

HERITAGE GROWTH

Patient Capital and 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 collaboratively with management to accelerate growth and create long-term value

# The Heritage Difference

# Family Office

- Invest patient and flexible family 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
- Work collaboratively with management

## Growth Focus

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

## **Committed Resources**

- Deep personal relationships
- Provide ongoing strategic, financial and operational support
- 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

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Global engineering, manufacturing and supply chain management services focused on precision steel, iron and aluminum cast, forged and fabricated components and assemblies to OEMs and distributors across a variety of industrial sectors and geographies



### **Investment Summary**

Completed a recapitalization to provide: (1) partial liquidity to the owners, (2) reduce leverage and (3) fund growth capital to support an organic and acquisition-driven value creation plan

### Value Creation

Heritage Growth is working with CAB on a variety of organizational and new business focused initiatives, including recruiting key personnel, creating management incentive programs and formulating an M&A strategy for acquisition-driven growth

## Select Partnerships



Nationally-recognized, full-service provider of consulting, design, fabrication, installation and maintenance services for custom exterior, interior and wayfinding signage and environmental graphic solutions across a diverse range of sectors



#### **Investment Summary**

Completed a recapitalization to: (1) provide liquidity to an exiting shareholder, (2) significantly reduce debt and (3) create a flexible capital structure for more aggressive organic and acquisition-driven growth

#### Value Creation

Heritage Growth helped Creative better define its value proposition and is focusing the business on diversifying into more recurring National Brands signage to compliment Creative's existing design and custom architectural signage capabilities



Global design, manufacturing and supply chain management services with a breadth of onshore, nearshore and offshore capabilities focused on the rapid realization of innovative products, from design through distribution



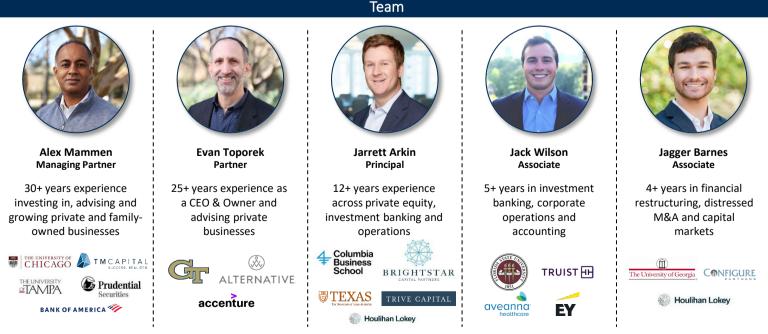


#### **Investment Summary**

Completed a recapitalization that included: (1) reducing debt, (2) providing liquidity to a retiring shareholder and (3) creating a flexible capital structure to support accelerated growth

#### Realization

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. Heritage exited its ownership through a majority recapitalization of the business



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