

# VEBER PARTNERS

## ABOUT US

Veber Partners, LLC was founded in 1989 and has operated as one of the premier private investment banking firms serving the Pacific Northwest. The Veber team is comprised of seasoned investment professionals who all have past operational experience and broad industry exposure.

Our success is driven by each partners' experience as both principals and as advisors. We are small enough to offer senior-level service to every client yet sophisticated enough to manage large, complex transactions.

## Investment Banking

### Mergers & Acquisitions

- Sell-side Advisory for:
  - Established businesses with history of profitability
  - EBITDA > \$1 million
- Buy-side Services
  - Target identification & pipeline development
  - Valuation & Key Value Driver Analysis
- Corporate Development
  - Acquisition strategy & sourcing / pipeline development
  - Divestitures & "fit" analysis
  - Capital restructuring advisory & support

### Private Placements

- Equity Placements
  - Established businesses with history of profitability
  - \$2 - \$10 million raises
- Debt Placements
  - Early stage / Revenue based loans & other Mezzanine structures
  - Traditional Bank & ABL
  - \$1 - \$20 million raises

## WHY VEBER?

- ❖ Local – efficient, close coordination and swift response to all issues.
- ❖ Capabilities of a large firm with the benefits of a smaller firm – only senior level partners providing skilled, objective representation.
- ❖ Team carries 100+ years of broad business experience, and 20+ years working together as Registered FINRA Investment Bankers.
- ❖ Deep experience in the business services sector.
- ❖ Experience as principals of businesses, as well as transaction professionals brings a rare combination of talent to bear on each engagement.
- ❖ Belief in the power of aligned incentives, and a willingness to put our compensation at risk: success based, and aligned with owner's objectives.
- ❖ Investment, insight and communication: We invest the time to gain an intimate understanding of the client's position and competitive advantage, combined with the ability to articulate those advantages in terms that resonate with each specific prospective buyer or investor.
- ❖ Deep understanding of capital structures, financial systems, and business models enables a wide range of economically defensible arguments, and financially engineered solutions, throughout the negotiating process.

## INDUSTRY FOCUS

- ❖ Manufacturing & Distribution
- ❖ Technology
- ❖ Business Services
- ❖ Consumer Products
- ❖ Healthcare Services

## PARTICULAR EXPERTISE

- ❖ Tax Credits
- ❖ Forest Products & Building Materials
- ❖ Food Products
- ❖ Computer Hardware & Software
- ❖ Industrial Products



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## ABOUT OPPORTUNISTIC PRIVATE EQUITY

- ❖ VEBER PARTNERS' private equity activities include acting as a principal and developer in the buyout of profitable middle-market companies by partnering with qualified management talent and private equity investors.
- ❖ Drawing upon the firm's expertise in valuing and closing M&A transactions, the firm has actively initiated building a portfolio of investments in both profitable, mature companies and promising early stage ventures. Funding and management talent for these situations is typically provided by regional and internal sources.
- ❖ The firm works both for its own account on projects, as well as under contract with companies and individuals looking for successful private investment opportunities.

## Private Investment Criteria

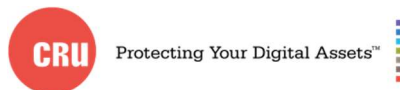
- Northwest based, lower middle-market businesses
- Partner with management talent with capital to invest
- Minority & Majority Investment Positions
- \$500 thousand - \$5 million EBITDA
- Invest \$1 - \$5 million of equity

## Investment History & Current Holdings

### CURRENT PORTFOLIO

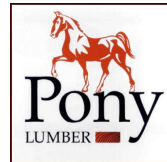


NW Polymers, based in Hillsboro, OR is a leading molder of custom and proprietary thermoset polyurethane products. Since 2000, NW Polymers has been providing products for a number of applications.



CRU Dataport, headquartered in Vancouver, WA. Founded in 1986, CRU® is a pioneer in devices for data mobility, data security, encryption, and digital investigation. The company's flagship DataPort®, along with the Data Express®, DataHarbor®, CRU RTX®, RAX®, ToughTech® and WiebeTech® product lines of removable and external hard drive enclosures are the de facto global standard for physical data security and safe data transporting in government, education, audio/video production, digital cinema, and business

### REALIZED INVESTMENTS



Tradewinds Forest Products



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