



### Company Overview

Dragonfly Capital, founded in 2000, is an investment-banking firm based in Charlotte, NC that serves the financial and advisory needs of small to middle market companies in the following sectors:

- Energy
- Healthcare Services
  - Vision/Dermatology
- Industrials/Manufacturing
- Business Services
- Tech/IT
- Consumer Products/Retail

Typical client/transaction size:

- Revenue \$10 - \$150 million
- EBITDA \$2 - \$15 million
- Transactions \$5 - \$75 million

### Senior Leadership:

*Don Millen and Rene Usher - founders*  
*Randy Snyder, Dale Cook, Joe Taylor,*  
*Jonathan Nance, Chester Burley*

Dragonfly Capital is a registered broker-dealer with the FINRA and SEC, a requirement to conduct transaction work.

### Liquidity Events - Sale or Recapitalization (proceeds to the business owner)

Our principals have 25+ years of experience in representing the owners and management teams of small and middle-market companies. Dragonfly Capital works with clients who desire to sell their business to institutional or strategic buyers by providing a structured process to advise, market, negotiate, and ultimately sell the business. We offer similar services to clients seeking management led buyouts or other buy-side services. Dragonfly Capital also works with Private Equity Groups and larger companies on the sale of smaller portfolio companies or non-core business units.

### Growth Capital - Debt and/or Equity (proceeds to the balance sheet)

Dragonfly Capital structures and raises private financing of debt and equity for companies in need of capital for:

- Internal growth initiatives such as geographic expansion or product-line extension
- External growth such as acquisitions or joint ventures
- Partial liquidity, including financing dividends or leveraged recaps
- Companies seeking to refinance existing debt

We maintain active relationships with over 500 institutional investors, including major private equity and debt investment funds, foreign investors seeking equity investments in the U.S., regional and money-center commercial banks, insurance companies, pension funds, and companies seeking joint ventures. These sources provide capital from equity and equity-linked instruments, to subordinated loans and senior debt, to lease and off-balance sheet financing.

#### Transaction Size

~\$ Billions

Wall Street  
 Goldman Sachs  
 Morgan Stanley

~\$250M

Middle Market  
 Piper Jaffray  
 Harris Williams (PNC)

~\$50M

Lower Middle Market  
 Dragonfly Capital

~\$5M

Microcap Market  
 Business Brokers

#### Financial Metric for Companies

- ~\$1+ Billion Revenue
- ~\$50M+ EBITDA

- ~\$100M - \$1 Billion Revenue
- ~\$10M - \$50M EBITDA

- ~\$10M - \$150M Revenue
- ~\$2M - \$15M EBITDA

- ≤ \$5M Revenue
- ≤ \$1M EBITDA

#### Capital Providers

- Capital Markets (Debt & Equity)
- Large buyout funds (\$1+ Billion)
- Large Banks
- Publicly held strategic buyers

- Buyout funds (Midsized - \$250M)
- Growth capital funds (\$250M)
  - Equity/Mezzanine Debt
- Regional banks
- Mid-sized strategic buyers
  - Public and private

- Niche buyout funds (\$50+M)
- Niche growth capital funds
  - Equity/Mezzanine Debt
- Specialty lenders
- Family offices

- Angel investors
- Venture capital funds



## Select Recent Transactions



has been recapitalized by



has been recapitalized by



has received a  
minority growth investment from



has sold a basket of solar assets  
and received a growth capital  
investment from



has been acquired by



has been acquired by



has been recapitalized by

Striker Partners



acquisition by



Maintenance Service Division

has been acquired by

a Private Investor



Equity Growth Capital



Sale to an affiliate of



Sale to



Sale to



was recapitalized by



Sale to

