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PROJECT AND OPPORTUNITIES LIST

ACTIVE SELLERS

	<u>Sector</u>	Transaction Type	<u>Description</u>	Revenues (\$MM)	Adjusted EBITDA (\$MM)	Project Name	Geographic Region	<u>Status</u>	RLS Contact	Contact Phone#	RLS Contact E-Mail
S1	Physical Therapy	Sale- Strategic Buyer Only	Physical Therapy & Rehab Svcs	\$2.2	\$0.6	Senior Care & Repair	Eastern U.S.	ON HOLD	Doug Karan - Paul Weaver	(215) 885- 7572	dkaran@rlsassociates.com
S2	Manufacturing	Buyout or Growth Recap	Photonics Equipment	\$11.0	\$2.7	Lightpath	Eastern U.S.	Available	Rob Rae	610-389- 7559	rrae@rlsassociates.com
S 3	Transportation and Logistics	Sale or Growth Recap	Transportation and Logistics	\$26.0	\$3.4	Transporter	Eastern U.S.	ON HOLD	David Bernstein and Doug Karan	302-373- 2239	dbernstein@rlsassociates.com
S4	Service	Sale	Highway Safety Products Rental and Sale	\$1.5	\$0.2	Highway	Mid Atlantic	ON HOLD	David Bernstein and Sam Waltz	302-373- 2239	dbernstein@rlsassociates.com
S 5	Environmental Consulting	Sale	Marine and riverine assessment and monitoring	\$1.5	\$0.3	Naiad	Mid Atlantic	Available	John Ralston / Tony Piovoso	610-368- 7069	jralston@rlsassociates.com
S6	Manufacturing	Sale of Product Line	Proprietary Lawn and Garden Tools w Patented Technology			Frosty	Mid Atlantic	Available	David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
S 7	Distrib, Manufacturing, Parts & Svc	Sale or Merger	Processing and Production System Design, Distribution, Parts and Service	\$37-\$42	\$4.1-\$4.6	Wesley	Eastern U.S.	Available	David Bernstein and Rob Rae	302-373- 2239	dbernstein@rlsassociates.com
S8	Govt Contractor - Svc Proprietary Software	Sale	Growing service provider oftechnical, admin and engineering support svcs to U.S. government.	\$45.0	\$5.8	Tech Team	Mid Atlantic	Available	David Bernstein and Doug Karan	302-373- 2239	dbernstein@rlsassociates.com
S9	Manufacturing	Sale	Spericlaty Metal Alloys Manufacturing	\$30.0- \$35.00	\$2.6-\$3.0	Penny	Mid Atlantic	<u>Under</u> <u>LOI</u>	David Bernstein and Doug Karan	302-373- 2239	dbernstein@rlsassociates.com
S10	Services	Sale	Provider of Equipment and Services to Industrial Facilities for Maintenance and Repair	\$15.9	\$2.8	Eagle	U.S.	Available	David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
S11	Distribution and Installation	Sale	Doors, Millwork and Hardware Distrib and Install	\$31.2	\$2.9	Millwork	Mid Atlantic	<u>Under</u> <u>LOI</u>	David Bernstein / David Barton	302-373- 2239	dbernstein@rlsassociates.com
S12	Manufacturing	Sale	Heavy machining for very large parts incl, but not limited to power gen industry	\$1.3	\$0.2	Vulcan	Eastern US	Available	John Ralston	610-368- 7069	jralston@rlsassociates.com
S13	Services	Sale	Outsourced Services for Law Firms to Support Litigation etc.	\$14.2	\$0.5-\$0.6	Virtuoso	Eastern U.S.	Pending	David Bernstein	302-373- 2239	dbernstein@rlsassociates.com

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PROJECT AND OPPORTUNITIES LIST

