

February 4, 2021

Pillsman Partners Invests in Edge One Inc. of Stoughton, WI

Pillsman Partners, LLC ("Pillsman"), a Greenwich, CT-based private investment firm, is pleased to announce its investment in Edge One Inc. ("E1" or the "Company"). Based in Stoughton, WI, E1 is the region's largest independent full-service provider of automatic teller machines (ATMs) and other financial equipment to both financial and retail customers, establishing itself as an integrated, single-source expert in ATM portfolio management. Pillsman partnered with Edge One's owners, management and Peninsula Capital Partners (Detroit, MI) in a recapitalization of the business that provided Edge One with capital it intends to use to grow organically and via targeted acquisitions.

The Company provides both first-line and second-line maintenance to its vast network, including hardware & software services, transaction processing, compliance management, as well as secure cash replenishment and transport. As an authorized service provider for NCR, Hantle, Genmega and Nautilus Hyosung sells, installs and supports a range of ATMs, Interactive Teller Machines (ITMs), and money handling equipment to a range of financial and retail customers.

Jeff Hayes, Edge One's President, stated, "We are excited to partner with Pillsman and Peninsula as we believe they share the same values we do. After an extensive search within our region looking for an opportunity like this, we found that Pillsman and Peninsula exceeded our hopes for a firm with which we can continue our tradition of excellent service, deep expertise, and an environment our clients and associates want to be a part of."

The transaction closed on December 4th, 2020. Bridgewood advised Edge One in the recapitalization.

Pillsman Partners, LLC focuses on private investments in businesses which generate \$2 to \$15 million of EBITDA and operate in markets such as specialty chemicals, advanced materials, engineered components and related business services. Pillsman Partners works to collaboratively support management teams and owners in growing businesses over the long term, investing in transactions throughout North America. Since 2013, the firm has closed five platform investments.

Peninsula Capital is a private equity investment firm that has raised seven investment partnerships totaling approximately \$2 billion of committed capital. Peninsula provides customized capital solutions to middle-market businesses seeking funding to complete acquisitions, support growth, buyback stock or address other special situations requiring capital. Since 1995, the firm has closed over 130 platform investments.

Chris Eichmann
chris@pillsmanpartners.com
203-302-9570

Edwin Burke
edwin@pillsmanpartners.com
203-302-9571

www.pillsmanpartners.com
