

2007
FOUNDED

\$15 - \$150M
EQUITY INVESTMENTS

25+
YEARS DEDICATED TO
SECTORS BY SFW PRINCIPALS

\$10-500M
REVENUE

\$800M+
TOTAL CAPITAL COMMITMENTS

17
INVESTMENTS COMPLETED
SINCE INCEPTION

\$212M
EQUITY INVESTMENT IN GLG

Break-even
MINIMUM EBITDA

What kinds of companies does SFW invest in?

SFW invests in companies that **provide critical tools to help other businesses make better decisions and/or become more efficient.** These companies, which include **providers of hardware, software, data and information, services and consumables,** provide a high return on investment for their customers.



Business Characteristics

- Enabled via proprietary IP, network effects, specialized analytics, and/or technical know-how
- Carry high brand value with customers
- Embedded in mission-critical customer workflows
- Automate key processes and tasks
- Support high ROI decisions



Transaction Types

- Recapitalizations of founder-owned and family businesses
- Management-led and complete buyouts
- Corporate carve-outs / divestitures
- Public to private transitions
- Partnerships with strategic or financial buyers
- Add-on acquisitions for select portfolio companies (strategic fit is more important than size or profitability)

We are control-oriented investors, but we will selectively consider minority investments.

Information & Software

- Vertical Market Software
- Information services
- Workflow automation software
- Business Intelligence and Data Analytics
- Competitive Information & Benchmarking
- Decision Support Software
- Technology-enabled business services

Industrial & Healthcare Technology

- Test and measurement devices
- Analytical instrumentation
- Life Sciences tools
- Lab, Clinical and Industrial Automation solutions
- Critical Outsourced Services (including Test, Inspection, Certification and Compliance services, CRO, CDMO, testing labs, and systems integrators / VARs)
- High-value components and consumables
- Related Software, Informatics and HCIT

End Markets

- Biopharma, Diagnostics, Medical Device, Clinics and Healthcare Providers
- Industrial Manufacturing and Public Infrastructure
- Energy and Power
- Food, Agriculture & Beverage
- Consumer and Retail
- Technology, Media and Telecom
- Aerospace & Defense
- Transportation & Logistics

SFW invests across all end markets; the ones listed above represent examples.

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To share new investment opportunities, please reach out to Andrew Cialino.

CURRENT INVESTMENTS



DaySmart Software
Acquired in September 2016
Ann Arbor, MI

A leading provider of business management solutions to consumer-focused small-and-medium sized businesses.



Devada
Acquired in October 2017
Cary, NC

A leading platform for software developer focused technical content and a leading provider of knowledge and community management solutions for technology organizations.



Filttec
Acquired in November 2013
Torrance, CA

A leading provider of automated inspection instruments and systems to the global beverage industry.



GLG (Gerson Lehrman Group)
Invested in December 2015
New York, NY

A leading global platform for professional learning and decision-making, serving business leaders, investors, consultants, social entrepreneurs, and other leading knowledge professionals.



Keypoint Intelligence
Acquired in December 2011
Fairfield, NJ

A leading independent provider of analytical information and services to the digital imaging and document management industry.



Swiftpage
Acquired in May 2018
Denver, CO

A leading provider of customer relationship management software and related solutions to small-and-medium sized businesses.

PRIOR INVESTMENTS



AGDATA, LP
Exited in July 2014
Charlotte, NC

Acquired by Vista Equity Partners

A leading provider of strategic data and analytical solutions to the agricultural and animal health sector.



EsSEN Bioscience
Exited in May 2017
Ann Arbor, MI

Acquired by Sartorius AG

A leading provider of critical analytical information, software, reagents and services used in cell-based life sciences research.



MD Buyline, Inc.
Exited in August 2014
Dallas, TX

Acquired by TractManager

A leading provider of strategic information and analyses to healthcare services companies.



Spectro Scientific
Exited in November 2018
Chelmsford, MA

Acquired by AMETEK (NYSE: AME)

A leading provider of predictive analytics for maintenance of critical assets, comprised of sophisticated instrumentation, consumables, proprietary algorithms and software.



IAG Research*
Exited in May 2008
New York, NY

Acquired by Nielsen

A leading provider of real-time syndicated information on television advertising effectiveness and in-program product placement and related reported tools.



Mettler-Toledo International*
IPO in November 1997
Greifensee, Switzerland

NYSE: MTD

A leading manufacturer of precision weighing instruments and related instrumentation, consumables, and software.



Telephia, Inc.*
Exited in August 2000
San Francisco, CA

Acquired by Nielsen

A leading provider of independent marketing, competitive, and network quality information and related analytical tools and software for the communications sector.



Waters Corporation*
IPO in November 1995
Milford, MA

NYSE: WAT

A leading manufacturer of high performance liquid chromatography, mass spectrometry and related research instruments and software.

*The investments in these entities were led by members of SFW management prior to the formation of SFW in an unrelated entity where the members of SFW management were principals.

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