capstreet

INVESTMENT OVERVIEW
Industrial Services & Products

The CapStreet Group is a lower middle market private equity firm based in Houston, Texas focused on partnering with management teams seeking the next stage of growth. We're thesis-driven investors who identify, research, and become educated in the areas in which we invest, deploying resources quickly with the objective of driving meaningful business transformation through our Capvalue Framework® and team.

Industrial Services and Product Trends

- Reshoring of domestic manufacturing leads to increased demand for maintenance, products, and support services to facilitate domestic production.
- Aging infrastructure requires significant investment, driving the need for modernization, upgrades, and maintenance services across various industries.
- The increasing cost competitiveness of U.S. energy production and manufacturing creates downstream opportunities.
- Technology evolution within industrial businesses creates opportunities for differentiation, as companies seek to adopt cutting-edge technologies to gain a competitive edge.

Why We Invest in Industrial Services

- Provide critical products and services necessary to support U.S. industrial production
- Capstreet's long history and success of investing in this sector
- Long-term & recurring demand drivers
- Opportunity for Capvalue operating team to have significant impact

Capvalue Operating Team

The Capvalue team helps scale businesses by providing what we believe are industry best practices, access to professionals with deep subject matter knowledge, and access to technologies. Led by seasoned executives and practitioners at Capstreet, the team uses a repeatable and scalable formula for growth and value creation that flexes to your business's needs.

Portfolio Company Growth Timeline

Onboarding <6 months

- Define a three-year market and product strategy
- Deploy a scalable go-to-market approach
- Invest in culture and talent
- Invest in systems and infrastructure
- Define M&A roadmap
- Set key performance indicators

Executing 6-24 months

- Drive organic sales growth
- Deliver product roadmap
- Onboard talent
- Implement systems and infrastructure
- Execute M&A roadmap
- Plan, deploy, and iterate

Delivering Outcomes >24 months

- Positioned in large addressable market
- Run by a strong leadership team
- Delivering consistent financial performance
- Supported by a robust technology platform, processes, and systems
- Buoyed by positive customer sentiment



Rick Pleczko
CEO, Operating Executive Group



Cathy Francis
Chief Revenue Officer



Kirk Harrell
Chief Talent Officer



Walker Kahle
Chief Operating Officer



Anja Timmerman
Senior VP, Integration & Program Management



Wayne Washburn
Chief Technology Officer



Jim Turner*
Operating Advisor, Corporate Development

*Operating advisors are not Capstreet employees. They are independent consultants and, as members of the Capvalue® operating team, they commit their time to work within the Capstreet portfolio. They are compensated by portfolio companies and, in certain instances, may be compensated by a fund.

Case Studies

GHX Holdings, LLC[1] (“GHX”) provides fluid sealing, fluid transfer, and other products to the industrial distributions industries.

Capstreet partnered with management to transform GHX from a primarily gasket and hose distributor to a value-added distributor of industrial fluid transfer and sealing solutions.

- Achieved more than 4.8x total revenue growth from 2007 to 2012, organically and via M&A
- Completed and integrated nine strategic acquisitions to expand GHX’s geographic reach and product lines
- Initiated a new marketing and branding program, increasing the company's visibility in the market to attract new potential customers
- Drove GTM strategy focused on selling the full complement of products through all locations
- Augmented top-tier management team with key executive hires, including CEO and senior executives

Colt provides online industrial leak repair solutions to clients operating highly utilized, mission-critical industrial process plants.

Capstreet partnered with management to transform Colt from a leak sealing service provider to a broader leak repair and industrial services provider.

- Achieved 27% revenue growth since 2021, organically
- Significant platform and infrastructure investments, including technology, systems, and people
- Revamped sales and GTM capabilities to drive new customer wins and better serve existing customers
- Expanded geographic reach and added new complementary service offerings by hiring new territory leaders and technicians
- Recruited a top-tier management team, including a CEO, CFO, COO, and VP of Sales

[1]GHX is no longer a portfolio company for Capstreet and exited in 2012.

*These case studies are included for informational purposes and should not be construed as a recommendation of any particular investment. A complete list of Capstreet’s current and prior investments is available upon request. It should not be assumed that investments made by the Fund will be comparable in quality or performance. Capstreet’s investment strategy involves substantial risks and uncertainties including the potential loss of all or a substantial portion of invested capital. There is no guarantee that Capstreet will successfully execute its investment strategy or achieve its investment objective(s). Information included herein relating to market characterization has been determined by Capstreet based on July 2023. Although Capstreet believes that such determinations are reasonable, they are inherently subjective in nature. Other market participants may make different determinations based on the same underlying data.

Where We Invest

Industrial Products & Distribution

- Value-added distribution
- Consumable products
- Manufactured products
- Tools and safety products
- Electrical & mechanical products
- Chemicals & fluids
- Materials

Critical Maintenance

- Industrial services & rental
- Turnaround services
- Critical equipment maintenance
- Testing & inspection

Investment Criteria

- $3 to $15 million of EBITDA
- Preference for majority/control investments
- Sellers reinvest alongside Capstreet
- Ability to apply the Capvalue Framework

Industrial Services Team



Paul DeLisi
Partner



Chas Richard
Principal



Dustin Hollas
Principal, Business Development

capstreet

Ready to discuss a potential partnership?

Please contact Dustin Hollas at dhollas@capstreet.com or visit us at capstreet.com to learn more.