

## Overview

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- Founded in 1903
- Led 63 platform management buy-out transactions & 69 add-ons since 1982
- Indianapolis and New York offices
- Proven experiences in buying, building and creating value in middle-market companies
- 15 Portfolio Companies

## Why choose HKW?

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- Stable firm and long tenure of team
- Dedicated sourcing team
- Disciplined leverage philosophy
- Reliable partner with management
- Value creation driver: earnings growth
- Experience with add-on acquisitions
- Ability to close quickly

## Investment Criteria

### Business Services & Health & Wellness Sectors

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- Industry consolidations, corporate divestitures, generational changes in ownership, growth equity, management buy-outs & recapitalizations
- Equity investments which result in an acquisition of control
- Companies with talented management teams who want to own equity
- Private and public companies, or divisions of larger companies, headquartered within North America
- Companies with EBITDA between \$5M and \$30M
- Companies that we believe have a sustainable competitive advantage and defined growth strategy



## Sub-sector Examples

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### Business Services

- Electric Grid Services and Products
- Infrastructure Services
- IoT (Internet of Things)
- Software
- Tech-enabled Business Services
- Training and Education
- Water Services and Products

### Health & Wellness

- Better-for-You Consumer Products and Services
- Food and Beverage
- Healthcare Supplies and Distribution
- Outsourced Healthcare Services
- Pet Products and Services
- Physician Services / Alternative Site

## Current Companies

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|--|--|---|--|--|
| <p><b>Allied Vision Group</b></p>  <p><b>Fort Lauderdale, FL</b><br/>SIC Code: 8042<br/>national-lens.com<br/>Health &amp; Wellness</p> | <p><b>Brant InStore</b></p>  <p><b>Brantford, Ontario, CN</b><br/>SIC Code: 2752, 2759<br/>brantinstore.com<br/>Business Services</p> | <p><b>Certified Tracking Solutions</b></p>  <p><b>Edmonton, Alberta, CN</b><br/>SIC Code: 7372<br/>titangps.ca<br/>Business Services</p>   | <p><b>Fresh Direct Produce</b></p>  <p><b>Vancouver, CN</b><br/>SIC Code: 5148<br/>freshdirectproduce.com<br/>Health &amp; Wellness</p> | <p><b>CIVIX</b></p>  <p><b>New Orleans, LA</b><br/>SIC Code: 7371<br/>gocivix.com<br/>Business Services</p>                   |
| <p><b>Indigo Wild</b></p>  <p><b>Kansas City, MO</b><br/>SIC Code: 2841<br/>indigowild.com<br/>Business Services</p>                    | <p><b>Infab</b></p>  <p><b>Brantford, Ontario, CN</b><br/>SIC Code: 339113<br/>infabcorp.com<br/>Health &amp; Wellness</p>            | <p><b>JMFA (John M. Floyd &amp; Associates)</b></p>  <p><b>Houston, TX</b><br/>SIC Code: 8742, 7372<br/>jmfa.com<br/>Business Services</p> | <p><b>PANOS Brands</b></p>  <p><b>Rochelle Park, NJ</b><br/>SIC Code: 5141<br/>panosbrands.com<br/>Health &amp; Wellness</p>            | <p><b>Partners in Leadership</b></p>  <p><b>Temecula, CA</b><br/>SIC Code: 8742<br/>ozprinciple.com<br/>Business Services</p> |
| <p><b>Protect Plus Air</b></p>  <p><b>Hickory, NJ</b><br/>SIC Code: 5075<br/>protectplusair.com<br/>Health &amp; Wellness</p>         | <p><b>TRSB (Traductions Serge Bélair)</b></p>  <p><b>Montreal, QC</b><br/>SIC Code: 7389<br/>trsb.com<br/>Business Services</p>     | <p><b>Xirgo Technologies</b></p>  <p><b>Camarillo, CA</b><br/>SIC Code: 3663<br/>xirgotech.com<br/>Business Services</p>                 | <p><b>Royal Camp</b></p>  <p><b>Edmonton, Alberta, CN</b><br/>SIC Code: 7021<br/>royalcamp.com<br/>Other</p>                          | <p><b>UAG</b></p>  <p><b>Laguna Niguel, CA</b><br/>SIC Code: 5065<br/>urbanarmorgear.com<br/>Other</p>                      |

## Sourcing Team

### Ted Kramer

President & CEO  
317-705-8824  
tk@hkwinc.com

### Ryan Grand

Principal, Deal Generation  
317-805-1303  
rmg@hkwinc.com

### Lilly Green

VP, Deal Generation  
760-285-6595  
lg@hkwinc.com

### Indiana

8888 Keystone Crossing, Suite 600  
Indianapolis, IN 46240  
Phone 317-574-6900

### New York

420 Lexington Avenue, Suite 2633  
New York, NY 10170  
Phone 212-867-1010