

# BDO CAPITAL ADVISORS ANNOUNCES THE RECAPITALIZATION OF THE INSCO GROUP BY CHICAGO GROWTH PARTNERS

**BDO Capital Advisors, LLC** (“BDO Capital”) is pleased to announce the closing of the recapitalization of The InSCO Group, (“InSCO” or the “Company”) by Chicago Growth Partners (“CGP”). As the exclusive financial advisor to InSCO, BDO Capital prepared a confidential offering memorandum, identified a highly targeted list of potential buyers, and assisted management in structuring and negotiating the transaction.

InSCO, a third generation family owned company, sells products into the emerging science and technology markets along with traditional industrial, manufacturing and government contracting companies. The Company conducts operations through five business units, each with a dedicated, highly-trained sales force focused on specific product lines.

InSCO carries more than 5,000 products in-stock from industry-leading manufacturers including Pall Corporation (“Pall”), Parker Hannifin, Atlas Copco, Pneumatic Products, Wilden Pumps, Goulds Pumps, DuPont Performance Elastomers and Rogers Corporation. The Company has many long-term relationships with its suppliers, anchored by its 35-year Pall relationship.

InSCO sells primarily to the Northeast’s fast-growing biotechnology market where it resells Pall products, a recognized global leader in filtration, separation and clarification products. Blue chip clients in the biotechnology drug manufacturing arena include Wyeth, Amgen, Lonza, Abbott and Bristol-Myers. In addition to the above, Pall-related industrial filtration products are sold to process manufacturers such as Anheuser-Busch, Kodak and IBM that are used in a variety of applications.

The acquirer, Chicago Growth Partners, founded in 2004 and based in Chicago, Illinois, is a private equity firm specializing in investments in expansion capital, buyouts, and industry consolidations in middle market growth companies. The firm focuses on the business and consumer services, healthcare products and services, IT, and industrial sectors. For expansion capital, it invests between \$5 million and \$25 million in companies having minimum revenues of \$10 million. With regards to buyouts, the firm invests between \$10 million and \$40 million in companies with minimum revenues of \$20 million, minimum EBITDA of \$5 million, and in transactions ranging between \$20 million and \$300 million.

## ABOUT BDO CAPITAL ADVISORS, LLC

BDO Capital Advisors, LLC, a wholly-owned affiliate of BDO USA, is a leading middle market investment bank that focuses on sell-side advisory, acquisition advisory, capital raising and board advisory services with offices located throughout the United States. The firm has deep industry knowledge, extensive cross-border transaction experience and superior execution capabilities. The firm has broad industry expertise and contacts having closed transactions within the Manufacturing & Distribution, Consumer, Food & Retail, Healthcare & Life Sciences, Business Services, Energy & Natural Resources and Technology, Media & Telecom sectors. Our seasoned investment bankers have collectively advised on hundreds of transactions for a variety of clients including family-owned businesses, entrepreneur-led companies, public corporations and leading private equity firms. Our professionals also draw upon the full depth and breadth of BDO USA’s national resources which include 60+ offices and over 5,000 professionals located through the United States.

The firm has worldwide access to buyers, sellers and offshore investors via the Corporate Finance practices of BDO International’s network of independent member firms which have been ranked collectively as a Top 5 global M&A mid-market advisor based on total deal volume announced in 2016, according to Thomson Reuters SDC. BDO International Corporate Finance firms operate in approximately 60 countries with over 2,000 professionals who are able to meet the investment banking needs of clients across the globe.

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