



F.N.B. Capital Corporation

SUMMARY FACT SHEET

F.N.B. Capital Investment Team:

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Contact Us

Please contact the investment team by phone or e-mail to discuss a new opportunity.

Firm Values

F.N.B. Capital believes in the power of win-win partnerships. We pride ourselves on the core values of integrity, hard work, fairness and trust. We insist our relationships begin with open dialogue and honesty. We believe these values - combined with creative ideas and implementing a well thought-out plan - result in a clear path to success.

About F.N.B. Capital

F.N.B. Capital, based in Pittsburgh, PA, is an investment firm which provides mezzanine and equity investments to stable and/or growing companies in the lower middle market. We partner with equity sponsors, management teams and business owners who seek financing to pursue acquisitions, recapitalize businesses, purchase companies or fund growth initiatives.

Experience and Financial Strength

F.N.B. Capital has invested in 15 companies since 2006 and is a wholly-owned subsidiary of F.N.B. Corporation (NYSE: FNB), a \$9.0 billion financial holding company. We are supported by an Advisory Board with exceptional operating and investment experience.

How We Invest

- Subordinated / mezzanine debt
- \$2 – \$9 million investment size
- Equity investments and co-investments
- Focus on Midwest and Mid-Atlantic regions

Investment Criteria

- \$10 million of revenue or greater
- EBITDA margins of at least 10%
- Historical profitability or growth
- Stable and/or growing markets
- \$2 million of EBITDA or greater
- Experienced management team
- Strong market position
- No start-ups or project financing

Transactions Types

- Leveraged Buyouts
- Management Buyouts
- Intergenerational Transfers
- Equity Sponsor Buyouts
- Strategic Acquisitions
- Growth Capital
- Recapitalizations & Dividend Recaps
- Non-Sponsored Buyouts

Industries We Invest In / Expertise In:

- Manufacturing
- Plastics
- Specialty distribution
- Technology / IT
- Specialty and healthcare services
- Defense / Forensics
- Engineered components
- Food / Staples

Why F.N.B. Capital?

- We are committed to building long-term relationships, and promise to respond quickly to all initial inquiries.
- We think outside the box to uniquely tailor our investment proposals to the specific needs of the client. This approach includes flexible terms, structures, and maturities, providing a distinct advantage to companies and business owners.
- We offer straightforward negotiation, with transactions closed on substantially the same terms under which we enter discussions.
- We develop strong partnerships and relationships with our clients and have the financial strength to grow with you.

F.N.B. Capital Corporation, LLC

5004 McKnight Rd. | Pittsburgh, PA 15237 | www.fnbcapital.com



Representative investments:

	<p>\$2,700,000 Mezzanine Financing for Management Buyout \$500,000 Mezzanine Financing for Add-On Acquisition</p>	<p>Titusville, PA June 2006 March 2007</p>
	<p>\$6,500,000 Mezzanine Financing for Recapitalization</p>	<p>Buffalo, NY April 2010</p>
	<p>\$3,000,000 Mezzanine Financing for Recapitalization</p>	<p>Boston, MA December 2010</p>
	<p>\$5,000,000 Mezzanine Financing for Acquisition</p>	<p>Mars, PA December 2010</p>
	<p>\$5,000,000 Mezzanine Financing for Management Buyout Note: Exited November, 2010 via a refinance</p>	<p>Buffalo, NY June 2008</p>
	<p>\$2,000,000 of Mezzanine Financing for Leveraged Buyout</p>	<p>Scottsdale, PA January 2008</p>
	<p>\$10,000,000 of Mezzanine Financing for Growth Capital The B.J. Alan Company</p>	<p>Youngstown, OH October 2009</p>
	<p>\$3,500,000 of Mezzanine Financing for Management Buyout Note: Exited May, 2010 via a sale to a publically traded company</p>	<p>Horsham, PA November 2007</p>
	<p>Mezzanine Financing for Leveraged Spin-Off and Growth Capital</p>	<p>Pittsburgh, PA June 2010</p>
	<p>\$3,500,000 in Subordinated Notes For Sponsor Acquisition</p>	<p>Southport, NC November 2008</p>
	<p>Mezzanine Financing for Corporate Divesture Mezzanine Financing for Recapitalization</p>	<p>Corry, PA August 2006 September 2008</p>
	<p>Thorley Industries, LLC. Series C Equity Offering</p>	<p>Pittsburgh, PA July 2007</p>