

CLAIRVEST

INVESTMENT CRITERIA

Equity Investment: \$20M to \$100M

EBITDA: \$5M to \$50M

Partners: with significant ownership interest

30+ YEARS OF BUILDING STRATEGIC BUSINESSES

- Founded by successful entrepreneurs seeking to help the next generation of business owners achieve their goals
- Initial capital base of **\$25M** has grown to **\$1.7B** of equity under management
- Turned **\$700M** of invested capital into over **\$2.5B**

WHY CLAIRVEST

Industry Focused

- We pick industries first
- We bring sector knowledge and research methodology to sourcing, diligence and the portfolio

Partner-Oriented Investing

- We SEEK investments where we can be non-control investors alongside invested entrepreneurs
- We hold our investments longer and focus on value creation as opposed to financial engineering

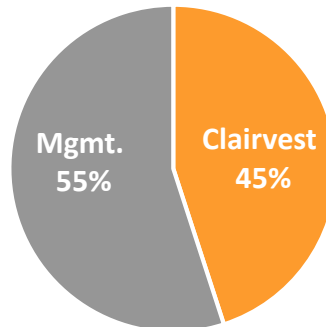
Alignment of Interest

- We invest our own money; 30% of latest Fund is from Clairvest
- 90% of Clairvest owned by management and the board

Business Building Support

- Clairvest offers support such as strategic planning and corporate development; third-party financing; recruiting of key personnel; and advising on exit when required
- Singular focus on building great businesses vs quick flips or timing markets

AVERAGE EQUITY SPLIT ACROSS
45 COMPLETED DEALS



6 years average partnership time

\$9.5B of debt and equity raised

290 add-on acquisitions completed by partners

\$2B+ of personal net worth created by our partners after Clairvest investment

EBITDA GROWTH OF LAST 8 PARTNERSHIPS:



Partnerships since 2000 grew average EBITDA by over **250%**