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## **PRESS RELEASE**

### **Mezzanine Management**

#### **Sells stake in Waterbury and generates exits of \$100m from funds in last three months**

Mezzanine Management, the independent mezzanine and private equity provider, today announces the sale of Waterbury Companies Inc. ("Waterbury"), a US-based manufacturer and marketer of hygiene and pest control products, to Wind Point Partners, a Chicago-based private equity fund.

The total consideration for the transaction is undisclosed although it represents a multiple of over 8 times 2004 EBITDA.

In the last three months, Mezzanine Management has generated exits of \$100 million from funds relating to the refinancing of TDF, the French transmission towers business; the partial refinancing of Integrated Dental Holdings, one of the UK's largest dental chains, which Mezzanine Management backed in its public-to-private in June 2004; and the sale of Waterbury amongst other transactions.

Mezzanine Management backed the management buyout of Waterbury in August 1998 from Carpenter Technology Corporation, a NYSE-listed manufacturer and distributor of specialty alloys, following its acquisition of Talley Industries. The initial capitalisation at the time of the buyout represented a multiple of less than 6 times forecast EBITDA. Mezzanine Management's investment comprised a mezzanine loan facility and significant minority equity participation.

Waterbury is headquartered in Connecticut and has operations in the US, Canada and Europe. Its range of products includes air freshening and sanitising products, pest and agricultural insect control.

Commenting on the sale of Waterbury, Robert Davies, Managing Director of Mezzanine Management who acted as non-executive chairman of Waterbury, said:

"Waterbury has been an excellent investment for Mezzanine Management. The company has grown consistently, both organically and through acquisitions in Europe and Canada, and we have worked together to make significant strategic changes to the business, which have proved decisive in building real value for all the investors."

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Rory Brooks, Founder Director of Mezzanine Management, added:

“We continue to focus on mid-market and self-sponsored mezzanine investments, where we believe there are attractive returns, particularly at a time when pricing at the LBO end of the mezzanine market has become particularly aggressive. Waterbury provides an excellent example of a successful self-sponsored transaction where Mezzanine Management provided mezzanine and minority equity in the company to support its growth through acquisition and organically.”

- Ends -

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## Notes to editors

### Mezzanine Management

- Mezzanine Management Limited (“MML”) was founded in 1988 and was the first independent mezzanine investor in Europe. Over the past 16 years, it has evolved into one of the leading independent European mezzanine and private equity investment firms with over US\$1.4 billion invested in 71 companies across 10 countries.
- MML companies advise funds that provide mezzanine and private equity to growth companies in the US and across Europe. The funds typically invest between €10 million and €50 million in each company in a range of transaction situations including buy-outs, buy-ins, development capital and acquisition finance.
- It has offices in London, Paris, Frankfurt and Stamford, Connecticut in the US. It employs 13 investment professionals.
- MML has over €1 billion under management, raised from third party investors comprising institutions based in Europe, the US, the Middle East and the Far East. Its current fund, Mezzanine Management Fund III, closed in June 2000 with a final closing of just under US\$530 million.