



# BLACK CANYON CAPITAL

## OVERVIEW

Black Canyon is a Los Angeles based private capital firm focused on fulfilling the capital requirements needed by sponsors and companies in the middle market. These investments often involve complex situations characterized by financial, capital or situational stress. Black Canyon's investment strategy combines the disciplines of private equity, credit and special situation investing. Our investments to date range from control private equity to structured senior secured debt. We seek situational investments where traditional sources of capital are unavailable and creative solutions are required. Our investments range between \$25mm and \$75mm; however, we have access to additional capital allowing us to consider larger situations. The founders and principals have over 80 years combined experience in the areas of private equity, credit investing, restructuring and investment banking.

## INVESTMENT CRITERIA

Minimum \$5m EBITDA

\$25m-\$75m Typical Investment Size

Diverse Customer Base

Growth Opportunities

Barriers to Entry

Defensible Business Model

Sustainable and Competitive Margins

Incentivized Management Team

## TRANSACTION TYPES

Special Situations

Leveraged / Management Buyouts

Consolidations / Acquisition Financings

Growth Financing

Recapitalizations / Refinancings

Ownership Transitions

## INDUSTRY PREFERENCES

Business Services

Consumer

Health Care

Industrial Products and Services

Media & Entertainment

Niche Manufacturing

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\* Please contact Desmond Henry regarding potential investment opportunities

# SELECTED PORTFOLIO COMPANIES




## CONTROL BUYOUTS

|  |   |                           |
|--|---|---------------------------|
|   | Leading dental practice management company in the Dallas-Ft. Worth metroplex targeting the Hispanic community                               | Common Equity             |
|   | Supplier of test, measurement and calibration equipment used in the production of frequency control devices                                 | Common Equity             |
|   | Diversified supplier of test and measurement equipment including leak testing, flow measurement and assembly & test instruments and systems | Common Equity<br>Sub Debt |
|   | Roadhouse-themed steak house chain with ~200 units located primarily in the Southeast, Midwest and Texas *                                  | Common Equity             |
|   | Manufacturer of performance power boats targeting the wake board and waterski market  | Common Equity             |
|   | Next generation low-fare domestic airline bearing the renowned Virgin brand *   | Structured Equity         |
|  | Cluster of FM radio stations located in the Flagstaff-Prescott, Arizona market  | Common Equity             |

## MEZZANINE DEBT AND MINORITY EQUITY

|   |  |                               |
|---|--|-------------------------------|
|  | Provider of outsourced marketing management and logistics solutions, including the warehousing and distribution of promotional and marketing materials   | Common Equity<br>Sub Debt     |
|  | Provider of content, advertising sales and digital services to the media industry through subsidiaries Triton Digital and Triton Radio Networks. TRN is the largest independent network radio operator in the U.S. | Common Equity<br>Sub Debt     |
|  | Manufacturer of electronic and electromechanical connectors and components including jacks, panels, switches, plugs and cable assemblies   | Structured Equity<br>Sub Debt |

## DEBT

|   |   |                 |
|---|---|-----------------|
|  | Supplier of packaged salads and fresh-cut produce to retail and food service customers nationwide * | Sub Debt        |
|  | Multi-channel retailer of women's, men's and children's apparel and accessories *                   | Structured Debt |
|  | Third largest producer of fresh beef and pork in the U.S. *   | Sub Debt        |