seeks majority ownership in profitable, well-run companies in North America and Europe with the following characteristics:

Size	Industries	Attributes
<ul style="list-style-type: none">• Revenue – \$10M+• EBITDA – \$1M - \$10M• EV – \$5M - \$75M• Add-on – no minimums	<ul style="list-style-type: none">• Manufacturing & industrials• Distribution• Consumer goods & packaging• Business services• Transportation	<ul style="list-style-type: none">• Stable and recurring cash flow• Sustainable competitive advantage• Identifiable growth opportunities• Niche product offering• High barriers to entry

THE V&A DIFFERENCE

V&A invests in companies with leading market positions, stable cash flows and established track records of successful growth. However, V&A does not shy away from companies that:

- Are transitioning from owner-operated companies or experiencing management changes
- Are experiencing temporary financial or operational performance challenges
- Have lower than average gross margins but are trending positively
- Have an element of cyclicity but are niche leaders in their market segments
- Have potential legacy liabilities such as pension or other post-employment benefits
- Serve end-markets that are out of favor in the mainstream investor community

INVESTMENT STRATEGY

V&A uses a partnership approach with management teams to develop and implement strategic plans to accelerate growth and increase shareholder value by:




- Sourcing, negotiating and executing add-on acquisitions
- Taking a long-term, patient and focused approach to business challenges
- Providing operational support by implementing lean processes and productivity improvements, executing growth initiatives, enhancing management infrastructure, etc.

INVESTMENT PHILOSOPHY

V&A helps the management of its portfolio companies achieve their objectives by:

- Supporting management's organic growth initiatives by providing financial and human capital
- Providing access to operating executives with industry specific expertise and connections
- Aligning management's interests with ours by providing an opportunity to co-invest and structuring equity incentive plans




CURRENT PORTFOLIO

 Precision Kidd Steel Co., Inc.	Based in Pittsburgh, Precision Kidd Steel is a leading cold-drawn special steel profiles manufacturer serving a variety of end-markets including, hand tools, automotive, oil & gas, dental, bearings, aerospace, etc.
 SinterMet^{LLC}	SinterMet is a worldwide leader in the manufacturing and distribution of tungsten carbide, composite, and powder metallurgy rolls used in the production of steel rod and bar. The Company sells its products across the US, Europe, Asia and Latin America.
 FEDERAL STEEL SUPPLY, INC.	Federal Steel Supply is a leading value-added distributor of industrial tubular products. The Company specializes in providing heavy-wall seamless tubing, piping, fittings and flanges to a variety of end-markets, including oil & gas, power generation, food & beverage, and construction.

* V&A is actively searching for add-on acquisitions for all current portfolio companies

SELECT PRIOR EXPERIENCE

Prior to forming V&A, the firm's principals were officers and/or directors of the following companies, among others:

 Prince Sports, Inc.	Leading designer and manufacturer of tennis racquets and related equipment
 CSAT Solutions	One of the largest computer/hardware repair and reverse logistics companies in the US
 Transcraft Corporation	Largest manufacturer of flatbed truck trailers in the US

PRIMARY CONTACTS

Nicolò Vergani
President & CEO
d: 212.292.3790
m: 646.639.8277
e: nvergani@vandacapital.com

Nirav Amin
Partner
d: 212.292.3797
m: 630.258.8880
e: namin@vandacapital.com

Chuck Mills
Managing Director
d: 212.292.3797
m: 646.512.1191
e: cmills@vandacapital.com