



Sunland Capital is a privately-owned holding company established in 2009 to “Buy, Build and Hold” a portfolio of attractive, growth-oriented businesses. Sunland Capital acquires niche energy, industrial and infrastructure service companies in the lower middle-market. Sunland Capital’s principals have a proven track record of structuring and closing transactions as well as building small businesses into much larger companies.

Sunland Capital is strategically positioned as an attractive alternative for business owners looking to sell their company. Unlike traditional private equity buyers, Sunland Capital does not have to sell or “exit” its companies due to a defined fund life nor does Sunland Capital burden its companies with significant amounts of debt. Unlike many strategic buyers, Sunland Capital keeps the brand name and management team in place after acquiring a company and continues building the business and the team over a long-term timeframe.

## Sunland Overview

- Over 45 Years of Experience Buying & Building Companies
- Existing Operating Companies Currently Employ Over 200 People
- Patient, Long-Term View of Organic Growth Opportunities & Acquisitions
- Focused on Building Value a Little at a Time Over a Long Period of Time
- No Exit Requirement or Timeframe

## Investment Criteria

- Size: Revenues of \$5 MM to \$25 MM & EBITDA of \$1 MM to \$5 MM
- Geography: Southern U.S., Mid-Continent & Rocky Mountains
- Ownership: 100% Buy Out
- Management: Retain & Incentivize Key Company Management
- Competitive Position: Defensible with Barriers to Entry

## Investment Strategy

- Focus Proactively on Specific Themes in Targeting Acquisitions
- Partner with Good Management Teams
- Pursue Aggressive but Prudent Growth (Internal & Acquisition)
- Enhance Each Operating Company’s Profile to Create Long-Term Value
- Use Minimal Amounts of Bank Debt in Buying & Building Businesses

## Strategic Advantages

- Minimal Involvement in Operating Companies’ Day-to-Day Operations
- Provide Strategic Direction & Foster Ideas for Operational Improvement
- Enhance Financial Expertise, Systems & Internal Processes
- Leverage Overall Company’s Purchasing Power (Insurance, Benefits, IT, Etc.)
- Assist in Sourcing, Evaluating & Executing Add-On Acquisitions

## Operating Companies



Delta  
Daylighting



Javeler Marine  
Services



Lobo  
Trucking



Pete Martin  
Drilling

J. Eddie Soileau  
Chairman  
jesoileau@sunlandconstruction.com

Colin M. McCormick  
President & CEO  
cmccormick@sunland-capital.com

Todd M. Hunter  
Controller  
thunter@sunland-capital.com