

ONWARD | CAPITAL

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

Approach

Collaborative partnership with our management teams focused on developing and implementing 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
 - Provide access to growth capital
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Investment Criteria

Size:

- \$20-125 million of revenue
- \$4-12 million of EBITDA
- Add-ons of any size

Transaction Type:

- Control
 - Founder / family-owned businesses
 - Corporate spinouts
 - Private equity-owned companies
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Industrial Sector Niches

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

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

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Onward Partners have completed 18 platform investments and over 40 add-on acquisitions. These investments represent \$600 million of invested 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 December 31st, 2021
- Actively seeking add-on acquisitions of other wear components, tools and accessories serving the hardware, welding, industrial or auto aftermarket channels



- Anderson, IN and Pompano Beach, FL based distributor of electrical products for both commercial and residential end-markets. Offerings include hard to find residential and commercial circuit breakers, temporary power solutions, switchgear and wire and cable



- Platform acquisition closed March 8th, 2018
- Add-on of ATI Electrical & Power Assemblies closed December 29, 2023
- Actively seeking add-on acquisitions of distributors of electrical products



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



- St. Louis, MO based manufacturer of point-of-purchase displays serving CPGs, retailers and agencies. Offerings include temporary, semi-permanent and permanent displays and fixtures made from wire, metal, plastic, acrylic, glass, wood and corrugated.
- Platform acquisition closed August 3, 2023
- Actively seeking add-on acquisitions of other POP display businesses

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



Stanley Engineering Company

- Doubled revenues and EBITDA during our ownership
- Sold to American Industrial Partners on November 30, 2021