

2007
FOUNDED

25
YEARS DEDICATED TO
SECTOR FOCUS AREAS BY SFW'S
PRINCIPALS

\$950M+
TOTAL CAPITAL COMMITMENTS

\$10 - 100M
TYPICAL REVENUE OF TARGET COMPANIES

95%+
OF INVESTMENTS ARE IN FOUNDER OR
FAMILY-OWNED COMPANIES

\$25 - 100M
TYPICAL EQUITY INVESTMENTS

About SFW

SFW Capital Partners is a private equity firm focused on building market leading companies in the industrial and life sciences technology sector. SFW partners with profitable founder and family-owned companies and provides its capital, resources, and network to make significant growth-oriented investments and drive long-term value creation.

- Accelerate product development and scientific advancement
- Enhance decision-making through higher-quality data
- Improve quality and reliability
- Ensure safety
- Increase productivity and efficiency
- Drive assurance and compliance



Transaction Types

- Recapitalizations of founder-owned and family businesses
- Management-led and complete buyouts
- Corporate carve-outs / divestitures
- Public to private transitions
- Partnerships with strategic or financial buyers
- Add-on acquisitions for select portfolio companies (strategic fit is more important than size or profitability)

We are control-oriented investors, but we will selectively consider minority investments.

Sector Focus

- Instrumentation, sensors, and monitoring devices
- Life sciences tools and laboratory products
- Labs and Test, Inspection, and Certification (TIC) services
- Outsourced pharmaceutical services
- Reagents, consumables, specialty chemicals, and kits
- Laboratory and industrial automation
- Industrial or life sciences software

End Markets

- Biopharmaceutical
- Food, Agriculture and Beverage
- Discrete and Process Manufacturing
- Electronics
- Aerospace and Defense
- Transportation and Logistics
- Energy, Power, and Utilities
- Information Technology
- Academic
- Metals and Mining

SFW invests across all end markets; the ones listed above represent examples.

Tom Salice
Partner, Co-Founder
tsalice@sfwcap.com

Roger Freeman
Partner, Co-Founder
rfreeman@sfwcap.com

Ahmad Sheikh
Partner
asheikh@sfwcap.com

Xiu Li Dong
Principal
xdong@sfwcap.com

Gianluigi Sepe
Principal
gsepe@sfwcap.com

Rahul Basu
Vice President
rbasu@sfwcap.com

Jeff Stone
VP of Corp Development
jstone@sfwcap.com

CURRENT INVESTMENTS



Caron Products & Services
Acquired in December 2020
Marietta, OH

Provider of laboratory equipment used in small and large molecule drug development and manufacturing, cell and gene therapy, and academic research.



Granite River Labs
Acquired in May 2021
Santa Clara, CA

Provider of test and certification services and automated test solutions for digital connectivity and charging technologies.



Micromeritics Instrument Corp.
Acquired in December 2019
Norcross, GA

Provider of analytical instrumentation for particle and materials characterization.



Pion
Acquired in May 2021
Billerica, MA

Provider of analytical instrumentation for formulation development and quality control in the life sciences industry.



RDI Technologies
Acquired in February 2022
Knoxville, TN

Provider of vision-based analytical solutions used for predictive maintenance and test & measurement applications across a diverse set of industries



Sannova Analytical, Inc.
Acquired in August 2022
Somerset, NJ

Provider of bioanalytical and chemistry manufacturing and controls testing services to the life sciences industry

PRIOR INVESTMENTS



AGDATA
Exited in July 2014
Charlotte, NC

Provider of strategic data and analytical solutions to the agricultural and animal health sectors.



Essen Bioscience
Exited in May 2017
Ann Arbor, MI

Provider of critical analytical instrumentation, software, reagents and services used in cell-based life sciences research.



Filtec
Exited in September 2022
Torrance, CA

Provider of automated inspection instruments and systems to the global beverage industry.



MD Buyline
Exited in August 2014
Dallas, TX

Provider of evidence-based information and research for healthcare providers.



Mettler-Toledo International*
IPO in November 1997 (NYSE:
MTD)
Greifensee, Switzerland

Provider of precision weighing instruments and related instrumentation, consumables, and software.



Spectro Scientific
Exited in November 2018
Chelmsford, MA

Provider of predictive analytics for maintenance of critical assets, comprised of sophisticated instrumentation, consumables, proprietary algorithms and software.



Waters Corporation*
IPO in November 1995
(NYSE:WAT)
Milford, MA

Provider of high-performance liquid chromatography, mass spectrometry and related research instruments and software.

*The investments in these entities were led by members of SFW management prior to the formation of SFW in an unrelated entity where the members of SFW management were principals.

This presentation is made for informational purposes and does not constitute an offer to sell or a solicitation of an offer to buy any security. Prospective investors may only invest pursuant to fully executed definitive documents, including any fund's limited partnership agreement and subscription document and after review of a fund's private placement memorandum. This presentation contains references to current and prior investments, which are provided solely to illustrate the application of SFW's investment approach, and are not, and should not be considered as, an indication of SFW's past, current or future performance. For a full list of SFW's investments, visit sfwcap.com