

Manufactured Products Overview

Selected Portfolio Companies



Baird Capital Partners acquired Medical Education Technologies, Inc. (METI) from L-3 Communications. METI is a leader in developing and selling high-fidelity human patient simulation products and related services to the healthcare education and training marketplace.

October 2008



Baird Capital Partners formed MedPlast with the acquisition and merger of two leading healthcare products manufacturers. The merger of ATP's Engineered Rubber & Plastics Group and K&W Medical Specialties, Inc. creates a leading healthcare platform.

April 2008



Baird Capital Partners acquired The Mayline Group, which provides high-quality, value-based desking, seating and modular workstations for all segments of the contract furniture market, as well as innovative products for niche segments of the office furniture market.

April 2007



Baird Capital Partners formed Backyard Leisure with the acquisition and merger of Backyard Adventures, Inc., and Leisure Time Products, Inc. Backyard Leisure is the leading North American supplier of ready-to-assemble outdoor play sets.

February 2007

Investment Criteria and Approach

Baird Capital Partners makes buyout investments in U.S. companies in industries where our expertise, capital and broad network of resources complement portfolio companies' business objectives and strategy. BCP's Manufactured Products investment team seeks change-of-control and growth investments in established and profitable companies valued between \$25 and \$125 million, with EBITDA between \$5 and \$15 million. We leverage in-depth industry knowledge, global operating resources in Europe, the United States and Asia, an experienced investment team and portfolio management program to serve as a value-added partner for lower middle-market companies in the Manufactured Products sector.

We focus on subsectors where we have a firm understanding of the underlying dynamics, trends and opportunities, including:

Healthcare

- Medical Supplies and Consumables
- Healthcare Contract Manufacturing
- Healthcare Training and Education
- Fragmented Specialties

Industrial/Commercial

- Process Controls
- Specialty Equipment
- Energy Infrastructure
- Infrastructure

Specialty Consumer

- Pet Products
- Personal Products
- Lifestyle/Hobby Products
- Lawn and Garden Products



Select Baird Capital Partners Portfolio Companies

Healthcare



Medical Education Technologies, Inc. (METI®)

Invested: October 2008

Sarasota, Florida

Medical Education Technologies, Inc. (METI) is a leader in interactive human patient simulation. More than 2,000 organizations worldwide utilize METI's technology, including leading medical institutions such as the Mayo Clinic, Harvard, Cornell and Stanford.



MedPlast, Inc.

Invested: April 2008

Tempe, Arizona

MedPlast is a manufacturer of precision molded plastic and rubber products, principally serving the healthcare and select commercial markets. MedPlast operates five plants across the United States, serving the thermoplastic, silicone and rubber molding markets with technical excellence and world-class manufacturing.



Ellman International, Inc.

Invested: February 2008

Oceanside, New York

Ellman is a manufacturer of electro-surgery devices that improve outcomes and reduce scarring in dermatological, dental, soft tissue and other surgical procedures in the United States, Europe and Asia.

Industrial/Commercial



The Mayline Group

Invested: April 2007

Sheboygan, Wisconsin

The Mayline Group is an award-winning designer, manufacturer and distributor of innovative office furniture. Mayline provides high-quality, value-based desk, seating and modular workstations for all segments of the small business furniture market, as well as innovative products for niche segments of the corporate furniture market.

Specialty Consumer



Backyard Leisure Holdings, Inc.

Invested: February 2007

Pittsburg, Kansas

Backyard Leisure supplies ready-to-assemble outdoor, wood play sets in the United States, Canada, the U.K. and Mexico. Merchandise is sold through mass market, warehouse club, home improvement, and specialty dealer network channels.

Baird Capital Partners Overview

Baird Capital Partners, the U.S.-based buyout fund of Baird Private Equity, invests in lower middle-market companies in the Healthcare, Business Services and Manufactured Products sectors. Baird Capital Partners leverages its deep sector knowledge, experienced investment team and extensive global operating resources to drive value in its portfolio companies. Baird Capital Partners is supported by operating resources in China (Beijing, Hong Kong and Shanghai) and India (Bangalore) focused on facilitating and executing Asia sourcing, manufacturing and distribution strategies for BCP's portfolio companies. For more information, please visit bairdcapitalpartners.com.

Baird Capital Partners Manufactured Products Team

Andrew Brickman
Partner
312-609-4702
abrickman@rwbaird.com

Gordon Pan
Partner
312-609-5498
gpan@rwbaird.com

Aaron Lillybridge
Principal
312-609-4661
alillybridge@rwbaird.com

Gordon Liao
Vice President
312-609-4671
gliao@rwbaird.com