

# ONWARD | CAPITAL

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Onward Capital is a **Chicago-based private equity** firm making control investments in **industrial manufacturing** and **value-added distribution** companies.

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## Investment Criteria

- Size:**
- \$15 - \$100 million of revenues
  - \$3 - \$10 million of EBITDA
  - Add-ons of any size
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- Transaction Type:**
- Primarily control; will consider select minority transactions
  - Entrepreneur / family-owned businesses
  - Corporate spinouts
  - Private equity-owned companies
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## Industrial Sector Niches

- Precision components
  - Packaging
  - Industrial technology
  - Wire and cable
  - Plastics and synthetic materials
  - Specialty chemical
  - Aerospace and defense components
  - Energy, equipment and services
  - Value added distribution
  - Industrial services
  - Building products
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## Target Company Characteristics

- Leading position in served niche market
  - Mission critical products or services
  - Attractive financial metrics
  - Multiple avenues for growth
  - Serving fragmented industries with strong secular and macro trends
  - Potential for add-on acquisitions
  - Ability for Onward Capital to add value through our relevant experience
  - Will consider WBE / MBE companies
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## Key Contacts

Contact us and, together, let's move your business forward.

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The Onward Partners have completed 23 platforms investments and over 100 add-on acquisitions. These investments represent over \$1 billion of invested capital.

## Approach

Our model depends upon a collaborative partnership with our management teams. Together we develop and implement strategic plans to accelerate growth and increase shareholder value.

## What We Do

- Build a strategic Board of Directors
- Assist with human capital needs
- Lead corporate development efforts
- Support continuous improvement actions
- Provide access to growth capital

## Current Investments



- Rochester, MN based manufacturer of branded fiber optic polishing equipment and contract manufacturing services for aerospace and defense
- Acquisition closed on November 30<sup>th</sup>, 2016
- Add-on of Tech Manufacturing completed January 31<sup>st</sup>, 2018
- Actively seeking add-on acquisitions of aerospace and defense contract manufacturers



- Anderson, IN based manufacturer of electrical products for both commercial and residential end-markets
- Platform acquisition closed on March 8<sup>th</sup>, 2018
- Actively seeking add-on acquisitions of electrical safety products



- Rancho Cucamonga, CA based designer of LED solutions for commercial and industrial applications
- Platform acquisition closed on August 31<sup>st</sup>, 2018
- Actively seeking add-on acquisitions of other LED solutions providers

## Select Former Investments



Beacon Roofing Supply, Inc.



We bring more to the table.®