

# Islington Capital Partners, LLC Overview

**Islington Capital Partners is a Boston-based private equity firm that invests in and acquires established, profitable companies with revenues of up to \$50 million, with a particular emphasis on businesses that are generating \$1-3 million of EBITDA. We work collaboratively with business owners and managers to enhance the value of companies through sound strategy, effective execution and disciplined financial management.**

## Investment Criteria

### Company Characteristics

- Established companies with up to \$50 million of revenue
- Emphasis on businesses that are generating \$1-3 million of EBITDA
- Located east of the Mississippi River

### Industries

- Wide variety of industries, but typically do not pursue investments in retail, technology, commodities, real estate

### Transaction Size/Structure

- Acquisitions and change-of-control recapitalizations

### Ownership Dynamics

- Family-owned businesses
- Owner-operated businesses
- Businesses with inactive owners
- Corporate divestitures

## Profile of Principals

The principals of Islington Capital Partners, Paul Spinale and John Cullinane, have over 45 years of private equity experience and have closed over 50 transactions across a wide variety of industries, including

- Industrial Manufacturing
- Building Materials
- Food Services
- Distribution
- Medical Equipment
- Communications Equipment
- Consumer Products
- Direct Marketing
- Business Services
- Financial Services
- Information Services
- Publishing

## Why Islington Capital Partners?

**Extensive Experience:** We have dealt with many kinds of businesses and transactions. We draw upon this experience to lead an efficient and professional transaction process.

**Streamlined Decisions:** Paul Spinale and John Cullinane are the only decision-makers of Islington Capital Partners. There are no external reviews or internal approval processes required. We can make decisions as quickly as necessary.

**Flexibility:** We do not operate with a rigid formula. We listen to what is important to sellers and respond in ways that are appropriate for the circumstances at hand.

**Honesty and Integrity:** We conduct ourselves with honesty and integrity in all matters. We place the highest value on our reputation for fair dealings.

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