



HUDSON FERRY CAPITAL

Stephen Fisher

(212) 308-3079

sfisher@hudsonferry.com

Paul Huston

(212) 308-3079

phuston@hudsonferry.com

Bruce Robertson

(212) 308-3915

brobertson@hudsonferry.com

Timothy Ross

(212) 308-3079

tross@hudsonferry.com

Robert Athas

(212) 308-3896

rathas@hudsonferry.com

Hudson Ferry Capital
275 Madison Avenue
36st Floor
New York, NY 10016

www.hudsonferry.com

**Experience, Integrity,
Vision**

Overview

Hudson Ferry Capital invests in established lower middle market companies in partnership with management teams. We are currently investing Hudson Ferry Capital II, a \$155 million SBIC.

Our principals have a combined 100+ years of experience successfully investing in middle market companies in many industries during various economic cycles. We are pursuing acquisitions of established privately-owned businesses that differentiate themselves through product and process innovation in stable or evolving markets.

Investment Criteria

Company Characteristics

- Enterprise Value: \$15 to \$75 million
- Revenue: \$15 to \$75 million
- EBITDA: \$3 to \$10 million
- Strong and growing free cash flow
- Based in U.S.
- Management team financially committed to transaction

Investment Structure

- \$5 to \$15 million directly from Fund
- \$20 to \$30 million with existing LPs
- Equity and/or Preferred Stock
- Subordinated Debt (in conjunction with equity)
- Majority or Minority

Transactions

- Acquisitions
- Management Buyouts
- Leveraged Buyouts
- Growth
- Recapitalizations
- Carve-outs

Preferred Industries

- Niche Manufacturing
- Business Services
- Building Products
- Energy Services and Equipment
- Outsourcing Providers



HUDSON FERRY CAPITAL

Building Value Through Partnership and Commitment

Portfolio Companies



Full service distributor of classroom technology and furniture for the educational and institutional markets.

Gainesville, FL



PERCHERON

The largest provider of land services to the oil and natural gas exploration and production and pipeline industries.

Houston, TX



Leading manufacturer and installer of customized signs, ATM surrounds, and design elements.

Islip, NY



Premier manufacturer of brand name aluminum trailers for a variety of recreational and commercial uses.

Winslow, ME



Leading designer, manufacturer, installer and operator of water and environmental treatment equipment.

Wharton, NJ



Manufacturer and distributor of memory foam pillows, toppers, pads, mattresses, and bedding products.

Waterford, NY



Machining and fabrication company that specializes in the production of well testing equipment.

Kilgore, TX



Designer, manufacturer and distributor of custom store fixtures and displays for retailers.

Coppell, TX



Designs, assembles and sells tools, machinery and parts for the woodworking, plastics and metalworking industries.

Irvine, CA

Selected Past Portfolio Companies

