



Lakelet Capital

From Legacy to Longevity

Investment Criteria

Description: Lakelet Capital is a Buffalo-based private equity firm seeking to partner with business owners exploring a growth investment or transition / succession plan for their business.

Financial: Up to \$100MM Annual Revenue
Greater than \$1MM Annual EBITDA

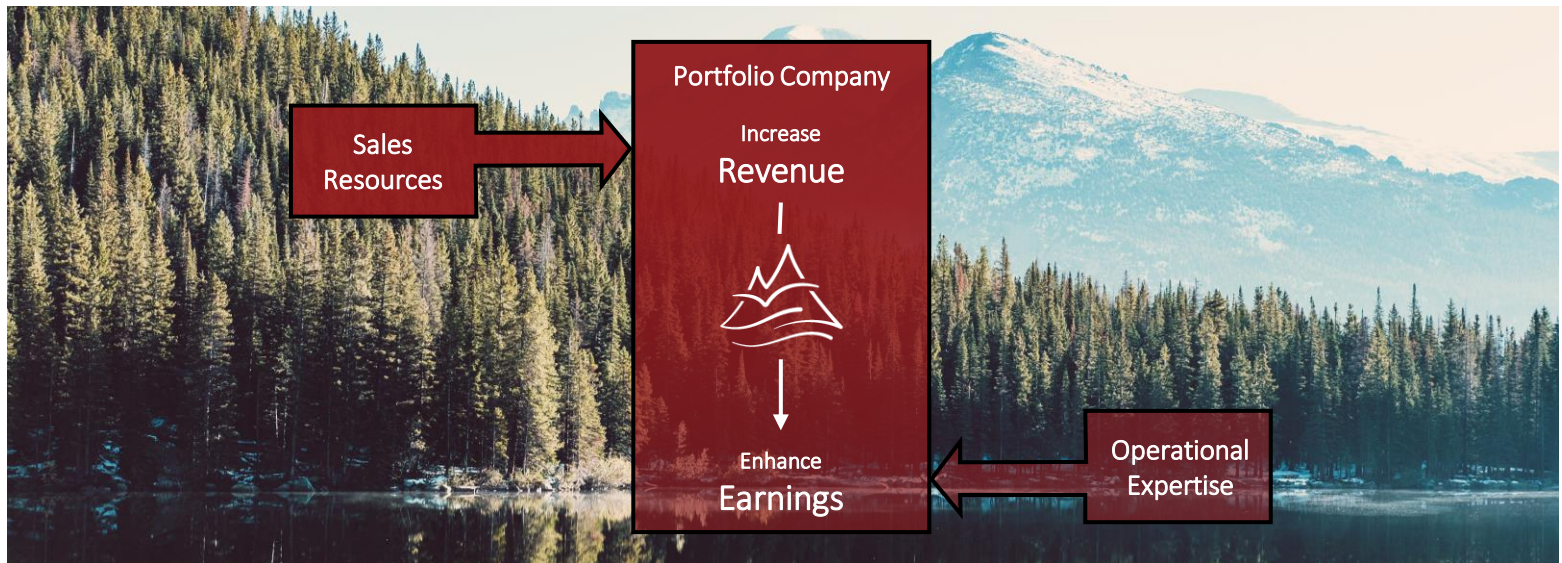
Geography: Based in the U.S. and Canada

Transaction Types

- ✓ Buyouts
- ✓ Family and Ownership Transition
- ✓ Growth Investments
- ✓ Recapitalizations
- ✓ Management Buyouts
- ✓ Select Minority Investments

A Proactive Approach to Private Equity

Our unique, differentiated value-add model provides best-in-class resources to our portfolio along with readily available access to capital from our committed investor group. Lakelet partners with industry-leading sales resources and operational experts to increase revenue, enhance earnings, and drive true value creation for all stakeholders in our portfolio.



Representative Sectors

Communications

- Omni-channel Solutions
- Digital Variable Printing
- Commercial Billing
- Direct Mail
- Data Management

Business Services

- Professional Services
- Outsourced Sales
- Human Resources
- Payroll Services
- Customer Services

Precision Instruments

- Analytical Instrumentation
- Test and Measurement
- Niche Manufacturing
- Laboratory Services
- Additive Parts

Logistics

- Freight Brokerage
- Shipping and Distribution
- Storage and Transport
- Fulfillment and Packaging
- Trucking

Representative Investments

Portfolio Companies	Sector / Business	Use of Capital	
 MATRIX ACTIVE INVESTMENT	Customer Experience Management Omni-channel communications provider including email, text, and print solutions used for billing, marketing, and promotional material. <i>Seeking add-on acquisitions</i>	Buyout and growth financing	
 PRO ACTIVE INVESTMENT	Asset-Light Freight & Logistics Third-party logistics with expertise in refrigerated and dry loads with additional solutions in less-than-truckload and cross-border, focused on the continental U.S. <i>Seeking add-on acquisitions</i>	Management-led buyout and growth financing	
 GenTech[®] SCIENTIFIC ACTIVE INVESTMENT	Analytical Instrumentation Refurbisher and servicer of laboratory instruments including mass spectrometers, gas chromatography instruments, and high-powered liquid chromatography instruments. <i>Seeking add-on acquisitions</i>	Buyout and growth financing	
 APISWISE AUTOMATION INTELLIGENCE ACTIVE INVESTMENT	Integrated Inventory and Warehouse Software Developer of integrated inventory control, pallet labeling, track and trace, and automation software and technology solutions for manufacturers and warehouses. <i>Seeking add-on acquisitions</i>	Buyout and recapitalization	
 RPM PAYROLL ACTIVE INVESTMENT	Human Resource Services Regional provider of payroll processing and human capital management solutions to small and mid-sized companies. <i>Seeking add-on acquisitions</i>	Growth financing	
 RPM SALES CO ACTIVE INVESTMENT	Outsourced Sales and Marketing Solutions Outsourced sales and lead generation helping companies increase their revenue, enhance sales leadership, and improve process systems and performance. <i>Seeking add-on acquisitions</i>	Growth financing	
 Lakelet Strategy	Strategic and Operational Consultants Best-in-class consultants focused on financial, operational, and strategic diligence, valuations, technology enhancements, Six Sigma, and bottom-line synergies.	Growth financing	
 Elevate Real Estate	Real Estate Acquisitions Commercial real estate acquisitions and development, focusing on commercial and multi-family sectors. <i>Seeking add-on acquisitions</i>	Growth financing	



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Investment Professionals

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Portfolio Performance Team

- Phil Mule**, Chief Revenue Officer
- Brittany Mazurkiewicz**, Director of Talent & Development
- Bonnie Data**, Business Solutions Manager
- Darrell Porter**, Digital Marketing Specialist