



## Direct Investing for Family Offices

**We partner with family offices to make and manage direct equity investments in middle market companies and actively work with management to drive shareholder value creation**

### PARTNER.

- Family offices and high net worth individuals with a net worth of \$50 million to \$1+ billion
- Management teams and sellers seeking a long-term growth orientated partner that will be an astute steward for the business they have built
- World-class operating partners and highly accomplished industry executives in industries of interest

### INVEST.

- Flexible investment horizon, longer than that of a traditional private equity firm
- Long-term perspective allows us to build businesses through the execution of a strategic plan and incremental investment, rather than relying on financial engineering
- Utilize lower levels of leverage, enabling us to support growth in the business and fund strategic investment

### GROW.

- Value the knowledge and experience of incumbent owners and management teams
- Leverage the knowledge and relationships of our family office partners, many of whom are current or former business owners, to create incremental value
- Utilize experienced operating partners to augment, guide or develop portfolio company leadership

## Investment Focus



### INDUSTRIES & END MARKETS

#### Industrial:

- ◆ Automotive
- ◆ Aerospace & Defense
- ◆ Transportation
- ◆ Heavy Equipment
- ◆ Distribution
- ◆ Plastics & Packaging

#### Consumer:

- ◆ Branded Products
- ◆ Food Co-packing
- ◆ Food Co-manufacturing
- ◆ Distribution



### FINANCIAL

- ◆ Equity Investment of \$3 – \$30 million
- ◆ Revenue of \$10 – \$200 million
- ◆ EBITDA up to \$25 million



### OPPORTUNITIES

- ◆ Owners looking to exit or obtain liquidity
- ◆ Businesses seeking long-term growth oriented partners
- ◆ Distressed & turnarounds
- ◆ Corporate divestitures



**Modineer Co.**

Niles, MI

Platform: November 2018

Modineer Co. is a leading manufacturer and fabricator of low to medium volume complex metal components and assemblies for the automotive, military, truck/trailer and industrial markets utilizing stamping, roll forming welding, machining, painting, e-coating and other specialty processes

**Thunderbird Plastics**

Shelbyville, IN

Platform: December 2017 | Addon: May 2018

Thunderbird Plastics is a manufacturer and marketer of branded injection molded drinkware and other plastic products for the retail, fundraising, promotional products and industrial markets

**Peeled Snacks**

Cumberland, RI

Investment: April 2014 | May 2015

Branded, premium organic snack company with a significant presence in leading natural and traditional grocers, airport retail locations and online retail

**F&B Mfg.**

Phoenix, AZ

Platform: May 2011 | Addon: June 2012

F&B Manufacturing is a leading provider of highly specialized, precision component parts and sheet metal sub-assemblies for the aerospace, automotive, power generation and semi-conductor industries

**Metal Impact**

Elk Grove Village, IL

Platform: January 2010 | Addon: May 2015

Metal Impact is an aluminum impact extruder serving the automotive, medical, military/defense, aerospace, consumer products, and agricultural equipment industries

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