



KEY INVESTMENT CRITERIA

FINANCIAL

- EBITDA: \$2-10 million
- Investment Size: \$5-25 million
- Record of consistent growth and profitability; earnings visibility

NON-FINANCIAL

- Demonstrated market leadership, an established brand or other form of clear differentiation
- Well-positioned to gain market share in its niche
- Headquartered in United States
- Control Transactions

INDUSTRIES OF FOCUS

- Consumer Products
- Consumer Services
- Food & Beverage
- Business Services
- Information Services/ Media
- Security Alarm Monitoring
- Health & Wellness
- Retail/ Restaurant

TOPSPIN PARTNERS

One Station Plaza, Suite 2B
Mamaroneck, NY 10543
Tel: (914) 834-7370
www.topspinpartners.com

TOPSPIN is a private equity fund based on Mamaroneck, New York. We acquire companies with enterprise values between \$15 million and \$75 million across the United States.

With significant operations and business management expertise, we hold firmly to the principle that if a company is managed with the long-term in mind, good things will come to all involved. We serve as trusted advisors to our management teams, assisting with ongoing financial, strategic and operational initiatives.

We invest between \$5 million and \$25 million per transaction.

TRANSACTION STYLE & INVESTMENT PHILOSOPHY

Our investing approach consists of key principles including:

- **Long-Term View with an Operator's Mindset**

Our team is comprised of former operators who believe that the best investment results come through effective ground-level execution, not creative financial engineering or excessive leverage.

- **Disciplined Strategy**

We focus on (i) identifying investment opportunities with two important characteristics – a defensible business model and a differentiated approach to serving an existing market need; (ii) maintaining a highly-disciplined value-oriented approach; (iii) targeting industries in which the principals have extensive experience or know-how; and (iv) backing impressive management teams with track records of success.

- **Sharing the Rewards**

We believe all parties should share in the success of our investments, so we provide our executives with attractive equity incentives and encourage existing team members to rollover existing equity into our transaction.

- **Outside Deal Partners**

We actively seek out and work with executives, independent sponsors, merchant bankers, and other minority deal partners.

Stephen Lebowitz

Managing Partner

slebowitz@topspinpartners.com
(914) 834-7370 x301

Leigh Randall

Managing Partner

lrandall@topspinpartners.com
(914) 834-7370 x302

Stephen Parks

Principal

sparks@topspinpartners.com
(914) 834-7370 x303

Ojas Vahia

Principal

ovahia@topspinpartners.com
(914) 834-7370 x304

Burke Hall

Associate

bhall@topspinpartners.com
(914) 934-7370 x305



REPRESENTATIVE INVESTMENTS

CURRENT PORTFOLIO COMPANIES



GHS INTERACTIVE SECURITY. GHS is a security alarm monitoring company that operates in select regions across the Western and Southern United States. (Acquired: 2013; www.ghssecurity.com)



HCOA FITNESS. HCOA is the largest operator of fitness clubs and personal training services in Puerto Rico, with a complete array of strength and cardio equipment, and group exercise and cycling classes. (Acquired: 2013; www.hcoafitness.com)



JD BEAUTY. JD Beauty is a leading designer and marketer of branded, professional-quality brushes, including the fastest-growing hair brush brand in consumer retail, the “Wet Brush”. (Acquired: 2015; www.jdbeauty.com)



PLAYMONSTER. PlayMonster is a family entertainment company that designs, manufactures, distributes, and markets games, puzzles, toys, creative activities, and teaching tools. (Acquired: 2014; www.playmonster.com)



POLDER PRODUCTS. Polder Products is a designer and manufacturer of branded housewares, and produces innovative products across the kitchen storage and prep, home organization, and laundry categories. (Acquired: 2016; www.polder.com)



TEXAS FAMILY FITNESS. Texas Family Fitness is an operator of high-amenity high-value health and fitness clubs in the Dallas, Texas suburban area. (Acquired: 2016; www.texasfamilyfitness.com)



TWO-TWENTY RECORDS MANAGEMENT. Two-Twenty is a regional leader in the records information management industry, delivering Smart Storage Solutions™ to customers across numerous industries. (Acquired: 2010; www.2-20rm.com)

SELECTED PREVIOUS PORTFOLIO COMPANIES



HART SYSTEMS. Hart Systems is a provider of inventory counting equipment, systems and services to retailers. We managed the business through its growth to ultimately become the leading global provider of such services, and thereafter exited the investment in 2013 to a large, publicly-traded company.



STAGNITO. Stagnito is a business information services company providing the grocery and convenience store industries with leading print, digital, research and event offerings. (Acquired: 2011; www.stagnitomedia.com)



UTRECHT MANUFACTURING COMPANY. Utrecht is a specialty retailer of fine arts supplies via its nationwide stores, established Internet presence, widely-distributed catalog and own proprietary line of branded paint products. Under Topspin, Utrecht grew substantially and was eventually acquired by another industry leader in 2013.

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*Please note that these featured investments are not intended to highlight the success (or lack thereof) of the companies in Topspin's portfolio. Investment results should not be extrapolated from any single investment. This information is not intended as and does not constitute an offer or the solicitation of an offer for the purchase and sale of securities.