

GROWING MICROCAP BUSINESSES

JWI Capital, a private equity firm, was founded in 2009 to close the financial and human capital gap faced by microcap companies. With a flexible investment approach, JWI deploys the operational, strategic, financial and capital markets experience of its partners in actively managing the microcap companies it acquires.

INVESTMENT CRITERIA

Company size	Revenue: \$5 million to \$50 million EBITDA: Up to \$5 million (\$1m - \$3m preferred size)
Transaction types	Buyouts, growth financings Control investments; minority with appropriate rights and protections
Industries	General industrial, energy, defense, environmental, aerospace, transportation, infrastructure
Products	Engineered/fabricated products, metals, plastics, chemicals, advanced materials Consumables, maintenance, software and other services supporting targeted industries and products
Geography	Great Lakes and Mid-Atlantic (preference for 300 mile radius from northeast OH)

TARGET COMPANY CHARACTERISTICS

- Demonstrated ability to generate strong recurring revenue from existing customers
- Clear competitive advantages offering internal growth opportunities
- Defensible market niche
- Operating in an industry with favorable dynamics or highly fragmented
- Large addressable market opportunity

INVESTMENT TEAM

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REPRESENTATIVE INVESTMENTS

WH SMITH COMPANY

Value added distributor of industrial hose assemblies and load securing products

Parkersburg, WV

ALLEGHENY PERFORMANCE PLASTICS

Designs and manufactures exotic and high performance thermoplastics parts and assemblies

Leetsdale, PA

WEAVER EXPRESS

Manufacturer and installer of erosion and sediment control products

Massillon, OH