

# Capitala

A one-stop financing solution providing private credit and private equity capital to small businesses //

## ABOUT US //

Capitala Group is a leading private markets investment firm that has been investing private credit and private equity capital to lower middle-market businesses throughout North America for over twenty-five years. Since our inception in 1998, Capitala has invested and managed over \$3.2 billion<sup>1</sup>, utilizing our flexible capital mandate to deliver creative financing solutions. We aim to partner with strong management teams to create value and support growth through strategic partnerships, operational expertise, and a shared vision for success.

## STRATEGY //

Capitala works with management teams, business owners, funded financial sponsors and independent sponsors to individually tailor private credit and private equity capital to support the needs of lower middle-market businesses. We have seasoned professionals with real operational experience in a variety of industries that can assist with implementing key strategies for ongoing growth and success.

## TRANSACTION TYPES //

- » Buyouts
- » Recapitalizations
- » Strategic Acquisitions
- » Dividend Recapitalizations
- » Debt Refinancings
- » Add-ons

## INVESTMENT SIZES //

- » Senior Credit Facilities \$10-\$100 million
- » Unitranche Credit Facilities \$10-\$100 million
- » Control Equity Capital \$5-\$25 million
- » Minority Equity Capital \$2-\$10 million

## STRUCTURES //

- » Senior Credit Facilities
- » Unitranche Credit Facilities
- » Minority Equity Capital
- » Credit with Equity Co-Investment

## REACH OUT //

### JOE ALALA, III

Founder & Chief Executive Officer  
jalala@capitalagroup.com

### RANDALL FONTES

Managing Director  
rfontes@capitalagroup.com

### CHRIS NORTON

Managing Director  
cnorton@capitalagroup.com

### ALEX PRUITT

Vice President  
apruitt@capitalagroup.com

### ANNIE COOPER

Vice President  
acooper@capitalagroup.com

## SELECTED INDUSTRY FOCUS AREAS //

BUSINESS SERVICES //

HEALTHCARE //

CONSUMER SERVICES //

GENERAL INDUSTRIAL //

INFORMATION TECHNOLOGY //

EDUCATION SERVICES //

4201 Congress Street, Suite 360  
Charlotte, NC 28209  
704.376.5502 // [capitalagroup.com](http://capitalagroup.com)

## OFFICE LOCATIONS

Charlotte, NC // Atlanta, GA // Miami, FL



<sup>1</sup> Includes invested capital since inception, callable capital to commingled funds and available credit facilities, and discretionary and non-discretionary managed accounts.



A provider of component repair and manufacturing processes for large frame industrial gas turbines primarily utilized in power generation.

Houston, TX



A market-leader in design, engineering, and pre-construction solutions for the dry and liquid fertilizer storage facility industry.

Algona, IA



A roofing services company that provides repair and replacement services to residential and small commercial properties.

Fargo, ND



Sportsman Connect is a commercial concrete services company delivering durable concrete solutions tailored to meet the specific needs of each sector.

Phoenix, AZ



A holding company comprising nine entities which provide engineering, surveying, and architectural services.

Memphis, TN



A provider of teleradiology services with over 100 radiologists across the U.S. that interprets medical images for customers throughout 48 states.

Miami, FL



A Denver-based, founder-owned distributor of spinal implant systems, orthopedic devices, and biologic products.

Denver, CO



A specialty contractor in land and marine construction, maintenance, and repairs.

Suffolk, VA



Chiropractic wellness centers offering a variety of treatments to provide a comprehensive chiropractic experience to their patients.

Tampa, FL



A leading franchisor and operator of waxing studios which produces a proprietary all-natural elastic wax.

Aventura, FL



A Veteran-founded and managed, US-based defense contractor providing consulting, adversary flight support, military training, and maintenance services.

Reno, NV



A Louisiana-based strategic buyer of lower middle market architecture and engineering firms across the United States.

Lafayette, LA

## REPRESENTATIVE REALIZED INVESTMENTS //



Manufacturer of metal forming machine tools, forming, stamping, and punching/sizing presses.

Marysville, MI



A multi-faceted provider of effective lead management and conversion services for the auto and motorized vehicle dealership sector.

Huntersville, NC



A leading provider of residential heating, ventilations, air conditioning ("HVAC"), plumbing installations, maintenance, and repair services to residential homeowners in the Mid-Atlantic & Southeastern U.S.

Lorton, VA



Leading supplier of innovative M2M communication platforms used to track, monitor, protect and control remote assets.

Camarillo, CA

