

Value Advisors for the Middle Market

A premier, full-service, value growth and investment banking practice.



Client Profiles

Family-Owned / Privately-Held Companies

- » Ownership seeking an exit from business
- » Passive investors looking for liquidity
- » Ownership seeking institutional growth capital

Corporations

- » Management pursuing inorganic growth
- » Team seeking to divest non-core assets

High-Net Worth Individuals / Family Offices

- » Sell-Side Process
- » Buy-Side Search / Diligence

Industry Expertise



Energy & Utility
Services



Consumer &
Healthcare



Retail &
Wholesale
Distribution



IT &
Technology



Manufacturing



GovCon &
Defense

Size

- » Enterprise value from \$10 million to \$200+ million, EBITDA of \$2+ million

SD Capital is a premier, full-service, value advisory and investment banking practice that assists middle-market companies in creating and maximizing business value. With decades of collective experience and over 100 transactions under our belt, our seasoned team of trusted advisors integrates former owners and operators, seasoned investment bankers and Fortune 100 executives.

Value Advisory

Discovery Workshops

SD Capital's Discovery Workshop provides leaders with insight into strategic, operational and organizational opportunities/challenges through an intensive structured session(s) with our team of former executives and owners, investment bankers and consulting pros. Our feedback delivers actionable value oriented next steps to prepare you for strategic milestones such as acquisitions, new capital or liquidity events.

Value Creation and Remediation

The findings from the discovery workshop are leveraged to mitigate downside risk, as well as create and implement value creation activities. This allows owners to realize significant upside value in their business, whether through a sale, recapitalization, merger, hold/grow, or other strategy.

Investment Banking

Sales, Divestitures, Leveraged Buyouts and Recapitalization

We lead the sales process with critical advisory services that maximize seller value. Understanding our clients' industries and employing a disciplined approach, we execute efficiently, allowing clients to focus on their core businesses.

Acquisition Advisory

Our team has extensive experience and success assisting clients to identify and acquire specific targets, customizing acquisition programs to establish criteria, find and contact candidates, manage due diligence and structure deal terms.

As part of Schneider Downs & Co, Inc., SD Capital also provides clients direct access to an integrated team of tax, wealth management, accounting, due diligence, and valuation professionals.

Representative Manufacturing, Industrial & Business Services Experience

BENCHMARK
RISK GROUP

has been acquired by

Trinity
Consultants

a portfolio company of

OAK HILL CAPITAL

Sell Side Investment Banker

BPI
INC.

has formed a strategic
partnership with



RHI MAGNESITA

Advisor to BPI, Inc.

Gipson
BEARING & SUPPLY CO.

has been acquired by



a portfolio company of

B-C-P Benford Capital Partners

Sell Side Investment Banker

STANDARD
AIR

has been acquired by



Sell Side Investment Banker

DONEGAL
Construction Corp.



have been acquired by



a portfolio company of

WARREN
EQUITY PARTNERS

Sell Side Investment Banker

Representative Energy & Utility Services Experience

JTB John T. Boyd Company

has been acquired by

MANAGEMENT

Sell Side Investment Banker

CWM
ENVIRONMENTAL

has been acquired by



a portfolio company of

Goldman
Sachs

Sell Side Investment Banker

PSC

has been acquired by



a portfolio company of

TRIVE CAPITAL

Sell Side Investment Banker

Klein's
RESTORATION SERVICES INC.

has been acquired by



a portfolio company of

Platinum Equity

Sell Side Investment Banker

KEYSTONE
CONSULTANTS, INC.

has been acquired by



a portfolio company of

OAKTREE

Sell Side Investment Banker

Representative IT & Technology Experience

TITAN
TECHNOLOGIES™

has acquired



Buy Side Investment Banker

VES

has been acquired by



Sell Side Investment Banker ⁽¹⁾

zencos™

has merged with



Sell Side Investment Banker ⁽¹⁾

AINS®

has been acquired by



Sell Side Investment Banker ⁽¹⁾

DM logic

has been acquired by



Sell Side Investment Banker

Representative Consumer & Healthcare Services Experience

ALLEGHENY
CARD SOLUTIONS

has been acquired by



a portfolio company of
Daboosh Investments, LLC

Sell Side Investment Banker

ARMSTRONG
NUTRITION
MANAGEMENT
a Dineco company

has been acquired by



a portfolio company of



Sell Side Investment Banker

HTGSUPPLY
HYDROPONICS & GROW LIGHTS

has been recapitalized by



Sell Side Investment Banker

KANATA
Quality Country Meats

NEED FEET

have been acquired by

UNDISCLOSED
BUYER

Sell Side Investment Banker

Austin's

has been acquired by



a portfolio company of

Centerbridge

Sell Side Investment Banker

Schneider Downs Capital LLC is a subsidiary of Schneider Downs & Co., Inc.

⁽¹⁾ Springer Lawson & Associates, a predecessor firm to SD Capital led by Tom Springer and Stuart Lawson, served as financial advisor

SCHNEIDER DOWNS
SD Capital

This brochure describes certain services of Schneider Downs & Co., Inc. that may be available depending upon the client's particular needs. The specific terms of an engagement letter will govern in determining the services actually to be rendered by Schneider Downs to a particular client.