



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: Headquartered in U.S. or 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.



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Lakelet Strategy



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

Technology

- Supply Chain Optimization
- Bus. Process Outsourcing
- Data Analytics
- Internet of Things
- Technology Solution Companies

Representative Investments

Portfolio Companies	Sector / Business	Use of Capital	
 <p>ACTIVE INVESTMENT</p>	<p>Water Filtration & Controls</p> <p>Diversified manufacturer and engineering designer of products for filtration, separation, aeration, mixing systems, treatment, and process monitoring.</p> <p><i>Seeking add-on acquisitions</i></p>	<p>Buyout and growth financing</p>	
 <p>ACTIVE INVESTMENT</p>	<p>Customer Experience Management (CXM)</p> <p>Omni-channel communications provider including email, text, and print solutions used for billing, marketing, and promotional material.</p> <p><i>Seeking add-on acquisitions</i></p>	<p>Buyout and growth financing</p>	
 <p>ACTIVE INVESTMENT</p>	<p>Analytical Instrumentation</p> <p>Refurbisher and servicer of laboratory instruments including mass spectrometers, gas chromatography instruments, and high-powered liquid chromatography instruments.</p> <p><i>Seeking add-on acquisitions</i></p>	<p>Buyout and growth financing</p>	
 <p>ACTIVE INVESTMENT</p>	<p>Asset-Light Freight & Logistics</p> <p>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.</p> <p><i>Seeking add-on acquisitions</i></p>	<p>Management-led buyout and growth financing</p>	
 <p>ACTIVE INVESTMENT</p>	<p>Payroll & Human Resource Management Services</p> <p>Regional provider of payroll processing and human capital management solutions to small and mid-sized companies.</p> <p><i>Seeking add-on acquisitions</i></p>	<p>Growth financing</p>	
 <p>ACTIVE INVESTMENT</p>	<p>Integrated Packaging & Warehouse Software</p> <p>Developer of integrated inventory control, pallet labeling, track and trace, and automation software and technology solutions for manufacturers and warehouses.</p> <p><i>Seeking add-on acquisitions</i></p>	<p>Buyout and recapitalization</p>	
 <p>ACTIVE INVESTMENT</p>	<p>Commercial Pool Filtration Products & Services</p> <p>Global leader in the design and development of commercial pool filtration systems and a major supplier of commercial sand filter systems, fiberglass pool and industrial pump strainers, and custom fabrications.</p> <p><i>Seeking add-on acquisitions</i></p>	<p>Buyout and growth financing</p>	
 <p>ACTIVE INVESTMENT</p>	<p>Outsourced Sales & Marketing Solutions</p> <p>Outsourced sales and lead generation helping companies increase their revenue, enhance sales leadership, and improve process systems and performance.</p> <p><i>Seeking add-on acquisitions</i></p>	<p>Growth financing</p>	



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