



# GenNx360 Capital Partners Fund Overview

This document is confidential and has been prepared for informational purposes only. This document is not to be construed as a recommendation, an offer to sell or a solicitation of an offer to buy or sell any securities. Any dissemination, distribution or reproduction of this document is strictly prohibited without the written consent of GenNx360 Capital Partners. The information herein is obtained from sources deemed reliable, but its accuracy and completeness cannot be guaranteed, and is subject to change without notice.

## Fund Focus and Strategy

- GenNx360 Capital Partners (“GenNx360 Capital”) is a private equity, buy-out fund focused on investing in “business-to-business” industrial and manufacturing assets.
- Fund I has a capitalization of \$600MM
- The Fund will target “middle market” companies with \$75 million to \$500 million in revenue, while looking to invest \$25 - \$100 million in each portfolio company.
- GenNx360 has tremendous experience in operating portfolio companies in targeted industries. The General Partners and Principals, collectively, have over 100 years of global, portfolio operating experience.
- GenNx360 generates attractive returns by improving the operating performance of portfolio companies rather than relying solely on financial engineering. Our acquisitions require lower financial leverage than most other sponsors.

## Operational Advantage

- Our experienced team is able to substantially expand the operating performance of portfolio companies through operational leadership, not simply financial engineering.
- GenNx360 sources, evaluates, and manages its portfolio through its *SFR* business model.
- *SFR (Self Funded Reinvestment)* is our unique, management operating process that leverages cost efficiencies and productivity gains which are subsequently redeployed into initiatives that drive growth.
- *SFR*, when implemented correctly, delivers both continuous and significant EBITDA expansion faster than traditional operational approaches.
- Our operational expertise provides a competitive advantage – allowing us to acquire underperforming companies that lack internal infrastructure and processes.

## Target Industries

- Industrial Water Treatment Equipment & Services
- Specialty Chemicals & Engineered Materials
- Industrial Automation & Control Systems/Components
- Business Services
  - Industrial & Business Processes; Logistics
- Industrial Machinery & Equipment Components
- Industrial Security Services
- Global Transportation Component Parts & Services
  - Aerospace, Auto & Rail

## Investment Criteria

- “Business to Business” Companies
- Proven/Sustainable Business Model
- Middle Market:
  - \$75 million - \$500 million in revenue
  - \$10 million - \$40 million in EBITDA
- Potential to expand service platforms
- “Sweet Spots” are opportunities that represent:
  - Historical Underperformance
  - Corporate Divestiture of “Trapped Assets”
  - Consolidation of Fragmented Markets

## Team – Managing Partners

### Lloyd Trotter

- Successful 36 year corporate career at GE, Vice Chairman, GE and President & CEO of GE Industrial (\$33B sales)
- 14 years experience in operating global business, President and CEO, Consumer and Industrial (\$14B sales, 65K people)
- Extensive global manufacturing operations experience, Vice President of Manufacturing Operations
- Technology, marketing and sales experience in global environment; Multiple business turnaround successes
- Extensive M&A and disposition of business experience
- GE Chairman’s Awards 2003, 2004, 2005, *Best Cash Flow Growth, Best Simplification/Productivity and Best Operations Performance of the Year*, respectively
- Education
- B.S. Business, Cleveland State University

### Arthur Harper

- Successful 27 year corporate career DuPont/GE; 21 years at GE; SVP, President & CEO GE Equipment Services (\$7B); GE Capital board member
- Business turn around specialist; Extensive global experience, expatriate P&L assignments in China and Europe
- Sales, marketing, manufacturing, product management experience
- Board Member, Board of Directors, Gannett Company, Inc. & Monsanto Company
- 2004 – GE Chairman’s “Turn Around of the Year” Award

### Education

- B.S. Chemical Engineering, Stevens Institute of Technology

## Team – Managing Partners

### Ron Blaylock

- Founder, Chairman and CEO of Blaylock & Company, a full service investment banking firm – 1993-2007.
- Blaylock & Company consistently ranked as one of the top minority investment banking firms in the U.S. The Firm distinguished itself by underwriting over \$150 billion of debt/equity securities (2005).

### Education

- B.S. Finance, Georgetown University
- MBA Finance, New York University, Stern School of Business

### James Shepard

- 27 year GE career; VP and Corporate Officer; President & CEO GE Sensing (\$450MM)
- Multiple, Global P&L, General Business Management assignments - \$100M to \$1.5B
- Healthcare, Commercial, Industrial and Aerospace & Defense industry leadership
- Business growth specialist through acquisition, geographic and technology expansion

### Education

- Board of Directors Development Program, Kellogg School of Business
- M.S. Systems Engineering, University of Pennsylvania
- B.S. Electrical Engineering & Computer Science, Princeton University

## Team – Managing Partners

### Drew Shea

- Over 20 years of experience in the middle market both as an investor and an M&A advisor, at Allied Capital, Merrill Lynch, and Bear Stearns.
- 3 years at Allied Capital Corporation as a Managing Partner, responsible for sourcing, structuring and overseeing equity and debt investments on behalf of Allied's multi-billion dollar investment portfolio.
- Successfully invested over \$1.0 billion in a diverse group of middle market businesses.

### Education

- Law degree, Georgetown University
- BA in History , Georgetown University

### Monty Yort

- Middle market private equity investor since 1993 at Aurora Capital and Schroder Ventures US.
- Responsible for sourcing, structuring and executing investment opportunities, and worked closely with management monitoring existing portfolio companies.
- Completed over 30 middle market acquisitions totaling approximately \$1.5 billion.
- Seven years investment banking experience at Morgan Stanley and Salomon Brothers.

