



**BROWN**   
**BROTHERS**  
**HARRIMAN**

## BBH Capital Partners

BBH Capital Partners (BBHCP) provides highly customized capital solutions to lower middle-market companies. Our flexible investment mandate gives us the ability to act as a control or non-control investor and to structure our investments as a combination of equity and subordinated debt securities as needed. We are currently investing through our sixth fund, which has committed capital of \$1.215 billion.

### Investment Focus

- Investment size: \$40 million to \$150 million (substantially larger investments with co-investments and limited partners)
- Enterprise value: Up to \$750 million
- Industry focus: healthcare; technology, media and telecommunications; business products and services

### Deal Types

BBHCP provides capital to facilitate the following deal types:

- Management or leveraged buyouts
- Growth equity
- Minority or majority recapitalizations (including dividend recaps)
- Ownership transitions and generational transfers
- Buy-and-build strategies
- Acquisitions or industry consolidations

### Transaction Types

#### Control Transactions

BBHCP is the majority owner of a business.

- Typical structures include an equity capital solution with the flexibility to also provide a subordinated debt investment by BBHCP.

#### Minority/Non-Control Transactions

BBHCP can act as the lone institutional investor with a minority stake in an owner-operated business or as a significant minority investor in a business partnering with other like-minded institutional investors seeking to bring on a later stage financial partner to provide growth capital or liquidity to existing stockholders or a combination of the two.

- BBHCP works with a family-owned or owner-managed business that is looking for a capital partner but is not willing to sell a controlling stake. Our capital is typically deployed when a business is acquiring another business, investing in a strategic growth initiative, solving family liquidity issues, facilitating generational ownership transitions or a combination of these events.
- BBHCP provides capital to a venture capital-backed business that is looking for a later stage partner. A typical investment includes primary growth capital, liquidity for any shareholders that are looking for an exit at a market-based valuation or frequently a combination of primary and secondary capital.

## Benefits of BBHCP as a Partner

### The BBH Advantage

BBHCP utilizes the extensive global network of BBH to provide its portfolio companies with a wide array of benefits, including access to new customer/vendor relationships, introductions to potential acquisition targets and assistance with implementing improved information systems.

### Flexible Mandate

The flexibility of our investment mandate is a key differentiator for management teams and co-investors. We evaluate both control and non-control transactions and can invest in a range of securities, including equity, subordinated debt or some combination of the two. Unlike many other funds, there is no set formula for the equity/debt split, which gives us the ability to customize a capital structure that we believe is appropriate for each investment.

## Selected Portfolio Companies



**Wolter, Inc.** is a regional dealer and servicer of mission-critical new and used material handling and industrial productivity equipment.



An outsourced supply chain provider to the coffee and tea industries.



An HVAC and plumbing services platform focused on consolidating the Southeastern U.S. market.



**Center Phase Energy/Imperium Utility Services** is an outsourced utility services business focused on emergency storm response and electric grid repair and maintenance.



**Quest Technology Management** is an outsourced IT service provider focusing on cybersecurity, disaster recovery, cloud infrastructure, and unified communications.



**Synex Corp.** is an independent retail insurance brokerage focused on consolidating the Canadian brokerage market.



A maritime services company providing marine transportation and logistics services focused on U.S. ports and coastal waters.



**The Granite Group** distributes plumbing, heating, cooling, water, and propane supplies to residential and commercial contractors across New England through 47 wholesale branches and online.



**GIFTED Healthcare** is one of the largest independent nurse staffing companies in the U.S.



**DynaGrid Construction Group, LLC** is a provider of sub-grade and sitework services for electric utility infrastructure.



**American Spraytech** is a full service manufacturer, formulator, and filler of aerosol and bag-on-valve spray products, primarily for the personal care cosmetic, and medical OTC drug industries.



**Clever Devices** is a leading provider of hardware and software solutions for public mass transit authorities.



**Sunstar Insurance Group** is an independent retail insurance brokerage business.



**Westrock Coffee Holdings** is an integrated coffee, tea, and extract company that provides coffee sourcing and financing, supply chain management, roasting, packaging, and distribution services.



**Utility Pipeline, Ltd.** is a provider of natural gas distribution and related services serving residential, commercial, industrial, and government customers.



**Haven Behavioral Healthcare, Inc.** is a behavioral healthcare company with a network of specialty hospitals focused primarily on the inpatient stabilization and treatment of adult and geriatric patients.



**PrimeRevenue, Inc.** is a provider of cloud-based financial supply chain solutions to large multinational organizations to optimize cash flows.

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## Exited Companies



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