



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

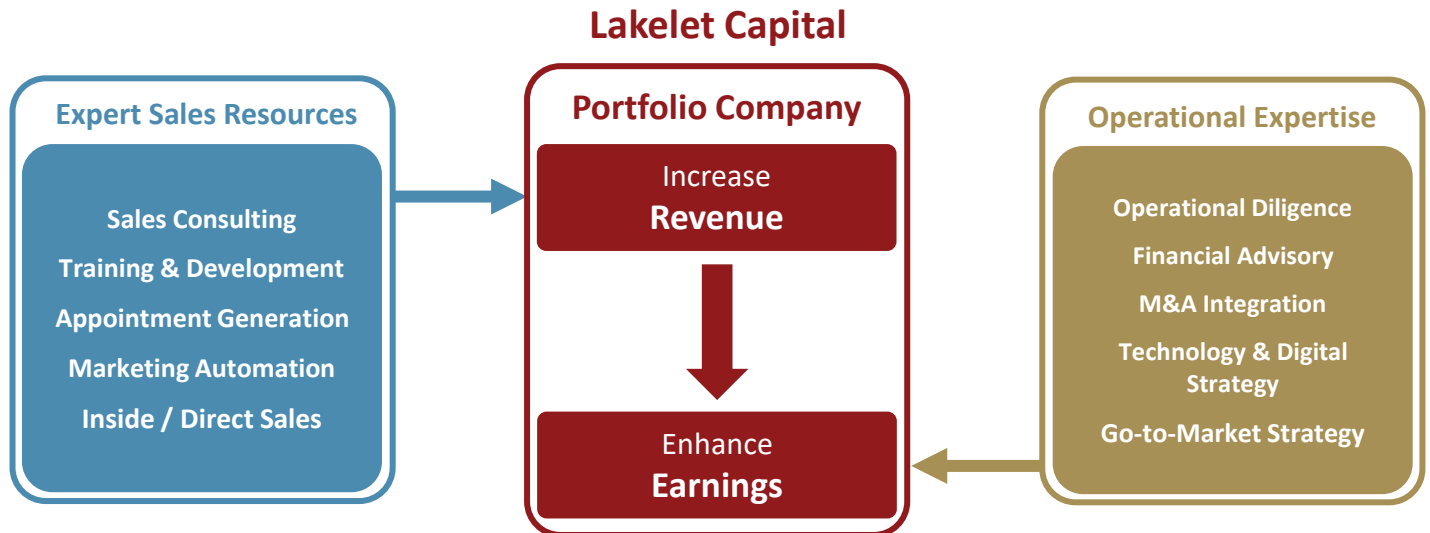
Geography: Based in the U.S. and Canada

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

Manufacturing

- Branded Products
- Highly Engineered Mfg.
- Test & Measurement
- Additive Mfg. (3D)
- Robotics & Automation

Logistics & Distribution

- Value-Added Distributors
- Storage & Transportation
- Fulfillment & Packaging
- Freight Brokerage
- Asset-Based Logistics

Business Services

- Outsourced Services
- Education & Training
- Marketing Communication
- Payroll & HR Benefits
- Professional Services

Software & Technology

- Supply Chain Optimization
- Bus. Process Outsourcing
- Data Analytics
- Internet of Things
- Enterprise Software

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 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 |  |
|  revlet 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 ACTIVE INVESTMENT | Strategic and Operational Consultants Best-in-class consultants focused on financial, operational, and strategic diligence, valuations, technology enhancements, Six Sigma, and bottom-line synergies. <i>Seeking add-on acquisitions</i> | Buyout and growth financing |  |
|  Elevate Real Estate ACTIVE INVESTMENT | Real Estate Acquisitions Commercial real estate acquisitions and development, focusing on commercial and multi-family sectors. <i>Seeking real estate acquisitions</i> | Growth financing |  |



Lakelet Capital
 From Legacy to Longevity

Investment Professionals

Randy Bianchi, Managing Partner
 716.863.9971 | rbianchi@lakeletcapital.com
 John Koepfel, Managing Partner & Counsel
 716.435.0813 | jkoepfel@lippines.com
 Tyler Van Schoonhoven, Vice President
 716.525.2364 | tyler@lakeletcapital.com

Portfolio Performance Team

Phil Mule, Chief Revenue Officer
 Jennifer Williams, Director of HR
 Bonnie Data, Business Solutions Manager
 Darrell Porter, Digital Marketing Specialist
 Cathy LoDico, Administration