

ACQUISITIVE PORTFOLIO COMPANIES

Austin Ventures "AV" is committed to facilitating successful relationships with the advisory community. We believe that by specifically identifying our current acquisition needs, you will be in a better position to monetize your network of companies, executives, and deals in this challenging environment. With almost \$1 billion to invest out of our active funds, we believe that building value in our existing portfolio is as important as finding new investments. We place a high value and seek to build on relationships that generate thoughtful, targeted investment opportunities, regardless of whether those opportunities are new investments or tuck-in acquisitions.

We are actively looking for acquisition opportunities for the following portfolio companies:

BUSINESS SERVICES & SUPPLY CHAIN



Port Logistics Group

LEADING NATIONAL PROVIDER OF WAREHOUSING, DISTRIBUTION AND TRANSPORTATION

Seeking acquisitions in the asset-light port logistics services space. Interested in value-added warehousing, drayage, and trucking brokerage businesses generating \$5–\$50 million of revenue. Primarily seeking companies operating in Seattle, Savannah, Jacksonville, and Houston; however we will consider attractive opportunities in all major North American ports.



Re:Trans

NON-ASSET BASED, FULL SERVICE TRANSPORTATION AND LOGISTICS COMPANY FOCUSING ON INTERMODAL AND TRUCKING (TL AND LTL) BROKERAGE

Seeking to broaden trucking brokerage footprint within North America. Opportunities of interest will be founder-based trucking brokerage businesses generating \$1–\$3 million of EBITDA. Strong preference for businesses with a demonstrated history of growth and a positive customer service track record.



Whaleshark Media

ONLINE PUBLISHER OF NICHE CONTENT

Seeking to acquire Web publishers that monetize B2C niche content through a combination of CPA, CPC and/or CPM. Primarily interested in US-based businesses. Focus is on companies with \$2–\$10 million in revenue and that are cash flow positive.

FINANCIAL SERVICES



Beecher Carlson

COMMERCIAL INSURANCE BROKERAGE AND RISK MANAGEMENT

Seeking acquisitions in the commercial insurance distribution space. Businesses of interest include middle market insurance brokerage and large account risk management firms, MGA and program businesses, and other insurance services providers. Businesses with revenues in the \$5–\$25 million range are the most interesting.



Century Payments

PAYMENTS SERVICES COMPANY

Seeking to acquire independent sales organizations (ISOs) and merchant portfolios. Particularly, but not exclusively, interested in opportunities with a concentration in retail, healthcare, or travel and dining. Interested in merchant portfolios that range in size from 1,000 merchants (MIDs) at the low end to 30,000 merchants (MIDs) at the high end.

MEDIA, INTERNET & INFORMATION SERVICES



All Star Directories

ONLINE PUBLISHER OF EDUCATION DIRECTORIES

Seeking to expand touch points with core consumers of our education content. Business models of interest include affiliate publishers and lead generators within the education vertical, as well as adjacent service providers targeting a complementary customer base. Cash flow positive companies with revenues of \$5-\$15 million are the most interesting.



Asset International

GLOBAL FINANCIAL INFORMATION PROVIDER TO THE FUND MANAGEMENT INDUSTRY

Seeking to expand AI's portfolio of brands and information offerings serving the global institutional finance community. Interested in B2B publishers (with a digital media emphasis) and other information providers including data, research, and event businesses focused on institutional finance. Targeting cash flow positive companies with revenues of \$5-\$50+ million.

SOFTWARE



BBS Technologies

PROVIDER OF TOOLS FOR MANAGING AND ADMINISTERING MICROSOFT SQL SERVER

Actively seeking to acquire businesses that provide complementary Windows or Linux systems management tools. Companies with a strong software platform that would benefit from leveraging our outbound telesales and channel model to drive market penetration are of particular interest. Strong preference for businesses that generate \$5-\$15 million of revenue.



Silverback Acquisitions

CONSOLIDATOR OF SUBSCALE ENTERPRISE SOFTWARE BUSINESS

Seeking to acquire \$5 - \$15 million enterprise software businesses with mission-critical products, recurring revenues and well-known customer bases. Profitability and/or an existing management team not a requirement. We prefer high average selling prices and fewer/larger customers. US or Global presence — no geographic limits. Financially and/or operationally challenged situations and time-sensitive closing periods welcomed. We are value-oriented buyers that provide certainty to close. We execute quickly (30 day due diligence) with clean deal structures.

TEXAS MIDDLE MARKET



Delta Rigging & Tools

PROVIDER OF RIGGING AND LIFTING EQUIPMENT SOLUTIONS

Seeking acquisitions of founder-based rigging businesses with a profile of \$10-\$20 million of revenue and \$2-\$5 million of cash flow. Not interested in general industrial equipment rental businesses, but would selectively consider lifting businesses that operate outside of Delta's core Gulf Coast geography.



Sterling Foods

SUPPLIER OF SHELF STABLE BAKED GOODS TO THE MILITARY, EDUCATION AND SPECIALTY COMMERCIAL MARKETS

Seeking to expand US footprint by acquiring businesses supplying baked goods to institutional customers that have regulated or highly specific needs. Not interested in companies that sell branded products to the retail marketplace. Businesses generating \$15-\$25 million of revenue and \$3-\$7 million of EBITDA are of the most interest.

FOR MORE INFORMATION, PLEASE CALL: 512.485.1900