

- 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

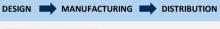
- Creative Sign Designs provides end-toend consulting, design, fabrication, installation and ongoing maintenance of custom signage solutions
- Heritage partnered with the CEO and owner to: (i) support the transition of an exiting shareholder, (ii) refinance debt to provide flexibility and (iii) implement 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



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 highrate 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





Realized

## <u>Tea</u>m



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





accenture



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