### Education

- MBA , UCLA Anderson School of Management
- BA, University of California, Los Angeles

# Team

## Charles Castine – Operating Partner

- Over 30 years of successful corporate experience, 25 with GE achieving progressive levels of sales and operating responsibility culminating in promotion to Vice-President and GE Corporate Officer
- As President, led a \$400 million unregulated utility affiliate through a refocused strategy taking a diverse set of energy services and environmental engineering businesses back to profitability.
- Proven track record in strategic selling as well as assessing business competitive strategy, realigning operational initiatives to market realities, restructuring operations, and driving operating metrics that deliver revenue growth, operating cost productivity, cycle time improvement, and quality.
- Industry expertise includes utilities, heavy industrial equipment, engineering and construction services, service operations and consumer major appliances.

## Education

- BS, Mechanical Engineering, Texas A&M University

# Team

## Matthew Guenther - Principal

- 15 + years of investment/business experience
- 10 + years in private equity/venture capital industry making direct investments
- Sourced, identified and evaluated investment opportunities in a broad range of industries
- Negotiated and structured more than 50 completed transactions/financings
- Significant experience in development/implementation/analysis of business plans and strategic objectives
- Broad business background includes finance, sales, and marketing experience

### Education

- B.A., Union College
- M.B.A, Columbia Business School

## Rena Clark - Principal

- 14 year corporate career with GE, Bain & Co., Harvard University, The Kraft Group and 6+ years as an entrepreneur
- As President, led a successful turnaround of a middle market commercial printing company and the profitable divestiture to a large strategic
- Also, led the transformation of a specialty chemical manufacturer from a internally focused division of a large international conglomerate into a standalone profitable and competitive enterprise
- Manufacturing industry experience includes specialty chemicals, commercial printing, and electronic assembly

### Education

- B.S., Mechanical Engineering, Lamar University
- MBA, Harvard University Graduate School of Business

# Team

## **Mukesh Sawlani – Vice President & CFO**

- Successful 14 year career with GE, PwC, AF Ferguson
- Over 7 years with GE and Genpact (formerly GE Capital International Services) in various finance and accounting roles and project management roles
- 3 years with PwC Consulting leading implementation of ERP and accounting systems

### **Education**

- Institute of Chartered Accountants of India, Chartered Accountant (equivalent of CPA). 8th Rank on an All-India basis
- Narsee Monjee College, University of Bombay, India, Commerce Graduation
- Institute of Cost and Works Accountants of India, Cost and Works Accountant

## **Rishi Verma - Associate**

- Over 11 years experience in Investment Analysis, Portfolio & Fixed Income Analytics, Infrastructure Advisory
- Former member of the portfolio risk analytics team for Commercial & Industrial Finance, a sub-business of GE
- Commercial Finance, responsible for helping the business monitor its risks on a portfolio of asset backed loans.

### **Education**

- B. Tech in Electrical Engineering from IIT Kharagpur
- PG Diploma in Business Management from IIM Lucknow

# Team

## Rahul Mahajan- Associate

- Over 12 years of work experience with GE and Genpact, CRISIL, Reliance Industries Limited
- Over 6 years with GE and Genpact (formerly GE Capital International Services) in various analytical roles including private equity analytics focusing on deal assessments, due diligence, valuation, interactions with co-investors and lenders and portfolio company analysis tracking.
- Instrumental in developing a value based pricing methodology and model currently being used by a global wind energy major in competitively pricing wind turbines

## Education

- B.E. in Electrical Engineering from College of Engineering, Pune, India
- M.B.A. in Finance from Symbiosis Institute of Business Management, Pune, India

## GenNx360 Portfolio Companies

- Focus on business process services, consulting services, IT application services and products, debt management and special servicing, billing and customer care services.
- Leading provider of meter-to-cash BPO and related services to the utility industry in North America.
- Headquartered in London, UK.
- 8,600 employees around the globe with 75 offices and operations in UK, North America and India.
- Major clients include The National Trust, Westminster City Council, United Utilities, Scottish Power, First Choice Power, Puget Sound Electric, Atlanta Gas & Light.



Travel and Leisure



Financial Services



Media & Telecom



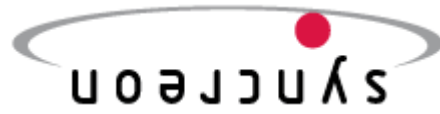
Public Sector



Retail



Utilities



- Global contract logistics company based on an asset-light business model, providing specialized manufacturing support services.
- Headquartered in Detroit, Michigan.
- 8,000 employees around the globe with 50 facilities in 12 countries.
- Major customers include Dell, Apple, EMC<sup>2</sup>, Hewlett Packard, Chrysler, GM, Ford, VW/Audi and BMW.

Lateral Services



- Supply Chain Mgmt
- Transport Mgmt
- MRO Logistics
- Packaging Design
- Project Mgmt

Inbound Logistics



- Sub Assembly
- Sequencing
- Parts Metering
- Lot Material & Kitting
- Container Mgmt

Outbound



- Export Packaging
- After market
- Service Parts
- Deconsolidation

Distribution



- Dynamic In-transit Merge
- Reverse Logistics
- Fulfillment
- Marketing Communications

## GenNx360 Portfolio Companies



- Manufacturer of precision machined components and complex subassemblies.
- Applications include natural gas turbines, automated teller machines, industrial document insertion machines and digital cinema projectors.
- Headquartered in Guelph, Ontario.
- 300 employees with operations at 3 locations in Ontario, Canada.
- Major customers include several Fortune 500 companies.

### Manufacturing Engineering



- Solid Modeling
- Rapid prototyping

### Precision Machining



- Precision shafts
- Precision milled components

### Elastomer Molding



- Compression transfer molding
- Compounds
- Grinding and machining

### Sheet Metal Fabrication



- Metal fabrication
- Metal finishing