




BRANFORD CASTLE, INC.

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Areas of Investment Focus

Branford seeks the following **key** characteristics for new "platform/stand-alone" portfolio company investments:

- Up to \$75MM in transaction value*
- Leader in a niche industry
- Proprietary competitive advantages
- Strong barriers to entry
- Stable core cash flows
- High margins relative to industry norms
- North American based

While we typically focus on mature companies, we also consider venture and growth investments.

We are Generalists. Areas of specific interest for new investments include:

- Aerospace / Defense
- Car Dispatch / Ground Transportation
- Commercial Distribution
- Consumer Products / Services
- Infrastructure
- Manufacturing
- Medical Devices / Services
- Restaurants

Finder incentive fees are paid to individuals/firms that bring us deals that are completed. We also welcome potential partnerships with independent / "fundless" sponsors who bring unique value propositions and proprietary situations.

**Branford reviews opportunities under \$75MM in total enterprise value. Branford will pass certain opportunities to Castle Harlan that exceed our maximum thresholds.*

→ Long-Term Focused