PENDING NEW SELLER CLIENTS

	<u>Sector</u>	Transaction Type	<u>Description</u>	Revenues (\$MM)	Adjusted EBITDA (\$MM)	Project Name	Geographic Region	<u>Status</u>	RLS Contact	Contact Phone#	RLS Contact E-Mail
P1	Manufacturing	Sale- Strategic Buyer Only	Manufacturer of Chemical Adhesives	\$4.4	\$0.7	Ultra Bond	Mid Atlantic	ON HOLD	Doug Karan	215-885- 7572	dkaran@rlsassociates.com
P2	Information Technology	Sale	IT Services, Managed Service Provider and Cloud Computing	\$0.8	\$0.2	Serve IT	Mid Atlantic	Pending	Rob Rae	610-389- 7559	rrae@rlsassociates.com
Р3	Manufacturing	Sale	Industrial and Commercial Textile Product Manufacturer	\$9.0	\$0.7-\$0.9	Singer	Mid Atlantic	Pending	Rob Rae	610-389- 7559	rrae@rlsassociates.com
P4	Industrial Distribution & Mfq	Buyout	Specialty Industrial Fasteners	\$16.5	\$4.9	Bolt	Eastern U.S.	Pending	David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
P5	Services	Growth Capital	Outsourced Svcs Provider to Film, Advertising, Social Media, and Marketing - Visual Effects, Direction, Editing, etc.	\$20-\$22	\$1.0	Studio	Mid Atlantic	Pending	David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
P6	Manufacturing	Sale	Precision Contract Machining	\$2.50	\$0.50	Precision	Mid Atlantic	Pending	Barry Ketner	610-505- 2963	dbernstein@rlsassociates.com
P7	Distribution	Sale	Safety and MRO Products Distribution	\$4.8-\$5.0	\$0.5	Mask	Mid Atlantic	Pending	David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
P8	Manufacturing	Sale	Specialty Chemical Manufacturing	\$10.0	\$1.0	Fluid	Mid Atlantic	Pending	David Bernstein and Doug Karan	302-373- 2239	dbernstein@rlsassociates.com
P9	Distribution and Manufacturing	Sale	Structural Metal Roof and Other Related Components	\$1.7-\$2.0	\$0.2-\$0.3	Sailor	Mid Atlantic	Pending	David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
P10	Manufacturing	Sale	Specialty Lubricants for Extreme Conditions Military and Commercial	\$1.50	\$0.30	Lube	Mid Atlantic	Pending	Adam Wishkovsky and John Ralston	215-882- 4312	awishkovsky@rlsassociates.com

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ACTIVE BUYERS

PROJECT AND OPPORTUNITIES LIST

	<u>Sector</u>	Transaction Type	<u>Description</u>	Revenue Range (\$MM)	Adjusted EBITDA (\$MM)	<u>Project</u> <u>Name</u>	Geographic Region	<u>Status</u>	RLS Contact	Contact Phone#	RLS Contact E-Mail
B1	Service	Buyout	HVAC Bldg Controls and Refrigeration Businesses	\$1.0 - \$4.0	Any	Cool Cat	Mid-Atlantic	Active	David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
B2	Chemicals Distribution	Buyout	Corporate Buyer	\$1.0 - \$20.0	Any	REC Chem	Entire U.S.	Active	David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
ВЗ	Hardware Distribution	Buyout	International Corporate Buyer	\$2.0 - \$20.0	Any	Hardware	Entire U.S.	Active	David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
В4	Tools, Industrial Hardware, Safety Equip and MRO	Buyout	International Corporate Buyer	\$2.0 - \$20.0	Any	Traveler	Entire U.S.	Active	David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
В5	Substance Abuse and Addicition Clinics and Rehab Facilities	Buyout	Corporate Buyer	\$2.0 - \$50.0	Any	Rehab	Eastern U.S.	Active	David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
В6	Pet and Vet Care and Services, Food and Beverage Mfg, Specialty Distrib, B2C and B2B Services	Buyout	Private Investor	\$1.0-\$20.0	\$0.4-\$2.0	Bear	Mid-Atlantic and Chicago	Active	David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
В7	Textiles	Buyout	Manufacturers & Distributors of Linens and Uniforms	\$1.0 - 10.0	Any	Weaver	USA	Active	Rob Rae	610-389- 7559	rrae@rlsassociates.com
В8	Food and Beverage	Buyout or Capital Infusion	Food, Beverage, Snack Food and Sauces	\$2.0-\$50.0	Any	Juice Box	Eastern U.S.	Active	David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
В9	Manufacturing	Buyout	Entrepreneurial Buyer	\$1.0 - \$20.0	>\$0.3	Legacy	Mid-Atlantic, Southeast & TX	Active	Doug Karan	215-885- 7572	dkaran@rlsassociates.com
B10	Service	Buyout	Plumbing and HVAC	\$1.0 - \$4.0	Any	County	South New Jersey	Active	Barry Ketner	610-505- 2963	<u>bketner@rlsassociates.com</u>

