



CI Capital Partners Completes Sale of Galls to Charlesbank

Boston, MA and New York, NY – January 31, 2018 – Charlesbank Capital Partners, LLC announced today that it has acquired Galls, North America’s leading distributor of uniforms and equipment to the public safety market. Charlesbank’s managed funds, together with the existing Galls management team, acquired the company from CI Capital Partners. Terms of the transaction were not disclosed.

Founded in 1967, Galls represents the largest distributor of uniform and equipment to public safety personnel, including police, fire, EMS, private security, corrections, federal/military, and postal. With headquarters in Lexington, KY, Galls services customers through a national catalogue, convenient eCommerce site, more than 50 dedicated sales reps, 80 locations, and its proprietary “eQuip” online solution serving state and local agencies. Each year, more than one million men and women in the public safety, postal and public transportation industries depend on Galls for their essential equipment and apparel.

“With CI Capital’s support, Galls completed 20 add-on acquisitions, expanding into new markets and customer segments and transforming Galls into a national business,” said Mike Wessner, Chief Executive Officer of Galls. “We are grateful for CI Capital’s partnership and believe we will be able to build on this momentum with Charlesbank.”

“Due to the hard work of the management team and Galls’ dedicated employees, Galls has established itself as a critical partner to the public safety, private security, postal and public transportation industries,” said Sam Bartlett, Charlesbank Managing Director. “We are thrilled for the opportunity to invest in Galls and believe there is tremendous potential for the company to continue its growth trajectory. We look forward to supporting the company in its next phase.”

Timothy Hall, Managing Director at CI Capital, added, “We have a long history of executing our buy and build strategy in the distribution industry, and Galls is the latest example of this. We thank the management team for their hard work throughout our partnership and wish Galls the very best moving forward.”

Moelis & Company and Paul, Weiss, Rifkind, Wharton & Garrison LLP advised Galls for this transaction. Houlihan Lokey and Goodwin Procter LLP advised Charlesbank.

About Galls

Galls, LLC, is “Proud to Serve America’s Public Safety Professionals.” Together with its subsidiaries, Galls represents the largest distributor of uniform and equipment to public safety personnel, including police, fire, EMS, private security, corrections, federal/military, and postal. Each year, more than one million men and women in the public safety, postal and public transportation industries depend on Galls for their essential and robust selection of equipment and apparel, ranging from customized uniforms, sunglasses and boots/shoes to body armor, handcuffs, medical kits and light bars. Founded in 1967, Galls is a trusted resource for fast, convenient and reliable public safety equipment, supplies and gear. Galls is headquartered in Lexington, KY, and boasts an associate team of 1000-plus based throughout the United States that services customers through an award-winning national catalog, convenient eCommerce site, more than 50 dedicated sales reps, 80 locations, and the eQuip agency online solution. Learn more at www.galls.com.

About CI Capital Partners

CI Capital Partners LLC, a leading North American private equity investment firm with approximately \$2.4 billion in assets under management, has been investing in middle-market companies since 1993. CI Capital forms partnerships with experienced management teams and entrepreneurs to build substantial businesses through add-on acquisitions, organic growth and operational improvements. Since inception, CI Capital and its portfolio companies have made over 260 acquisitions representing over \$9 billion in enterprise value. To learn more about CI Capital Partners, please visit www.cicapllc.com.

About Charlesbank Capital Partners

Based in Boston and New York, Charlesbank Capital Partners is a middle-market private equity investment firm managing more than \$5 billion of capital. Charlesbank focuses on management-led buyouts and growth capital financings, generally investing in companies with enterprise values of \$150 million to \$1.5 billion, and also engages in opportunistic credit investments. The firm seeks to partner with strong management teams to build companies with sustainable competitive advantage and excellent prospects for growth. For more information, please visit www.charlesbank.com.