

RedCloud Capital | Building Great Companies

RedCloud Capital is a Denver-based private equity firm focused on partnering with dynamic and growth minded entrepreneurs and management teams to build great companies. Founded in 2004, RedCloud Capital has more than twenty years of experience investing in entrepreneur-owned businesses with differentiated growth strategies. We invest in lower middle market businesses that have a compelling value proposition.

2004
Founded

12
Platform
Investments ⁽¹⁾

14
Add-on
Acquisitions ⁽¹⁾

\$410mm
Capital Deployed ⁽¹⁾

Investment Criteria

EBITDA: \$3-10 million
EBITDA Margins: Greater than 10%
Geography: United States
Type: Control Recapitalizations
Business Characteristics:

- Entrepreneurial management teams
- Compelling value proposition
- Differentiated products or services
- Scalable business model

Industry Focus Areas



Environmental Services

- Waste Collection/Disposal
- Consulting Services
- Emergency Response
- Remediation



Consumer

- Niche Manufacturing
- E-commerce/Direct to Consumer
- Branded Consumer Products



Industrials

- Industrial Technology
- Specialty Distribution
- Industrial Cleaning
- Chemicals



Business Services

- Value-Added Distribution
- LED Lighting
- Security and Safety
- Testing and Measurement

RedCloud & Affiliated Investments

<p>Global designer and distributor of branded accessories for consumer electronics, computers, and mobile devices</p> <p>Current</p>	<p>² Sources, warehouses, ships, and stocks over 3,500 impulse items to more than 15,000 retail stores across the U.S. and Canada</p> <p>Realized</p>
<p>Develops and manufactures specialty plant nutrients enhanced with organic acids, which improve crop yield and grower economics</p> <p>Realized</p>	<p>² Breeds and distributes triticale seed; cleans, conditions and distributes wheat and other cereal grains; and, manufactures cattle feed</p> <p>Realized</p>
<p>Provider of workforce management tools and other consulting services to multi-unit retail/restaurant industry</p> <p>Realized</p>	<p>² Independent provider of fuel, lubricants, and logistics services in Colorado and the Rocky Mountain region</p> <p>Realized</p>
<p>² Remote controlled robotic technology for industrial cleaning and bulk removal solutions</p> <p>Realized</p>	<p>Coaxial cable and telecommunications infrastructure provider in the mid-Atlantic and southeastern U.S.</p> <p>Realized</p>
<p>² Environmental and industrial cleaning and waste disposal services provider</p> <p>Realized</p>	<p>² Provider of underwater repair, maintenance and marine construction solutions for vessels and ports throughout the world</p> <p>Realized</p>
<p>Fifth largest provider of fire and life safety services in the U.S.</p> <p>Realized</p>	<p>² Distributes post-patent crop protection herbicides, fungicides, insecticides, and plant growth regulators</p> <p>Realized</p>

¹ Includes affiliated investments. See footnote 2.

² Denotes an affiliated investment made by Kevin Mitchell while at a prior firm, Lariat Partners ("Lariat"). Kevin Mitchell was a Co-Founder and Managing Partner of Lariat and served as one member of a two-person investment committee. All Lariat investment decisions required unanimous approval by Kevin Mitchell and the other investment committee member.

RedCloud Investment Team

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