IBC FUNDS

Experienced Team
Proven Track Record
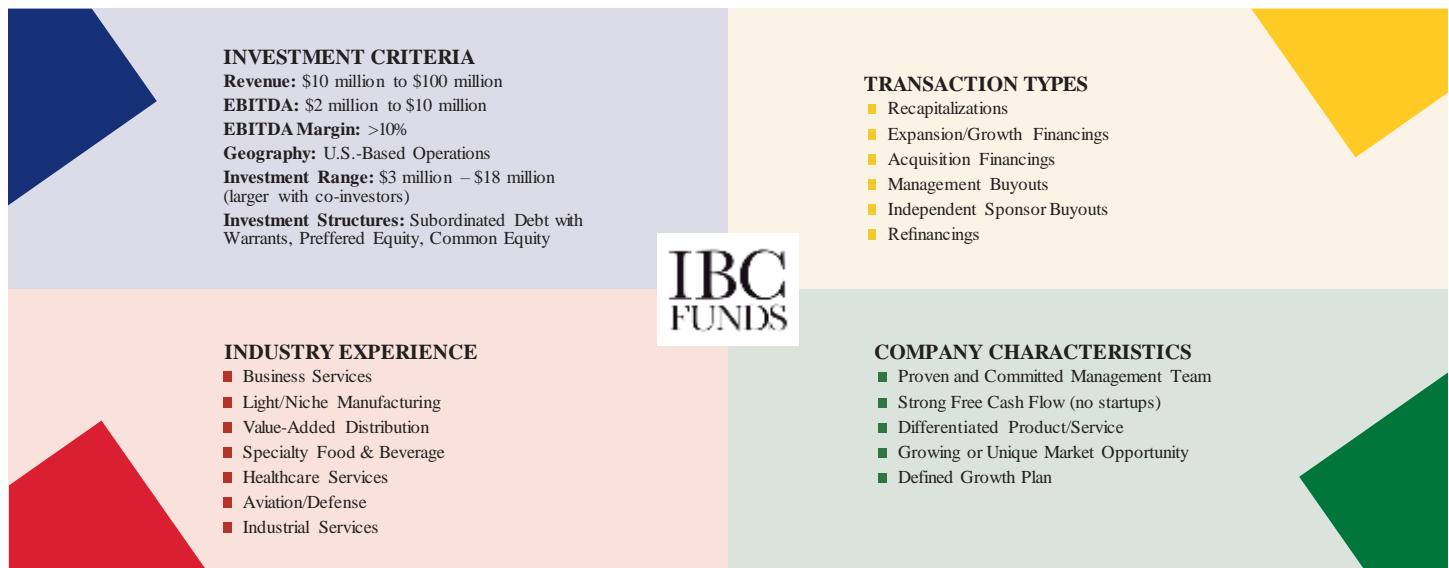## Flexible Capital Solutions

WHO WE ARE

IBC Funds, with offices in Dallas and Little Rock, is a private investment firm engaged in providing junior capital solutions to established lower middle market companies throughout the United States.

Typically providing a combination of subordinated debt & equity financing, IBC Funds participates in growth/expansion financings, buyouts/change of controls, recapitalizations & refinancings.

IBC Funds is a value-added partner to management teams pursuing extraordinary growth opportunities, and to funds, sponsors & stakeholders seeking an active and experienced partner.

IBC's investment team has over 150 years of lower middle market experience, and has invested in over 120 companies throughout varying economic cycles, utilizing a combination of tailored and flexible capital solutions.

INVESTMENT CRITERIA
Revenue: $10 million to $100 million
EBITDA: $2 million to $10 million
EBITDA Margin: >10%
Geography: U.S.-Based Operations
Investment Range: $3 million – $18 million (larger with co-investors)
Investment Structures: Subordinated Debt with Warrants, Preffered Equity, Common Equity

TRANSACTION TYPES
- Recapitalizations
- Expansion/Growth Financings
- Acquisition Financings
- Management Buyouts
- Independent Sponsor Buyouts
- Refinancings

INDUSTRY EXPERIENCE
- Business Services
- Light/Niche Manufacturing
- Value-Added Distribution
- Specialty Food & Beverage
- Healthcare Services
- Aviation/Defense
- Industrial Services

COMPANY CHARACTERISTICS
- Proven and Committed Management Team
- Strong Free Cash Flow (no startups)
- Differentiated Product/Service
- Growing or Unique Market Opportunity
- Defined Growth Plan

EXPERIENCE
Over 150 years combined
7 Investment Professionals
2 Locations
(Dallas & Little Rock)

TRACK RECORD
Over 120 portfolio companies
Over $500M capital invested
25+ years managing
SBIC funds

FLEXIBLE SOLUTIONS
Subordinated Debt
Warrants/Equity Features
Preferred Equity
Common Equity

BARRY CONRAD
bconrad@ibcfund.com
214-722-6201

LARRY CARTER
lcarter@ibcfund.com
501-374-9247

BILL MILTENBERGER
bmiltenberger@ibcfund.com
214-722-6204

MEG TAYLOR
mtaylor@ibcfund.com
214-722-6203

TYLER BOZYNSKI
tbozynski@ibcfund.com
501-374-9247

JOHN DYAR
jdyar@ibcfund.com
214-722-6208

JACOB BAILET
jbailet@ibcfund.com
214-722-6205

Select Portfolio Companies

Vortex Racing is a leading manufacturer, assembler, importer and distributor of branded aftermarket parts and components for both street motorcycles and dirt motorcycles.

Global Behavior Education Alliance, Inc. is a small but growing provider of Applied Behavioral Analysis therapy services, which treats Autism Spectrum Disorder.

Innvoke is a diversified provider of commercial printing solutions primarily for the educational, retail, promotional, health care and finance end markets.

Kupferle is a manufacturer of water hydrants, sampling stations, monitoring and flushing solutions used primarily by municipalities to manage clean water systems.

2000 Products is the leading manufacturer and supplier of foundation repair products in Texas, with six retail locations, and is a one-stop shop for all materials and equipment needed in the foundation repair process.

SmartLab is a rapidly growing tech-enabled education company that designs and delivers turnkey project-based learning environments with a STEM focus.

Alberth Aviation, LTD is a supplier of consumable & rotable aircraft parts for private & business fixed-wing aircraft, as well as a manufacturer of ground support equipment and select GSE tooling for corporate flight departments, fixed base operators, the military, and aviation schools worldwide.

C&C Sage, Inc. is the largest privately owned countertop fabricator in Central Texas.

Yebo Group is a specialty packaging converter that provides wide-ranging solutions for the graphic packaging needs of customers in markets such as specialty retail, cosmetics, medical, promotional, agriculture and food service.

GPT Industries is a leading manufacturer of critical pipeline sealing and electrical isolation products.

Chibuzo specializes in new wood pallets and crating, providing high quality products and value-added services.

Central States Bus Sales, Inc is a multi-state dealer of new and used school buses sold primarily to a network of institutional and commercial customers, including school districts, municipalities, and transit providers.

Ziamatic Holdings, LLC
Assembles and manufactures branded products serving the fire & life safety, emergency medical services, and marine end markets.

ProSet, LLC is the leading set services provider for Permanent Modular Construction. The company serves as a specialty sub-contractor between the manufacturer and the general contractor by staging and installing pre-manufactured modular builds in their permanent positions.