

2007
FOUNDED

\$25 - \$200M
EQUITY INVESTMENTS

25+
YEARS DEDICATED TO
SECTORS BY SFW PRINCIPALS

\$10-500M
REVENUE

\$950M+
TOTAL CAPITAL COMMITMENTS

23
INVESTMENTS COMPLETED
SINCE INCEPTION

\$212M
EQUITY INVESTMENT IN GLG

Break-even
MINIMUM EBITDA

What kinds of companies does SFW invest in?

SFW invests in companies that **provide critical tools to help other businesses make better decisions and/or become more efficient.** These companies, which include **providers of hardware, software, data and information, services and consumables,** provide a high return on investment for their customers.



Business Characteristics

- Enabled via proprietary IP, network effects, specialized analytics, and/or technical know-how
- Carry high brand value with customers
- Embedded in mission-critical customer workflows
- Automate key processes and tasks
- Support high ROI decisions



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.

Information & Software

- Vertical Market Software
- Information services
- Workflow automation software
- Business Intelligence and Data Analytics
- Competitive Information and Benchmarking
- Decision Support Software
- Technology-enabled business services

Industrial & Healthcare Technology

- Test and measurement devices
- Analytical instrumentation
- Life Sciences tools
- Lab, Clinical and Industrial Automation solutions
- Critical Outsourced Services (including Test, Inspection, Certification and Compliance services, CRO, CDMO, testing labs, and systems integrators / VARs)
- High-value components and consumables
- Related Software, Informatics and HCIT

End Markets

- Biopharma, Diagnostics, Medical Device, Clinics and Healthcare Providers
- Industrial Manufacturing and Public Infrastructure
- Energy and Power
- Food, Agriculture and Beverage
- Consumer and Retail
- Technology, Media and Telecom
- Aerospace and Defense
- Transportation and Logistics

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

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To share new investment opportunities, please reach out to Andrew Cialino.

CURRENT INVESTMENTS

	Act Acquired in May 2018 Denver, CO	Provider of customer relationship management software and related solutions to small-and-medium sized businesses.
	Captify Technologies Acquired in July 2021 London, UK	Provides privacy-centric, first-party, search data ecosystem. It is the leading Search Intelligence Platform for the open web.
	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.
	Devada Acquired in October 2017 Cary, NC	Provider of software-developer-focused technical information and content and related community management software solutions.
	Filtec Acquired in November 2013 Torrance, CA	Provider of automated inspection instruments and systems to the global beverage industry.
	GLG (Gerson Lehrman Group) Invested in December 2015 New York, NY	Global platform for professional learning and decision-making, serving business leaders, investors, consultants, social entrepreneurs, and other leading knowledge professionals.
	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.
	Greenshades Software Acquired in March 2019 Jacksonville, FL	Provider of payroll tax and human capital management information and software solutions.
	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.

SELECT PRIOR INVESTMENTS

	AGDATA Exited in July 2014 Charlotte, NC	Provider of strategic data and analytical solutions to the agricultural and animal health sectors.
	DaySmart Software Exited in October 2019 Ann Arbor, MI	Provider of business management solutions to consumer-focused small-and-medium sized businesses.
	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.
	IAG Research* Exited in May 2008 New York, NY	Provider of real-time syndicated information on television advertising effectiveness and in-program product placement and related reported tools.
	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.
	Telephia* Exited in August 2007 San Francisco, CA	Provider of independent marketing, competitive, and network quality information and related analytical tools and software for the communications sector.
	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.

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