

McNally Capital seeks to apply its **hands-on experience, institutional capabilities, and proprietary value creation framework** to its portfolio companies to benefit management teams in their next phase of growth and build value for McNally Capital’s investors.

McNally Capital is a private equity firm targeting **thesis-driven investments**, specifically **founder-, family-, and management-owned companies**. The firm was founded in 2008 by Ward McNally, whose family owned and operated Rand McNally & Company for over 100 years. **These roots provide a deep appreciation of building and scaling companies that shape industries and endure for generations**. Our limited partners are comprised of **like-minded institutional investors and family offices**. The firm is currently investing out of McNally Capital Fund II, LP.

INDUSTRIES OF FOCUS

AEROSPACE & DEFENSE		INDUSTRIALS	BUSINESS SERVICES
INVESTMENT THESIS: NATIONAL SECURITY	INVESTMENT THESIS: AEROSPACE	INVESTMENT THESIS: INDUSTRIAL TECHNOLOGY & AUTOMATION	AREAS OF INTEREST:
<ul style="list-style-type: none">Automated SystemsTechnology-Enabled ServicesData / AnalyticsCommunications & Operations SupportMission Advancement / ModernizationAdvanced TechnologiesCybersecurity	<ul style="list-style-type: none">Component MRO & Service Providers to MROElectronics / Software Sub System Development / IntegrationComplex Mechanical Assembly	<ul style="list-style-type: none">Control System IntegratorsDigital Transformation ServicesIndustrial & Warehouse Automation <div>-----</div> AREAS OF INTEREST: <ul style="list-style-type: none">Water & WastewaterEngineered ProductsEnvironmental Services	<ul style="list-style-type: none">Testing, Measurement, & InspectionFacilities ServicesTech-enabled & Professional ServicesBusiness Process Outsourcing

INVESTMENT CRITERIA

PARAMETERS	COMPANY ATTRIBUTES	DEAL DYNAMICS
<ul style="list-style-type: none">\$5-20M EBITDA\$15-40M EquityMajority equity stakePrudent use of leverage to support long-term growth	<ul style="list-style-type: none">U.S. / Canada-basedStrong management team willing to stay & invest in the businessEBITDA margins at or above marketHigh FCF / modest capexManageable structural obstacles (e.g. union, environmental, regulatory)	<ul style="list-style-type: none">Founder, family, or management-influenced sale decisionInterested in like-minded institutional investors & family capitalIdentified Industry PartnerEconomic incentive alignment

ADVANTAGES TO PARTNERSHIP WITH MCNALLY CAPITAL

Business Owners, Investment Banks, & Brokers

-  Our proven value creation framework serves as a navigation tool for achieving our jointly developed vision for growth
-  Alongside our seasoned industry partners, we provide deep sector expertise, operating experience, and strategic guidance
-  Intimate understanding of preserving the legacy, culture, and people who have contributed to a company’s success
-  Deep network with 800+ family and institutional investors who can facilitate growth and provide additional support

Family Offices & Other Investors

-  Opportunity for investors to scale investments through an attractive, family-backed private equity investment platform
-  Unmatched investment access to founder-, family-, and management-owned businesses
-  Leverage the expertise, execution, and support of the McNally investment platform
-  Valuable and resourceful peer-to-peer family office network

PORTFOLIO COMPANIES

CURRENT



Provides end-to-end national security advisory services through Enterprise Security, Digital Transformation, and Strategic Consulting



HVAC & plumbing mechanical contractor and services provider serving primarily the healthcare, education, commercial & industrial, and civic end markets



Provides intelligence and national security advisory services, cyber services, and specialized training to government and commercial clients



ALTAMIRA

Delivers innovative, mission-focused analytics and engineering solutions to the U.S. national security community

FEDDATA

Provides IT products and services to the Department of Defense, Intelligence Community, and commercial markets



Designs highly-engineered computing systems for Fortune 500 customers

REALIZED



Designs and manufactures moisture and oxygen analyzers and sensors, primarily serving the natural gas sector

Realized Jan. 2024



Provides strategic staffing, consulting and direct hire solutions to corporate clients

Realized Dec. 2023



Delivers services in supply chain and transportation management, freight logistics, and distribution/fulfillment

Realized June 2021



Engineers and manufactures advanced avionics equipment

Realized Dec. 2020



Market leading distributor of sports nutrition and wellness products

Realized May 2021

THE MCNALLY CAPITAL TEAM



Ward McNally

Founder, Co-CEO,
& Managing Partner



Lou Rassey

Co-CEO &
Managing Partner



Ravi P. Shah

Partner



Michael Ember

Principal



Brian Grogan

Chief Financial
Officer



Nicole M. Henderson

Head of Fundraising
& Investor Relations



Tyler Ashley

Head of Business
Development



Phoebe McGue

Vice President of
Investment Research



Sahil Mathur

Vice President



Zach Wood

Vice President



Luther Rice

Senior Associate



Mary Pizzo

Senior Associate,
Fundraising & IR



Nick Guarino

Associate



Chad Mateja

Accounting
Manager



Hilary Padilla

Office Manager

CONTACT US

Tyler Ashley – Head of Business Development
(312) 767-2511 | tashley@mcnallycapital.com

Nicole M. Henderson – Head of Fundraising & Investor Relations
(312) 757-5158 | nhenderson@mcnallycapital.com