

Joseph B. Alala, III
President and CEO
704.376.5502

Jack McGlinn
Director & COO, Raleigh Office
919.806.4590

Chris Norton
Director of Underwriting
704.376.5502

Jay K. Turner
Director, Dallas Office
214.295.3022

Kenneth S. Berryman
Director, Louisville Office
502.387.8767

Seth D. Ellis
Director, Orlando Office
407.648.5097

Michael S. Marr
Director of Portfolio Monitoring
704.376.5502

Lynne Girts
Director of Accounting
704.376.5502

Keith Carlson
Vice President
704.376.5502

Richard G. Wheelahan, III
Associate
704.376.5502

Alvin Butler
Associate
407.648.5097

Michael Schmidt
Analyst
704.376.5502

Davis Hutchens

RECENT TRANSACTION



CapitalSouth Partners is pleased to announce its participation in the recent buyout of Corporate Visions by a leading mid-west private equity firm. CapitalSouth Partners provided \$6.0 million of subordinated debt and \$2.0 of equity co-investment to facilitate the transaction. Corporate Visions assists blue chip clients to differentiate themselves from competitors. The two major components of the Company's service offering include Power Messaging and Power Positioning. Power Messaging equips sales organizations with the skills needed to "stand out"

in a crowded market. Power Positioning targets senior marketing and sales professionals and provides multi-day industry and solution-specific training seminars.

ABOUT CAPITALSOUTH PARTNERS

CapitalSouth Partners was founded in 1998 to provide private equity and mezzanine capital to lower middle-market companies. Since its inception, CapitalSouth has closed over 60 transactions. With over \$600 Million under management through multiple committed funds, CapitalSouth actively seeks to invest in lower middle-market companies located primarily in the South, but also throughout the U.S.

CapitalSouth Partners is headquartered in Charlotte, NC and operates full-service offices in Dallas, TX, Louisville, KY, Raleigh, NC and Orlando, FL.

Ideal Investment Criteria, Deal Size and Types of Financings

Ideal Investment Criteria:

Greater than \$10MM in trailing revenues

Analyst
704.376.5502

Katie Mecum
Marketing Coordinator
704.376.5502

M. Hunt Broyhill
Partner
704.376.5502

Greater than \$3MM in trailing EBITDA
Strong historical and sustainable financial performance
Limited customer concentration
Deep and experienced management team

Deal Sizes and Types of Financings:

\$5MM to \$25MM with larger amounts arranged through syndications
Growth Capital
Add-on Acquisitions
Management or Leveraged Buyouts
Recapitalizations
Control Buyouts

CapitalSouth Partners | 4201 Congress Street; Suite 360 | Charlotte, NC 28209
Website: capitalsouthpartners.com | Email: info@capitalsouthpartners.com | Phone: 704-376-5502
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