Transformational Growth



\$2 - \$20M of EBITDA Platforms Add-ons – any size US and Canada based companies Deal Criteria: Seeking Platforms & Add-Ons B2B services Non-Discretionary Consumer Services Supply Chain, T&L, and Infrastructure Services institutional sellers Majority control investments

US and Canada based companies		Opportunity for transformational organic and acquisitive growth		Majority control investments
Target Verticals in E Business-to- Business Services			Non-Discretionary Consumer Services	Supply Chain, T&L, and Infrastructure Services
VERTICALS	Facility Services Professional Services Industrial Services Mission-critical services and technology for corporate and government customers benefiting from outsourcing and regulation Fire, Life, and Safety Plumbing and HVAC Environmental Services Inspection / Maintenance Consulting/SME, BPO, and Professional Staffing Tech Enabled Services (e.g., Legal, Engineering)		Home Services Automotive Aftermarket	Transportation and Logistics Infrastructure Services Specialty Distribution
THESIS			B2C home and auto services, which benefit from noncyclical demand of aging stock and growing need for DIFM	Growing supply chain complexity from e-commerce; investments in infrastructure required from deferred investment and macro tailwinds
EXAMPLE MARKETS			 Lawn Care Pest & Wildlife Control Roofing Collision Repair & Lube HVAC / Plumbing / Electrical Auto Services Door & Window Foundation & Crawlspace 	 Managed Logistics / 3PL Time Critical / Time Definite Warehousing Fulfillment Hazardous Materials Transportation Asphalt Paving, Road Striping Wastewater / Sewer Services Agricultural Services

Agellus partners with management teams in essential, non-discretionary services businesses in the US and Canada. We target companies between \$2 million to \$20 million of EBITDA in large, fragmented markets in which numerous add-on acquisition opportunities exist. Having completed over 170 acquisitions over their 28+ year combined careers, our senior investment professionals bring a wealth of experience to Agellus. We aim to be the partner of choice in the middle market for our portfolio companies, our people, and our investors.

Team / Contact

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Opportunity Set in Essential, Non-Discretionary Services Agellus focuses on buy-and-build opportunities within the fragmented end markets of the essential, non-discretionary services middle-market Essential, non-discretionary services are Large fragmented addressable markets characterized by recession-resistance, stable Agellus possess long runways for continuation of margins and long-term, secular macro-drivers Thesis add-on thesis Benefits of Agellus' Buy-and-Build Strategy ADD-ON SCALE & OPERATIONAL ABILITY TO START ACQUISITIONS SOPHISTICATION LEADS SMALL DRIVES VALUE CREATION ACCELERATE GROWTH TO OUTPERFORMANCE UPSIDE Capital efficient strategy by Economies of scale create Thesis-first strategy utilizing debt financing and synergies and sustained leads to proactive alignment via seller roll platform building margin expansion Efficient and cost-sensitive Flexibility to enter a Strategy centers around high-velocity market without a platform and attractive integration drives value and M&A to quickly scale platform companies often leads to premium at exit entry valuation Pre-identified executive Fragmented sub-sectors are Acquiring geographies and ripe with M&A opportunities talent allows for efficient customer bases unlocks and motivated sellers cross-selling opportunities plan execution Agellus seeks to build platforms with strategic value and multi-inning investment horizons for the next series of investors

Our Mission

To be the partner of choice in the middle market with our companies, our people, and our investors

Integrity Agility Dedication Cohesion