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PROSPECTIVE SELLERS

	<u>Sector</u>	Transaction Type	<u>Description</u>	Revenues (\$MM)	Adjusted EBITDA (MM)	Project Name	Geographic Region	<u>Status</u>	RLS Contact	Contact Phone#	RLS Contact E-Mail
PS1	Manufacturing	Sale or Growth Capital	High Tech Proprietary Shooting and Target Systems for Special Forces SWAT and Consumer			Crosshairs	International		Rob Rae	610-389- 7559	rrae@rlsassociates.com
PS2	Fabrication	Sale: RLS Client is Buyer	Fabrication and Specialty Packaging	\$4 - \$5	\$0.7 - \$1.0	Soft and Safe	Mid Atlantic		Doug Karan	215-885- 7572	dkaran@rlsassociates.com
PS3	Manufacturing	Sale	Injection Molder	\$7.0	\$1.0	Inject It	Eastern U.S.		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS4	Services	Sale	Well-established private investigations firm for insurance companies, lawyers, TPAs, corporations, and individuals.	\$4MM- \$5MM	\$0.5MM- \$0.8MM	Sherlock	Eastern U.S.		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS5	Manufacturing	Sale	Home Décor and Giftware Products	\$30.0	\$7.5	Décor	Eastern U.S.		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS6	Services	Sale	Third Party Logistics and Specialty Moving for High End and Fragile Goods and Equipment	\$5.0	\$1.0	Mastiff	Eastern U.S.		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS7	Services	Buyout	Landscaping and Lawn Maintenance Business	\$3.0	\$0.3	Rolling Green	Eastern U.S.		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS8	Service	Sale	Solar Installation - Residential & small Commercial	\$3.0		Sunshine	Eastern U.S.		Adam Wishkovsky	215-882- 4312	awishkovsky@rlsassociates.com
PS9	Manufacturing	Sale	Manufacturer of engineered stone counters, tubs, shower enclosures etc.	\$3.0	\$0.4	Counter	Eastern U.S.		Adam Wishkovsky	215-882- 4312	awishkovsky@rlsassociates.com
PS10	Medical Service	Strategic Buyout	Lab EMR/EHR Software	\$5.0	\$1.0	Lab-Rec	Eastern U.S.		Barry Ketner	610-505- 2963	bketner@rlsassociates.com
PS11	Service	Sale	Business consulting services	\$25.0	\$5.0	Lion	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS12	Contractor/ Construction	Sale	Commercial, Industrial and Institutional Roofing Co	\$12.0	\$1.0	Rooftop	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS13	Consulting	Sale	Nche Financial Consulting Boutique Serving Non-Profit, Government and Financial Clients	\$6.0	\$2.0	Sage	Eastern U.S.		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS14	Software	Sale or Merger	Al malware software research platform. Complete malware remediation and new research.			Guardware	International		Rob Rae and David Bernstein	610-389- 7559	rrae@rlsassociates.com
PS15	Service and Distribution	Seller	Repair and Leasing of Medical Equipment (non insurance reimbursed)	\$11.0	\$1.3	QG Cos	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS16	Software	Exit for Private Equity	Worker Safety Application	\$2.0	\$0.2	Sentry	UK & Eastern U.S.		Rob Rae	610-389- 7559	<u>rrae@rlsassociates.com</u>

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PROSPECTIVE SELLERS (contd)

