

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 focused on making equity investments alongside management teams to accelerate growth and build long-term value. We take a collaborative approach, with the goal of building true partnerships with management that are enhanced by patient, flexible family capital and ongoing strategic, financial and operational support.

The Heritage Difference

Family Investment Office

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

Aligned Partnerships (Non-Control or Control)

- Continuing management 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 management engagement
- Headquartered in the 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

5871 Glenridge Drive, Suite 450 ▪ Atlanta, Georgia 30328 | www.heritagegrowth.com

HERITAGE GROWTH PARTNERS

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 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 sale to the Dell Family Office.

Team



Alex Mammen
Managing Partner

30+ years across family businesses, commercial lending, investment banking and private equity



Evan Toporek
Partner

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



Jack Wilson
Senior Associate

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



Veronica Valencia
Associate

6+ years in sales operations, data analysis, automation, software development, talent and private equity