



**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)



- Continuing owner-managers who retain substantial (>30%) ownership
- Relationships built on shared values
- Work collaboratively with Company 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 business focused on precision steel, iron, aluminum and alloy cast, forged and fabricated components and assemblies for 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 debt 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 pursuing 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



East West
design • manufacturing • distribution

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
Partner

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