	Sector	Transaction Type	<u>Description</u>	Revenues (\$MM)	Adjusted EBITDA (\$MM)	<u>Project</u> <u>Name</u>	Geographic Region	<u>Status</u>	RLS Contact	Contact Phone#	RLS Contact E-Mail
PS17	Patented Medical Product Manufacturer	Sale or Minority Equity	Patented spinal product portfolio centering around fusion and minimally invasive surgeries. >200	\$46.0	\$4.8	Spine	Mid Atlantic		Rob Rae	610-389- 7559	rrae@rlsassociates.com
PS18		Sale	M2M/IoT specialists for asset management	\$23.0	\$3.1	M2M	Eastern US		Rob Rae	610-389- 7559	rrae@rlsassociates.com
PS19	Manufacturing	Sale	Wireless equipment for M2M/IoT applications	\$8.0	\$1.2	Modem	Midwest US		Rob Rae	610-389- 7559	rrae@rlsassociates.com
PS20	Manufacturing	Sale	Manufacturer of Building Product Chemicals	\$6.5	\$1.2	Ultra Durable	Mid Atlantic		Doug Karan	215-885- 7572	dkaran@rlsassociates.com
PS21	Service / Contracting	Sale	HVAC and Plumbing Service and Replacement	\$6.4	\$0.6	Drain It	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS22	Fitness Services	Sale	Orange Theory Chain Operator 4-6 stores	\$7.2	\$1.6	Navel	United States		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS23	Manufacturing	Sale	Custom Machining and Machinery Mfg w Proprietary Sensor Equip Line	\$5.2	\$0.7	Machine Man	Mid Atlantic		David Bernstein	302-992- 0400	dbernstein@rlsassociates.com
PS24	Manufacturing & Service	Sale	Paper mfg, recycling and brokerage business	\$18.4	\$1.8	Green Paper	Mid Atlantic		Doug Karan	215-885- 7572	dkaran@rlsassociates.com
PS25	Manufacturer	Sale	Temperature Resistant Industrial Fiber and Fabric Manufacturing and Distributor	\$6.0	\$1.0	Sandy	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS26	Manufacturing and Distribution	Sale	Temperature Resistant Industrial Fiber and Fabric Manufacturing and Distributor	\$30.0	\$1.5	Fabric	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS27	Service	Sale/Recap	Design/Engineering and Project Management for Water Flow	\$35-\$50	\$3-\$6	Stormy	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS28	Manufacturing	Sale	Connector and Tubing Component Manufactiurer	\$6.0	\$0.5	Tubular	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS29	Manufacturing	Sale/Buy	Highly Automated Production Run Machining Business	\$2.5	\$0.5	Maker	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS30	Service / Contracting	Sale	Underground Infrastructure and Utilies Contractor	\$80.0	\$9.0	Earthworks	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS31	Distribution	Sale	Aircraft parts and systems. Stocking distributor partners with OEMs.	\$16.0	\$5.0	Plane Parts	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS32	Service and MSP	Sale or Majority Equity	Managed IT Svcs and Communications SMB. VoIP and Unfied Comm, cloud backup, data/network security	\$7.3-\$7.4	\$0.6-\$0.8	Unified	Mid Atlantic		David Bernstein and Doug Karan	302-373- 2239	dbernstein@rlsassociates.com

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PROSPECTIVE SELLERS (contd)

