



strategic vision

*At Ridgeview Capital,
our mission is
to locate and foster
business opportunities where
our contributions of capital,
expertise, and perspective
will produce superior returns for
our partners, clients, and investors.*

partnership ...

“In addition to its capital investment in Wasatch West, Ridgeview brings management expertise, experience and strategic relationships to achieve our goals. Ridgeview will help us pursue some exceptional opportunities to execute our growth strategy.”

—Alan Russell,
CEO and Founder
Wasatch West Distribution

Wasatch West is the premier distributor of home exterior building materials in Utah and Idaho.



Ridgeview is a group of well-networked principals and advisors with excellent track records at respected private equity funds, investment banks and middle-market companies. Members of the Ridgeview team live in the Mountain West region and are actively involved in serving the needs of our clients, portfolio companies and investment partners. Services include:

- **Private Equity Capital**
- **Investment Banking Services**

We believe that healthy relationships are built through face-to-face personal interaction and that successful business partnerships require active participation from all parties.

Being closer to our companies and clients allows stronger relationships before, during, and after a transaction occurs.

Ridgeview provides private equity capital and investment banking services to middle-market businesses in the Mountain West—defined as companies with enterprise values of \$10 million to \$100 million.



... gives you a realistic view of your potential

Our mandate is to add real value as part of the investment partnership

We seek opportunities for:

- Investment in a well-established business, or acquisition of a company
- Equity investments of \$1 million or greater
- Primarily control investments

Ridgeview Capital's core focus is on companies with enterprise values between \$10 million and \$100 million. We seek companies with \$2 million to \$50 million in annual earnings before interest, taxes, depreciation and amortization (EBITDA) with headquarters or significant operations in the Mountain West.

A typical Ridgeview Capital investment may involve growth equity, recapitalization and restructuring, ownership transfers, industry consolidations, management buyouts, or any combination of the above

- **Growth equity:** Expand market share through increased production, entering new markets, or introducing new products
- **Recapitalization and restructuring:** Improve capital structures to ensure viability and facilitate growth
- **Ownership transfers:** Assist transition from family-owned or closely held structures by providing liquidity to existing shareholders and creating ownership opportunities for management
- **Industry consolidations:** Attain synergies and scale in order to increase returns and growth potential
- **Management buyouts:** Support exceptional management teams in increasing their equity stake for the benefit of investors, employees and customers



... we bring experience to the scene

Private Capital Markets

Ridgeview leverages its deep relationships with private equity investors and mezzanine and other lenders throughout the U.S. to assist clients in raising capital through institutional private placements of equity and debt.

Ridgeview focuses on later-stage private transactions, typically those companies seeking to raise at least \$5 million of equity to finance continued internal growth or possible acquisitions.

Ridgeview can also assist in re-capitalization to facilitate an alternative capital structure, a management buyout or to provide partial liquidity to current owners and shareholders. Private placements may also provide an opportunity for strategic investors, such as business partners, customers or suppliers, to contribute to a company's growth through an equity investment.

Ridgeview caters to the individualized needs of its investment banking clients. We enter only those deals where we will add significant value and where our contributions will help assure a successful transaction.

Mergers & Acquisitions

Ridgeview Capital provides advisory services to family-owned, closely held, and emerging growth companies seeking liquidity by sale to a strategic or financial buyer.

A Ridgeview Capital principal leads every client engagement to tailor and deliver the most appropriate transaction for each situation. Our merger and acquisition advisory services include:

- Sell-Side
- Buy-Side
- Divestitures
- Recapitalizations
- Management Buyouts

Strategic Advisory Services

Ridgeview's principals utilize their collective experience as corporate advisors to assist companies in evaluating their strategic and financial objectives and to provide an accurate, rigorously prepared analysis of the alternatives available to our clients. Ridgeview's strategic advisory services include:

- Sale preparation to maximize transferable value
- Evaluation of capital structure alternatives
- Selection of underwriters for public offerings
- Packaging of presentations tailored to buyers



... we make your climb to the top easier



experience and expertise ...

“Koster’s is receiving more than capital in our partnership with Ridgeview. They have expertise and vision that assists the company in continuing our aggressive growth. Ridgeview’s track record of working with mid-sized companies made it an attractive partner.”

—Kim Koster, CEO
Koster’s Finance

Koster’s Finance is the leading lender of short-term consumer loans in Las Vegas. Founded in 1996, the company is the largest in the market and has experienced remarkable growth in each year of operation.

We bring to the investment process:

- Confidentiality
- Responsibility and flexibility
- Agility in addressing opportunities and producing results
- Arrangement of senior and subordinated debt
- Relationships with major investment bankers, attorneys, accountants and lenders
- Experience in navigating the sale and investment process
- Thorough due diligence procedures
- Management incentive strategies

We offer our companies:

- Acquisition and corporate finance expertise
- Assistance in identifying and recruiting additional management
- Perspective gained from experience with other successful companies
- Strategic analysis and advice
- Help in building a strong Board of Directors
- Additional growth capital



... we understand the challenges



management team ...

The Ridgeview Capital team is augmented with advisory board members and operating directors

Advisory Board Members—

Ridgeview's advisory board members are seasoned private equity professionals, entrepreneurs, investors and bankers. These board members provide expertise on investment strategies.

