

COMPANY OVERVIEW

Leading Provider of Warehouse Identification & Facility Optimization Solutions

ID Label, Inc. is a leading provider of warehouse identification and facility optimization solutions, serving global multi-site manufacturers, distributors, and 3PLs. The Company designs, manufactures, and installs custom barcode labels, durable rack labels, asset tags, warehouse signs, and floor-marking solutions, with nationwide installation support. Its comprehensive portfolio enables customers to standardize warehouse identification, improve operational efficiency, reduce labor costs and errors, and consolidate multiple facility identification needs through a single trusted partner.

30+
YEARS IN BUSINESS

~80
EMPLOYEES

Lake Villa, IL
HEADQUARTERED

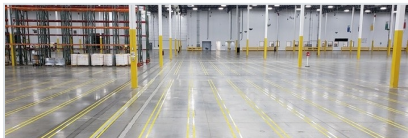
CURRENT CAPABILITIES & PRODUCTS



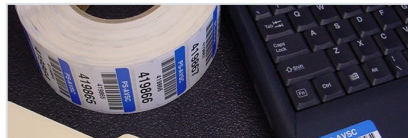
Warehouse Labels & Rack Signs



Nationwide Installation Services



Floor Marking Solutions



Asset Tags & PCB / Calibration Labels



Medical & Laboratory Labels



Library Labels & Lumber Tags



Custom, Variable-Imaged Label Solutions

TARGET ADD-ON CRITERIA

ID Label is seeking add-on acquisitions of businesses that manufacture or supply similar or complementary products, and is also seeking to expand its end-market exposure. Strategic acquisitions would include:

- **RFID, barcode ticketing, and labeling solutions**
- **Security / Authentication solutions (currency marking, transport tracking, and supply chain applications)**
- **Supply chain solutions (safety, floor markings, signage)**
- **Manufacturing solutions (tracking production of goods)**
- **Variable POS and stock label solutions**
- **Asset tags / track-and-trace labels (focused outside of warehouse solutions)**

\$3M+
REVENUE — TARGET ADD-ON SIZE

TARGET END MARKETS



Defense



Library / Education



Warehouse / Dist. Centers



Healthcare / Pharma



Electronics



Food / Cold Storage



3PLs



Manufacturing



Beauty

STRATEGY OVERVIEW

Actively Seeking Add-On Partnerships

The River Team is actively seeking partnerships with ID Label that complement the current business model while expanding the product portfolio and end markets.

ADD-ON CRITERIA

\$3M+

REVENUE
ADD-ON SIZE

TARGET END MARKETS

 Defense	 Library / Education	 Warehouse / Dist. Centers
 Healthcare / Pharma	 Electronics	 Food / Cold Storage
 3PLs	 Manufacturing	 Beauty

CAPABILITIES SOUGHT

- RFID, barcode ticketing, and labeling solutions
- Security / Authentication solutions (currency marking, transport tracking, and supply chain applications)
- Supply chain solutions (safety, floor markings, signage)
- Manufacturing solutions (tracking production of goods)
- Variable POS and stock label solutions
- Asset tags / track-and-trace labels (focused outside of warehouse solutions)

ID LABEL LEADERSHIP

ID Label is led by a deep, strong management team that strives to create long-lasting relationships by solving their customers' pain points and helping companies bring their products to market seamlessly. ID Label is also supported by River Associates Investments.

ABOUT RIVER ASSOCIATES

River Associates Investments, LP ("River Associates"), a private equity firm based in Chattanooga, TN that focuses exclusively on investing in the lower middle-market, and has prior experience investing and growing businesses in the manufacturing space. River Associates has partnered with founder-owned businesses and management teams similar to ID Label for over 30 years, and the firm is currently investing its eighth committed investment fund.

130+
TOTAL
INVESTMENTS

35+
YEARS INVESTING
IN LMM

75+%
FOUNDER / FAMILY
OWNED TRANSACTIONS

\$345M
COMMITTED
FUND VIII (active)

BENEFITS OF PARTNERING WITH ID LABEL & RIVER

 DIVERSIFY NET WORTH (monetize majority of investment)	 ACCELERATE GROWTH (access capital, M&A expertise, infrastructure to scale faster)	 ACCESS TO DEEP RESOURCES (leverage tenured relationships and deep operating experience)	 SECOND BITE OF THE APPLE (opportunity to reinvest and share in future growth)
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Please reach out to the River Associates team to discuss potential opportunities.

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