



**HERITAGE GROWTH**  
PARTNERS



***Patient Capital and Collaborative Resources  
Invested in Partnership with Management***

*Founded in 2014, Heritage Growth is a private, family investment office focused on making growth equity investments in partnership with owner-managers and working collaboratively with management to accelerate growth and create long-term value*

## The Heritage Difference

### Family Investment Office



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

### Aligned Partnerships (Non-Control or Control)



- True partnerships with owner-managers who retain substantial (>30%) ownership
- Relationships built on shared values
- Work collaboratively with management to accelerate growth

### Growth Focus



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

### Committed Resources



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

## Partnership Criteria

### Business Characteristics

- Extraordinary management
- Strong corporate culture and focus on values
- Continuing owner-manager engagement
- Headquartered in the South, Southeast or Midwest

### Uses of Capital

- Provide partial liquidity to active shareholders and / or retire exiting shareholders
- Support organic growth strategies
- Fund and execute acquisitions
- Pay down debt to increase flexibility

### Business Size

- Platform partnerships with \$5 - \$15M in annual cash flow / EBITDA
- Add-on acquisitions for platform partnerships with \$1M+ in annual cash flow / EBITDA

### Focus Industries

- Manufacturing & Distribution
- Niche Industrial Services
- Specialty Business Services

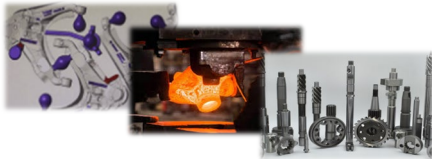


## Select Partnerships



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

ENGINEERING → MANUFACTURING → DISTRIBUTION



### Investment Summary

Completed a recapitalization to: (1) provide 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



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

DESIGN → FABRICATION → INSTALLATION



### 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

DESIGN → MANUFACTURING → 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

## Team



**Alex Mammen**  
Managing Partner

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



**Evan Toporek**  
Partner

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



**Jarrett Arkin**  
Principal

13+ years experience across private equity, investment banking and value creation implementation



**Jack Wilson**  
Associate

7+ years in private equity, investment banking, corporate finance, merger integration and accounting (CPA)



**Veronica Valencia**  
Associate

5+ years in sales operations, data analysis, automation and software development

