

## Investment Criteria

Corinthian Capital targets unique niche companies that have a demonstrated history of profitability and the ability to generate above average margins and strong cash flows. We take a highly disciplined approach to investment selection and generally pursue opportunities that meet or exceed the following specific criteria:

- Niche market leaders in the manufacturing, distribution, service and consumer products segments
  - Located primarily in North America
  - Defensible market positions and competitive advantages
  - Low technological risk
  - Reasonable capital expenditure and working capital requirements
  - Proven, high quality operating management teams in-place or “on-deck”
  - Good operating leverage, where modest sales growth leads to accelerated earnings
  - Financial parameters for stand-alone investments:
    - Sales: \$50 million to \$250 million
    - EBITDA: \$10 million to \$30 million
  - Financial parameters for add-on acquisitions:
    - Sales: \$10 million to \$250 million
    - EBITDA: \$1 million to \$30 million
  - We also review companies operating in out-of-favor or difficult to understand industries