

HERITAGE GROWTH PARTNERS

Mutual Respect • Integrity • Trust
Excellence • Servant Leadership

Founded in 2014 and based in Atlanta, GA, Heritage Growth Partners is a private, family investment office that partners with driven operators seeking to acquire, lead and grow a business. We provide patient capital and hands-on support throughout the search, acquisition, growth and realization journey.

Business Acquirer Criteria

- Collaborative individual who values true partnership and alignment of core values
- Relationship-driven approach to sourcing, with a focus on developing proprietary acquisition opportunities and building trust with business owners
- Desire to be a committed acquirer and operator of a single business
- Demonstrated ambition, initiative, focus and high standards
- Prior operating and leadership experience in relevant target sectors
- Thesis-driven search, with clearly defined business and acquisition criteria that benefit from patient, flexible family capital and Heritage's resources
- Greater opportunity and likelihood for success by partnering with Heritage

The Heritage Difference

- Hands-on support during thesis refinement, search, diligence and closing
- Moderate leverage and flexible capital structure to support growth and operational improvement
- Focus on sustainable growth both organically and through acquisitions
- Dedicated, multi-disciplinary team providing ongoing strategic, financial and operational support to maximize value creation
- Deep personal and professional relationships and an extensive network of advisors and operators to support the business acquirer
- Meaningful business acquirer ownership and alignment of incentives
- Significant personal investment from the entire Heritage team

Heritage Partnership Paths

Incubation: Join us in our Atlanta office, with access to our networks, industry and transaction expertise, hands-on support and compensation. We will work alongside you throughout the search, diligence, closing, growth and realization journey.

Self-Funded: Wherever you are in your search, we'd like to hear from you. Bring your opportunity to Heritage early and we'll work alongside you from diligence to realization, with the full resources of our team and networks.

Investment Criteria

Transaction Criteria

- EBITDA: $3 - $7M
- Heritage Investment: $10 - $20M
- Conservative leverage to preserve flexibility and support growth
- Opportunity for business acquirer to increase upside through personal investment, rolled fees and other incentives

Geographic Focus

- Southeast
- Midwest

Target Industries

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

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HERITAGE GROWTH PARTNERS

Dedicated Team



Alex Mammen
Managing Partner

- 30+ years across family businesses, commercial lending, investment banking and private equity
- Completed 70+ M&A, private investing and financing transactions
- Supports operators on talent, growth strategy, acquisitions, merger integration, capital allocation, financing and other critical business decisions
- MBA, University of Chicago Booth School of Business and BS, University of Tampa



Evan Toporek
Partner

- 30+ years experience operating and advising businesses. CEO & Co-Owner of Alternative Apparel (sold to Hanesbrands)
- Consulting (Andersen – now Accenture) and private investing/advisory
- Draws on his experience as a former owner and CEO to support operational improvement, leadership development and sustainable growth
- BS, Industrial Engineering, Georgia Institute of Technology



Jack Wilson
Associate

- 8+ years in accounting and tax (CPA), merger integration, corporate finance, investment banking and private equity
- Provides financial analysis, performance reporting, accounting and tax insights and hands-on support for acquisitions, integrations and strategic initiatives
- BS, Finance and Accounting, Florida State University



Veronica Valencia
Associate

- 6+ years in sales operations, data analysis, automation, software development, talent and private equity
- Helps turn priorities into action through process improvement, data analysis, talent initiatives and cross-functional project execution
- MBA, University of Chicago Booth School of Business and BA, Wellesley College

Select Partnerships

CAB WORLDWIDE

Global engineering, manufacturing and supply chain management business focused on precision steel, iron and aluminum 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.

CREATIVE SIGN DESIGNS

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 business to complement Creative's existing design and custom architectural signage capabilities.

East West

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 sale to the Dell Family Office.