Operating Directors—

Ridgeview's operating directors have held executive positions at successful public or privately held companies. These directors perform a number of services including:

- Add perspective to the firm's investment evaluation and due diligence process
- Provide the firm's portfolio companies and clients with operating expertise
- Provide expertise in operations, accounting, finance, IT, and other functional areas

Why Ridgeview Capital?

"With its commitment to strategic clarity and effective execution, Ridgeview has attracted a distinctive yet diverse set of advisors and directors. The consequence is an exceptional platform from which clients can pursue their personal vision and create superior results."

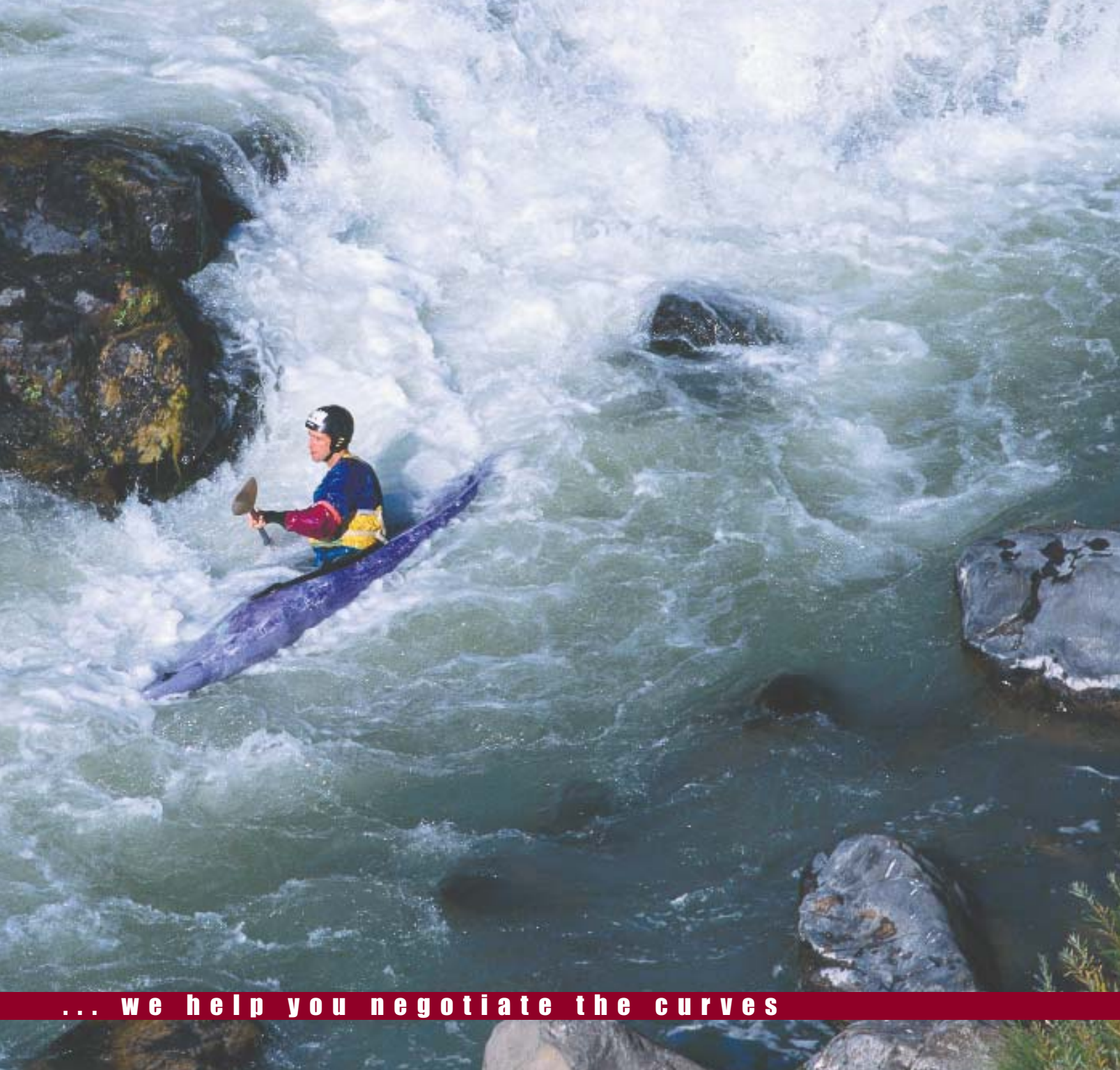
—Ronald White
Advisory Director

Ronald White is a former venture capitalist and information technology entrepreneur. He is founder of two venture capital funds and sits on three public boards.

"Ridgeview Capital has built its reputation by helping existing businesses achieve greater levels of success. Ridgeview is very creative, hard working, honest and straight forward, and most of all very sensitive and responsive to their clients. They truly strive to find and build win/win partnerships."

—Charles Duncan
Operating Director & President of Wasatch West Distribution

Charles Duncan is a retired COO/CFO of MarketStar, a marketing services company. MarketStar grew from \$8 million in revenue to over \$80 million and was sold to Omnicom. Prior to MarketStar, Charles spent 22 years with First Security Bank (now part of Wells Fargo) where he oversaw lending for companies with revenues up to \$125 million.



... we help you negotiate the curves



Ridgeview Capital consciously focuses its investment capital and advisory services in the Mountain West region to:

- foster meaningful business partnerships
- ensure access to Ridgeview principals
- facilitate direct assistance with strategies
- offer synergies with Ridgeview relationships

Ridgeview Capital

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