

Houston Wire & Cable Case Study



Details

Houston Wire & Cable Co. (NASDAQ: HWCC) is the leading distributor of specialty wire and cable products to the United States electrical distribution market. The company is headquartered in Houston, Texas. www.houwire.com

Investment Merits

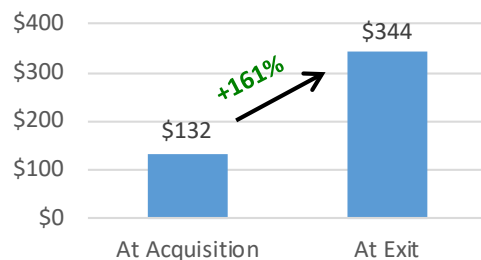
- Market leader in US specialty wire and cable distribution with unmatched breadth of products and services
- Numerous organic growth opportunities in new products, new channels and new regions
- Fragmented industry ripe with consolidation opportunities
- Strong management team

Key Accomplishments

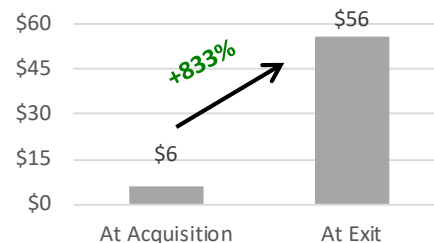
- Organized Independent Board of Directors and governance best-practices
- Oversaw extension into new product lines (including private branded products) and new sales channels
- Recruited CEO and expanded senior management team
- Successfully completed acquisition of chief competitor
- Oversaw implementation of Operational Excellence Program and reduction in cost structure
- Completed IPO in June 2006

Company Performance & Value Creation

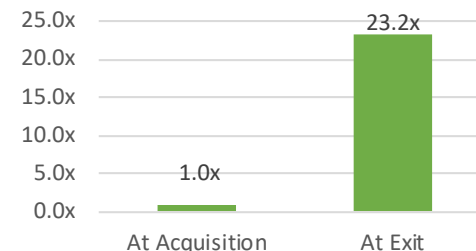
Revenue



EBITDA



Equity Value (MoIC)



(\$ in MM's)