	<u>Sector</u>	Transaction Type	<u>Description</u>	Revenues (\$MM)	Adjusted EBITDA (\$MM)	Project Name	Geographic Region	<u>Status</u>	RLS Contact	Contact Phone#	RLS Contact E-Mail
PS33	Contractor / Construction	Sale	Commercial and Industrial Roofing Contractor	\$6.0	\$1.2	Top Hat	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS34	Manufacturing / Distribution / Retail	Sale / Merger	Vertically integrated confectionery company with established landmark brands	\$6.1	\$0.3 - \$1.0	Sweet Tooth	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS35	Services - Entertainment	Sale	5 Stumpy's Hatchet houses	\$4.0	\$0.5	Chop	United States		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS36	Distribution and Installation	Sale	Building Products Distribution and Installation	\$68.0	\$5.9	Broadway	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS37	Industrial Contracting and Fabrication	Sale	Industrial Mechanical Contractor forming/welding stainless and carbon steel, and aluminum for water treatment / industry. Turnkey install, design, fabrication, installation & testing.	\$17.5	\$1.0	Aqua Fab	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS38	Building Products Sale and Installation	Sale	Flooring and related products sales and installation.	\$17.0	\$0.8	Jester	East Coast		Rob Rae	610-389- 7559	<u>rrae@rlsassociates.com</u>
PS39	Services	Management Buyout or Sale	Office environments manufacturing and installation	\$66.0	\$4.3	Office Space	East Coast		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS40	Manufacturing	Sale	Manufacturer of Vinyl Pool Liners and Sheet	\$3-\$4	\$0.3-\$0.5	Liner	East Coast		David Barton	215-262- 7070	dbartion@rlsassociates.com
PS41	Services	Sale	Commercial and Industrial Roofing Contractor	\$26.0	\$3.0	Roof Ranger	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PS42	Services	Sale	Excavation, Sweeping and Other Site Work	\$6.0	\$0.4	Situs	Mid Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com

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PROSPECTIVE BUYERS

	<u>Sector</u>	Transaction Type	Description	Revenues (\$MM)	Adjusted EBITDA (\$MM)	<u>Project</u> <u>Name</u>	Geographic Region	<u>Status</u>	RLS Contact	Contact Phone#	RLS Contact E-Mail
PB1	Services - Logistics, Warehousing, Transport	Buyout	Corporate Buyers and Private Equity Buyers	\$10.0 - \$100.0	Any	Freight	Entire U.S.		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PB2	Services - Managed Service Providers & IT	Buyout	Corporate Buyer	\$1.0 - \$5.0	Any	Tony IT	Mid-Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PB3	Manufacturing, Distribution and Service	Buyout	Entrepreneurial Buyers	\$1.0 - \$8.0	\$0.3 - \$1.0	Crew	Mid-Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PB4	Services - BPO	Buyout	Corporate Buyer	\$2.0-\$30.0	Any	ВРО	Mid-Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PB5	Manufacturing of Doors and Access Pdts	Buyout	Corporate Buyer	\$1.0-\$10.0	Any	Door	Mid-Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PB6	Manufacturing Instruments and Sensors	Buyout	Corporate Buyers (2)	\$1.0-\$50.0	Any	Sense It	Mid-Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PB7	Manufacturing Electronic Component and Systems	Buyout	Corporate Buyers (2)	\$3.0-\$30.0	Any	Primary	Mid-Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PB8	Services Franchise Businesses	Buyout/Recap	Private Equity Group	\$10.0 - \$50.0	\$2.0 +	Franchisor	Mid-Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
РВ9	Manufacturing Metal Products	Buyout	Corporate Buyer	\$5.0 - \$25.0	Any	Metal Head	Mid-Atlantic		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PB10	Manufacturing - Specialty Chemicals	Buyout/Recap	We have Corporate and Private Equity Buyers	\$2.0 - \$100.0	Any	Chem 1	Any		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PB11	Software	Buyout/Recap	Corporate Buyer Proprietary Software and Services for Pharma and Life Sciences	\$2.0 - \$40.0	Any	Insight	Any		David Bernstein and Doug Karan	302-373- 2239	dbernstein@rlsassociates.com
PB12	Consumer Products Manufacturers	Buyout	Family Office	\$10.0 - \$50.0	Any	Quick	Entire U.S.		David Bernstein	302-373- 2239	dbernstein@rlsassociates.com
PB13	Metal Component & Equipment Mfg	Buyout	Investor Group	\$5.0 - \$10.1	\$0.5 - \$1.5	Big Z	Mid-Atlantic		Barry Ketner - David Bernstein	610-505- 2963	bketner@rlsassociates.com
PB14	Manufacturing	Buyout	Adhesives, Coating, Sealant and Surfactant Corp Buyer	\$2.0 - \$10.0	Any	Wilbur	Any		David Bernstein and Doug Karan	302-373- 2239	dbernstein@rlsassociates.com