

ONWARD | CAPITAL

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

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 17 platform investments and over 40 add-on acquisitions. These investments represent over \$600 million 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



- Green Bay, WI based distributor of professional quality power tool accessories and hand tools for contractors, commercial automotive shops and DIYers
- Platform acquisition closed on December 31st, 2021
- Actively seeking add-on acquisitions of other hardware components and accessories



- Anderson, IN based manufacturer of electrical products for both commercial and residential end-markets
- Platform acquisition closed on March 8th, 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 31st, 2018
- Actively seeking add-on acquisitions of other LED solutions providers

Exited Investments



- Rochester, MN based manufacturer of branded fiber optic polishing equipment and contract manufacturing services for aerospace and defense
- Acquisition closed on November 30th, 2016
- Add-on of Tech Manufacturing completed January 31st, 2018
- Add-on of Stanley Engineering Company completed February 1st, 2019
- Doubled revenues and EBITDA during our ownership
- Sold to American Industrial Partners on November 30, 2021