

## STAG Capital Partners Overview

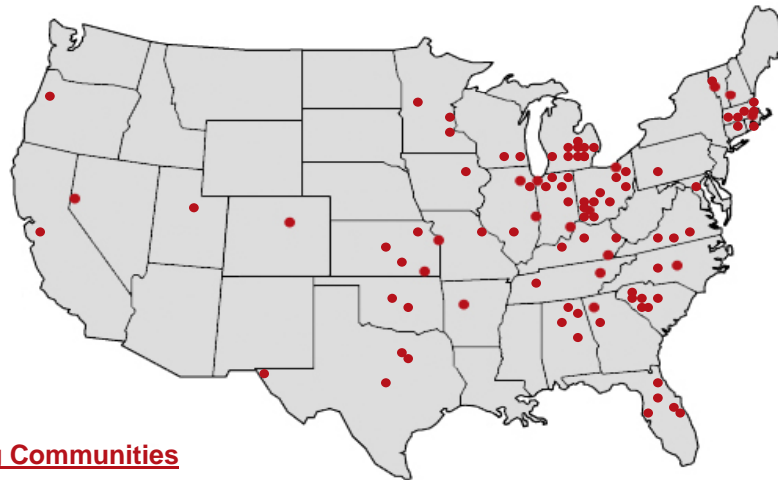
- Provides real estate sale-leaseback proceeds to private and sub-investment grade companies and to firms in turnaround mode
- Willing to purchase warehouse, manufacturing, distribution, and office properties in tertiary and rural locations in the US and Europe
- Committed capital; acquired over 150 properties totaling \$1 billion in the last 4 years
- Property values range from \$3 - \$50 million in value

## Sample Properties



## Recent Sale-Leaseback Transactions

ADS Logistics  
 CPAC / Fuller Brush  
 Customized Structures  
 Dura-Line  
 Engineered Materials Solutions  
 Goody's Family Clothing  
 Palmer Manufacturing  
 TAB Products



## Benefits of a Real Estate Sale-Leaseback

- Properties typically sell at higher multiples (9x-11x) than the operating company (5x-7x)
- Provides more than 100% of appraised value in some instances
- Often cheaper than debt financing and has less restrictive covenants
- Provides capital to finance growth, pay down debt, return equity, or increase liquidity

## Sample Properties



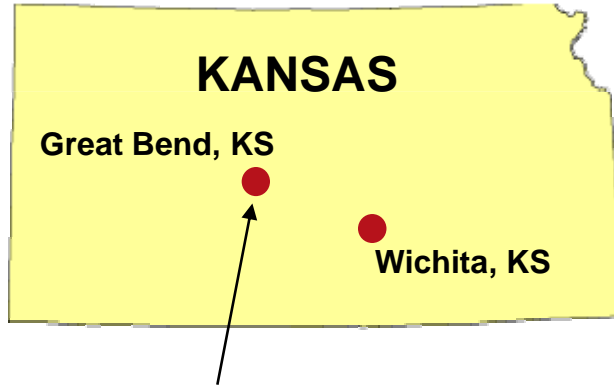
## STAG works with the PE, I-Banking and Lending Communities



## STAG's Dedicated Sale-Leaseback Team

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**Great Bend, a rural community with approximately 15,000 residents, is located 120 miles from Wichita**

Company: CPAC, Inc. / The Fuller Brush Company

Private Equity Sponsor: Buckingham Capital

Location: Great Bend, Kansas

Size: 572,000 square feet



- The Fuller Brush Company, which began in 1906, manufactures commercial, industrial, and household cleaning products, as well as custom brushes and personal care lines. CPAC, Inc., the parent company of The Fuller Brush Company, was acquired in 2007 by Buckingham Capital, a New York-based private equity firm, in a public-to-private LBO.
- Concurrent with the LBO of CPAC, Buckingham entered into a sale-leaseback on Fuller Brush's 572,000 square foot headquarters facility. Buckingham never took title to the property and STAG was able to provide a much higher level of proceeds for the property relative to traditional financing sources.
- Due to the rural nature of the market, few sale-leaseback providers were able to get comfortable with transaction.
- STAG was able to comfortably underwrite the real estate, the market, and the tenant and enter into a sale-leaseback transaction with the Company.