V&A Capital
48 Wall Street, Suite 1100
New York, NY 10005
www.vandacapital.com

V&A Capital is a New York-based family office focused on investing in lower middle market companies operating primarily in manufacturing and distribution.

## INVESTMENT CRITERIA

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

### Size

- Revenue – $10M+
- EBITDA – $1M - $10M
- EV – $5M - $75M
- Add-on – no minimums

### Industries

- Manufacturing & industrials
- Distribution
- Consumer goods & packaging
- Business services

### Attributes

- 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 performance or operational challenges
- Have lower than average gross margins but are trending positively
- Have an element of cyclicality 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:

- Taking a long-term, patient and focused approach in pursuit of growth strategies
- Sourcing, negotiating and executing add-on acquisitions
- Providing financial and operational support by implementing lean processes and productivity improvements, executing growth initiatives and enhancing management's infrastructure

## INVESTMENT PHILOSOPHY

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

- Supporting management's organic growth initiatives
- 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

| | |
|---|---|
| COONEY BROTHERS PIPE VALVES FITTINGS | Cooney Brothers is a leading Philadelphia-based value-added distributor of MRO products and manufacturer of custom assemblies for the fire protection industry. The Company sells its niche products to a diverse customer base operating in the pharmaceutical, food & beverage and OEM end markets, among many others. |
| SinterMet LLC | SinterMet is a worldwide leader in the manufacturing and distribution of tungsten carbide, composite, and powder rolls used in the production of steel rod and bar. The Company sells its products across the US, Europe, Asia and Latin America. |
| LEADAR ROLL | Leadar Roll is a premier manufacturer of industrial rolls used in the production of bar, rod, section and specialty steel. Leadar was acquired by SinterMet and V&A Capital in December 2020. The combined company holds significant market share and boasts revenue, manufacturing and marketing synergies. |

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

## REALIZED INVESTMENTS

| | |
|---|---|
| FEDERAL STEEL SUPPLY | Federal Steel Supply ("FSS") is a leading value-added distributor of industrial pipe products. FSS specializes in providing heavy-wall seamless pipe, fittings and flanges to a variety of end-markets, including food & beverage, oil & gas, power generation, construction and more. |
| Process Piping Materials, Inc. Pipe • Valves • Flanges • Fittings • Steel | Process Piping Materials ("PPM") is a value-added distributor of industrial valves, pipes, fittings and flanges used in a variety of applications.<br>PPM was acquired by FSS and V&A Capital in October 2021 to expand FSS' product portfolio, geographic footprint and to generate significant revenue and cost synergies. |
| PRECISION KIDD STEEL COMPANY | 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. |

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## SELECT PRIOR EXPERIENCE

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

| | |
|---|---|
| prince | 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 | Largest manufacturer of flatbed truck trailers in the US |

## PRIMARY CONTACTS

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