

FUNDAMENTAL CAPITAL

CAPITAL AND EXPERTISE TO
MAKE GOOD COMPANIES GREAT

FUNDAMENTAL CAPITAL

Companies require more than just investment capital from private equity firms. They need expert guidance.

Through our team of experienced Operating Partners and Founding Investors, we partner with management teams to provide the guidance they need - strategic, operational, financial and managerial - to enable them to achieve their fullest potential.

OUR ADVANTAGES

Strategic and Operating Guidance

All of our Operating Partners - and many of our Founding Investors - have successfully run businesses with revenues less than \$100 million. Our Operating Partners have "been there". The lessons learned from their own experiences are invaluable assets to portfolio executive teams as they confront similar challenges of managing profitable growth. Depending on the needs of individual portfolio companies, our Operating Partners serve as board members, CEO mentors, advisers or interim executives.

Value-Added Network

Fundamental Capital is more than money and people. It is a valuable network. Every business has specific needs, and we utilize all of our relationships to ensure that our portfolio companies have full access to whatever resources are necessary to achieve their strategic vision and business objectives.

Long-Term Investment Approach

Fundamental Capital invests for the long term. We operate under no restrictions that would require us to exit our investments before it is prudent to do so. This allows us, if appropriate, to manage our portfolio investments over much longer timeframes than traditional private equity funds. This focus on long-term capital appreciation provides stability for portfolio companies and their employees.

Flexible Transaction Structures

Fundamental Capital can structure its investments in a variety of ways to meet the needs of our portfolio transactions. While we typically utilize equity securities, we are also able to structure a portion of our capital in the form of debt to enhance ownership positions for management and existing shareholders. While the majority of our deals are leveraged buyouts, we also invest growth capital into companies to help fuel expansion.

CONTACT US

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OUR INVESTMENT APPROACH

We target companies that have reached inflection points in their development: the points at which investment must be made in their growth, organically or through strategic acquisition, before they are left behind by their competition.

We look for management teams with whom we can work to guide the growth of their businesses - profitably. As hands-on partners, we seek to develop and implement strategic plans that can enable companies to reach new levels of revenues, earnings and operational efficiency. Through the prudent use of our capital, companies can build the necessary infrastructures to scale their businesses and to create opportunities for strategic expansion.

Whether a buyout or a growth capital investment, we offer flexible transaction structures, with the capability to provide additional capital for strategic expansion or acquisition.

INVESTMENT CRITERIA

- \$5 - \$50 million in Revenue
- \$2 million minimum EBITDA
- Western U.S./Hawaii
- Consumer Products, Distribution, Light Manufacturing, Services, Food and Beverage
- Buyout, Growth Capital, Recapitalization, Corporate Divestiture, Expansion and Strategic Acquisition Capital

FUNDAMENTAL CAPITAL CURRENT PORTFOLIO INVESTMENTS



Allen Technologies, Inc. Allen Technologies ("ATI") designs, installs and maintains interactive systems for patient rooms in premier hospitals nation-wide. ATI has created a scalable platform for delivering services that benefit both patients and hospitals by providing the tools to facilitate and integrate patient education, clinical applications, internet access and entertainment via an interactive media network. Based in Austin, Texas, ATI seeks to partner with hospitals - whether independent or nationally-affiliated - to help them enhance patient care and to offer the premier integrated health care systems in the markets they serve. Fundamental Capital made an initial equity investment in ATI in December 2004, with a subsequent controlling investment in the summer of 2006.



Bentek Manufacturing, Inc. Bentek is a leading contract manufacturer that provides high-complexity, low-volume subsystems and assemblies to capital equipment manufacturers in a wide range of industries. Bentek offers its high-quality manufacturing services - combined with innovative engineering and design support - to its customer base that includes semi-conductor, flat panel, RFID, defense, aerospace and solar equipment manufacturers. Based in San Jose, Bentek combines its dual expertise in manufacturing and engineering to create turn-key partnerships with its customers. Fundamental Capital acquired Bentek in 2005.

THE PINT SIZE CORPORATION Located in Honolulu, Pint Size is the leading frozen food distributor, specializing in ice cream and frozen pizza, throughout the Hawaiian islands. Using the direct store distribution (DSD) model, Pint Size delivers the market's dominant brands under exclusive contracts: Nestle, Haagen-Dazs and Dreyer's ice cream; and Kraft's DiGiorno, Tombstone and California Pizza Kitchen pizza. From its beginnings as a franchisee of Haagen-Dazs ice cream shops over 30 years ago, Pint Size now has its own operations on all of the populated islands of Hawaii, and has expanded its business into Kraft/Nabisco dry snacks and chilled products. Fundamental Capital acquired Pint Size in January 2008, along with management and the Prudential Capital Group.

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