



ABOUT US

Panther Equity Group ('Panther') is a private equity firm focused on investing and supporting privately held companies in the lower-middle market. Panther strives to be the selected partner of choice to closely-held private companies where Management Teams, Founders or Owners look to receive patient + creative equity capital. We pride ourselves on being an investor with operational, technology, M&A and strategy skills to accelerate sustainable growth for organizations.

Core to our values, we only invest in Companies & Management Teams where we can be a value added partner, beyond financial engineering. We achieve this by focusing on thematic strategies in verticals where we have either Operational Partners, Channel Relationships or prior portfolio investments.

Panther generally seeks to be a Majority Investor but will selectively invest as a Minority / Growth Equity in select scenarios.

CRITERIA

Platform Investments

\$2 million to \$12 million EBITDA; add-ons of any size

Geography

Primary operations in U.S., and/or Canada

Equity Size

\$5 million to \$30 million per platform, with ability for additional equity in 'buy & build' scenarios

Investment Dynamic

Recapitalization, Majority Buyout, Family Succession and Select Growth Equity

INVESTMENT FOCUS



Business Services

- Business Process Outsourcing
- Administrative, Accounting, Compliance and Training Services
- Tech-Enabled Services
- *Select Consumer Services*



Information Technology (IT), Telecom

- Managed Services, Gov-Con IT
- Cybersecurity
- Cloud Services, Solutions, Digital Transformation
- ISP, WISP, CLEC, Wireless / DAS
- 5G, IoT Related or Infrastructure
- Fiber, Niche Broadband, Voice and Unified Communications Solutions
- *Select IT Consumer Solutions*



Industrial Services

- Dry & Wet Utility Services
- Testing, Inspection, Installation & Certification
- Mechanical, Construction or Specialty Engineering
- Infrastructure Maintenance, Rehabilitation and Services
- *Select Environmental Services*



eCommerce

- Branded Consumer Products
- Digitally Native & Direct-to-Consumer (DTC) Brands
- Niche End-Market Marketplace
- *Select Amazon / Fulfilled by Amazon (FBA) Brands*



Niche Manufacturing

- Aerospace & Defense
- Technology Parts
- *Select Medical Components*

OPERATING PARTNERS

Panther has Operating Partner relationships with industry Executives, each with 10-25+ years of experience. Panther actively involves Operating Partners during investment qualification, diligence, closing and strategy implementation post investment.

Our current Operating Partners are within the following Target Industries:

- **Information Technology (IT), Telecom** – Telecom & Managed IT Operator with 25+ years of experience around Voice, Connectivity, Unified Communications and IT services. Currently a shareholder advisor to 6+ companies ranging from \$1m - \$8m EBITDA within Managed IT, VOIP, Unified Communications and SaaS.
- **eCommerce** – Branded consumer product Operator with 10+ years of DTC & Amazon experience. Deep expertise with abroad product sourcing, 1st and 3rd party Amazon sales, private label and marketplace strategies.
- **Industrial Services** – Two Operators with public and private utility, construction, engineering, and infrastructure management experience combined for 60+ years. High degree of specialty around Wet Services, Engineering, Niche construction and Infrastructure Services.
- **Manufacturing** – Panther holds close relationships with several experienced Executives looking to actively operate \$2 million+ EBITDA manufacturing Companies in the U.S. as either CEO, President or Head of Operations.