

TEAKWOOD OVERVIEW:

Teakwood Capital is a private equity firm dedicated to management buyouts, recapitalizations, and growth investments in private, companies with under \$3.0 million of annual EBITDA. Teakwood's principals combine experience, a commitment to partnership, and a "roll-up-the-sleeves" work ethic to assist business owners in realizing their full potential for business success and financial gain.

TEAKWOOD'S VALUE PROPOSITION:

- **We become your partners, not your investors. There is a clear difference.**
 - We work with you, in whatever capacity you need us, to make your business succeed
 - We are agile and can act quickly, both on investment decisions and in assisting you to build your business
 - We will outwork anyone else, using our depth of resources and experience, to ensure you succeed
- **We have unequalled resources and experience for our market space, having purchased, built, run, and sold over 100 companies, from start-ups to multi-billion dollar public companies.**
 - We provide "full life cycle" and large company experience and professionalism to companies who want to "take the next step"
 - We know how to build companies that are attractive to potential acquirers, how to get the highest price when selling a business, and importantly, how to avoid all the pitfalls along the way
 - Our committed fund is comprised of investors who are successful individuals and who are active in the business community and will help you succeed
- **People choose to work with us based on our reputation. We pursue relationships where we can work together on a "full-disclosure" basis with uncompromising integrity. Therefore, we strive to have open, intellectually-honest dialogues that serve as the foundation of a productive working partnership with you.**

INVESTMENT SOLUTIONS:

Management Buyouts
•
Leveraged Buyouts
•
Recapitalizations
•
Growth Equity
•
Acquisition Funding

INVESTMENT DETAILS:

- *Transaction Size: Up to \$25.0MM*
- *Nature: Control and non-control*
 - *Stage: Profitable*
- *Location: Texas or contiguous states*
- *Industries Not Considered: Energy exploration, restaurants and real estate*

YOUR TEAKWOOD TEAM:

Your Teakwood team knows how to build valuable companies and how to get the highest price for them upon exit. **The principals have managed companies ranging from true start-ups to large public companies, have executed major turn-arounds, and have materially grown businesses both organically and by acquisition.** The TWC team has managed business sales via public offering, asset sale, strategic sale, and sale to private equity firms. Wherever you currently are or want to take your business, we have been there many times before and can help you.

Shawn L. Kelly is a Managing Director of Teakwood Capital. His career has centered on financing and building growth stage companies. Previously, Shawn founded and was President of Cinque Terra Holdings, which sourced and negotiated the purchase of a major consumer product importing company. Prior to Cinque Terra Holdings, Shawn was with Austin Ventures, where he co-opened the firm's Dallas offices. During his tenure, the firm grew from \$450 million to \$3.0 billion of capital under management. Shawn invested in and was active with the Boards of twelve growth-stage businesses, including Service Intelligence (Acquired: Global Compliance), Spatial Wireless (NYSE: ALA) and VocalData (NASDAQ: TKLC). Shawn began his career in investment banking, with J.C. Bradford & Co. in Nashville, where he specialized in private equity and mergers & acquisitions. Shawn earned a Master of Business Administration from the Stanford Graduate School of Business and a Master in Professional Accounting and a Bachelor of Business Administration with High Honors from the McCombs School of Business at the University of Texas at Austin. Shawn is an active member of the Lone Star Chapter of the Young Presidents' Organization and of the Dallas Leadership Council. Shawn resides in Dallas, Texas.

Daniel L. Shimer is a Managing Director of Teakwood Capital. He has over 40 years of experience operating, building and investing in growing businesses. Previously, Dan was a Venture Partner with Austin Ventures for over five years and founder and President of Shimer Capital Partners, Inc., an early stage private equity firm. Prior to 1996 Dan served as a founding shareholder and a Senior Executive of four highly successful companies in the technology (CoreStaff "CSTF"), service (Computerland "CPLD"), and distribution industries (FoxMeyer Drug "FXM", and Coast To Coast Hardware "CTC"). These companies each started out small, grew to over \$1.0 billion in revenues, and went public. From 1994 to 1998 Mr. Shimer closed 58 acquisitions. In addition, he has closed numerous public and private offerings of both equity and debt in his career, including four IPO's. A CPA, he began his career at KPMG Peat Marwick. Dan holds an undergraduate degree from Indiana University and attended the graduate schools of Loyola University and Stanford University. Dan resides in Dallas, Texas.

Ed Olkkola is a Managing Director of Teakwood Capital. His career has spanned a wide range of executive-level positions in marketing, finance, information technology, strategy, product and corporate development, and professional investing. Previously, Ed was Senior Vice President, New Products and Business Development for A. H. Belo Corporation. He focused on strategic investments in media and technology companies and developing an enterprise-wide product innovation process. Prior to A. H. Belo, Ed was a General Partner at Austin Ventures where he established the hardware/systems investment practice, focusing on communications systems and semiconductor investments. He has had many notable exits, including Agere Systems, Sychip, Santera Systems, and Navini Networks. Before joining the firm, he was with Compaq Computer Corp, and served as Vice President and General Manager of the communications products division. Prior to his operating role, he was Vice President of Business Development and Strategic Technology Planning at Compaq and co-founded the Compaq Venture Fund. Before Compaq, Ed spent 9 years with Motorola Information Systems Group in a variety of engineering, marketing, strategy, and finance roles. He brought over a dozen new products to market during his Compaq and Motorola careers and acquired several companies totaling over \$750 million. Ed has received numerous industry awards, including the Ernst and Young Entrepreneur of the Year Award, Venture Capital 1999, listed on the Forbes Midas Top 100 List of Influential Investors, and was named one of the Top 10 Most Influential Venture Capitalists by Venture Capital Journal in 2001. Ed received his undergraduate degrees from the University of Massachusetts, holds an MBA from Northeastern University and completed the Compaq executive leadership program at Harvard University.

Laura Kusching is the Operations Manager of Teakwood Capital. She has twenty-five years of experience running the operations of middle market companies, including all accounting, human resources, customer service, general operations, and finance functions. Laura has experience in several different disciplines, including various service industries, import/export and property management. She handles all of the accounting and operations for Teakwood along with contributing to due diligence and portfolio company support efforts. Laura resides in Murphy, Texas.