



Riverside

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**RIVERSIDE QUEUES UP 19TH ACQUISITION OF 2008**  
*Purchases UK-Based Queue Products Leader for REF III Portfolio*

**(August 7, 2008)** – The Riverside Company has acquired a worldwide leader in the queue products industry – Tensator Group Ltd. The UK-based manufacturer represents Riverside’s 19th acquisition of 2008 and the eighth investment this year for Riverside Europe Fund III (“REF III”).

Tensator, and its U.S. subsidiary, Lawrence Metal Products, sells its products to tens of thousands of end-users, including Heathrow Airport, Barclays, Macy’s, Southwest Airlines, Target and The Empire State Building. The company’s flagship product, TensabARRIER, is a barrier that is omnipresent in airports, retail spaces and other queuing areas around the globe. The barriers consist of a metal post with a retractable sleeve that interconnects with other posts, making for a dynamic queuing solution for applications of virtually any size. TensabARRIER helps control crowds in more than 170 countries around the world, and the company continues to develop new product categories.

“Tensator has proven capable of identifying needs in the queuing industry, then innovatively meeting those needs with new products,” said Eric van den Eijnden, Riverside Partner in Amsterdam. “The company offers more than 500 SKUs and is poised for continued growth. One area of focus will be further international expansion, both through organic growth, as well as through potential add-on acquisitions which we will actively seek out.”

Since 2002, Tensator has pioneered custom space management solutions that accelerate queues, reduce wait times, generate marketing value and improve sales. The product line includes IQM – interchangeable shelving and merchandising systems, signage and advertising accessories; and eQ - electronic queuing – an electronic call forwarding system that provides queue management statistical reporting and digital media.

“We are excited about what Riverside’s global capabilities and expertise in growing companies can do for our business,” said Alan McPherson, Tensator Group Chief Executive Officer. “We are looking forward to assistance from Riverside for Asia sourcing and expansion and will rely on their experience in this area in order to strengthen our leadership position in the queue management market.”

Working with van den Eijnden on the acquisition from Riverside were Adam Pietruszkiewicz, Vice President, Peter Parmentier, Director, and Marcin Goszyk, Analyst. The transaction was sourced by Robert Landis, Partner and leader of the firm’s North American Origination Team and transferred to Karsten Langer, Partner and leader of the European Origination Team. Jones Day advised Riverside on the transaction and debt funding for the transaction was arranged by Lloyds TSB Corporate Markets.

[www.riversidecompany.com](http://www.riversidecompany.com)

**The Riverside Company**

The Riverside Company is the largest global private equity firm focused on the smaller end of the middle market (“SEMM”) and is one of the industry’s most experienced leveraged buyout investors. Riverside specializes in investing in premier SEMM companies (those valued up to \$200 million) and partners with strong management teams to build companies through acquisitions and value-added growth. Since 1988, the firm has invested in 195 transactions with a total enterprise value of \$3.4 billion. Its current portfolio in the U.S., Europe and Asia numbers 64, with combined annual sales of \$3 billion, EBITDA of \$468 million and more than 14,000 employees. Riverside offers the resources to complete acquisitions smoothly and in as little as 45 days - thanks to its sizeable pool of capital under management (nearly \$2 billion in nine funds), over 170 professionals in 17 offices (Amsterdam, Atlanta, Brussels, Budapest, Chicago, Cleveland, Dallas, Los Angeles, Madrid, Munich, New York, Prague, San Francisco, Seoul, Stockholm, Tokyo and Warsaw), and long-standing relationships with partner lenders. Five of seven of the firm’s mature vintages are currently top quartile, and the firm’s investors include the world’s leading pension funds, endowments, funds-of-funds, insurance companies and banks. Please visit [www.riversidecompany.com](http://www.riversidecompany.com) and [www.riversideeurope.com](http://www.riversideeurope.com) for more information.

**The Tensator Group**

Based in the United Kingdom, The Tensator Group is the world’s leading queue management provider with the largest range of crowd control, in-queue merchandising, electronic call forward and display and signage products. Tensator is famous for inventing the TensabARRIER retractable post, which is now a common feature in many queuing environments. Its customer base spans international blue chip retailers, airport terminals and banking outlets globally. For more information, please visit [www.tensator.com](http://www.tensator.com).

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