



HERITAGE GROWTH
PARTNERS

- Mutual Respect
- Integrity
- Trust
- Excellence
- Servant Leadership

Patient Capital & Collaborative Resources Invested in Partnership with Management

Founded in 2014, **Heritage Growth Partners** is a private, family investment office focused on making non-control equity investments in partnership with owner-managers and working together with management to accelerate growth and create long-term value. Heritage Growth takes a collaborative approach to investing, with the goal of building true partnerships with management that are enhanced by patient and flexible family capital and ongoing strategic, financial and operational support.

The Heritage Difference

Family Office



- Patient and flexible capital
- Customized solutions with no set investment period
- Focus on long-term value creation

Non-Control



- True partnerships with owner-managers who retain control
- Relationships built on shared values
- Collaborative approach

Growth Focus



- Strategies for organic growth
- Expertise in acquisition growth
- Partner companies average 3x revenue and 4x profit increase

Committed Resources



- Deep personal relationships
- Ongoing support across strategic, operational and financial initiatives
- Extensive network of expertise

Partnership Criteria

Business Characteristics

- Extraordinary Management
- Strong Corporate Culture and Focus on Values
- Continuing Owner-Manager Engagement
- Headquartered in the South / Southeast
- EBITDA Targets: Platform Partnerships: \$5 - \$15M
Add-On Acquisitions: \$1 million+

Uses of Capital

- Provide Partial Liquidity to Active Shareholders
- Retire Exiting Shareholders
- Support Organic Growth Strategies
- Fund and Execute Acquisitions
- Pay Down Debt to Increase Flexibility

Focus Industries

- Manufacturing & Distribution
- Recycling & Reclamation Services
- Repair & Maintenance Services
- Specialty Business Services



Select Partnerships



- CAB provides global engineering, manufacturing and supply chain management services to OEMs and distributors across a variety of industrial sectors and geographies
- Heritage partnered with CAB's owners to (i) support organic growth, (ii) reduce and refinance existing debt and (iii) develop the company as a proven acquisition platform
- Heritage is working alongside management to develop and execute on a long-term value creation plan, which includes organizational development and international supply chain diversification

ENGINEERING → MANUFACTURING → DISTRIBUTION



Active



- Creative Sign Designs provides end-to-end consulting, design, fabrication, installation and ongoing maintenance of custom signage solutions
- Heritage partnered with the CEO and owner to: (i) support the transition of an exiting shareholder, (ii) refinance debt to provide flexibility and (iii) implement a growth program
- The Company is executing a 5-year growth plan, which includes strategies to expand Creative's recurring National Brands business and implement a scalable acquisition program

DESIGN → FABRICATION → INSTALLATION



Active



- East West provides turnkey design services, specialty manufacturing and distribution capabilities across multiple industries and geographies
- Heritage partnered with East West's founders to (i) facilitate the retirement of a shareholder, (ii) refinance high-rate and inflexible existing debt, (iii) support organic growth and (iv) fund an acquisition program
- Over a 6-year investment, Heritage Growth worked alongside management to increase sales from \$70M to \$500M through strong organic growth and 8 add-on acquisitions

DESIGN → MANUFACTURING → DISTRIBUTION



Realized

Team



Alex Mammen
Managing Partner

30+ years experience investing in, advising and growing family-owned businesses



Evan Toporek
Partner

25+ years experience as a CEO & Owner and advising private businesses



Jarrett Arkin
Principal

11+ years experience across private equity, investment banking and operations

Jack Wilson
Associate

5+ years in investment banking, corporate operations and accounting



Jagger Barnes
Associate

4+ years in financial restructuring, distressed M&A and capital markets

