

Our model is the thoughtful result of combining the financial strength and long-term insight of a strategic acquirer with the transactional capabilities of a private equity group.

Our motives are simple and our approach is unique. We are building a diversified portfolio of industry-leading companies that can benefit from a long-term perspective. Our investment strategy is neither limited to the liquidity and life-cycle constraints of a fund, nor bound by the restrictions of outside investors. Instead, we are opportunistically re-investing our success back into our portfolio, our people, and our communities. This is buy-and-build in its truest sense. This is commitment.

## TARGET COMPANY CHARACTERISTICS

HBM focuses on companies displaying these characteristics:

### Transactional Profile

- Control position
- Target company EBITDA:  
**\$10M - \$25M**
- Broader criteria for add-on acquisitions;  
all current portfolio companies are acquisitive

### Operating Characteristics

- Long-term growth potential driven by unique end market fundamentals or specific, actionable opportunities identified by the company
- Top three position in market with value between  
**\$500M - \$2B**
- Sustainable competitive advantage driven by a proprietary product or differentiated business model
- North American headquarters

## TARGET INDUSTRY CHARACTERISTICS

When evaluating new platform opportunities, we target specialty manufacturers with a focus on the following:



**INDUSTRIAL EQUIPMENT  
& COMPONENTS**



**ENERGY EQUIPMENT**



**CHEMICALS & MINERALS**



**TRANSPORTATION  
EQUIPMENT  
EXCLUDING LIGHT-AUTO**

## INVESTMENT STRATEGY

HBM seeks to acquire majority positions in product-centric companies with strong potential for growth through strategic planning and targeted capital investment, as well as margin improvement through operational support.

## DEAL TEAM

### Mike DeCola

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### Andy Fincher

President & Chief Operating Officer  
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### Andrew Fulford

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Please contact Andrew Fulford for all deal-related opportunities or inquiries.

## HBM HOLDINGS DIFFERENCE

Because we have the attributes of a strategic acquirer and a private equity fund, we provide many advantages of both.

We are a management group that provides support to our diverse group of companies, without interfering with daily business activities.

## HBM provides a wealth of resources to each new company that joins our portfolio.

### Long-Term Focus

When we acquire a company, we are fully invested and committed to the company's success; our goal is to hold each portfolio company long-term. We partner with the management team at each portfolio company to create a strategic vision. Our focus is on achieving long-term performance, not short-term results.

### Strong Balance Sheet

We have the investment capital needed to grow our portfolio companies organically or through acquisition. Our strong balance sheet allows us to close transactions quickly and without a financing contingency.

### Experienced Management

Our management team has extensive experience leading businesses in a variety of industries. We are operational partners, not money managers.

### Operational Support

We offer support in talent management and development, finance, corporate development, information technology and other areas that companies need to grow successfully.

### Core Values

We are committed to honoring the values and beliefs that we were founded upon, while continuing to grow and look toward the future.

## CURRENT PORTFOLIO COMPANIES



Leading manufacturer of calcium products including ground calcium carbonate, quicklime, hydrated lime, and precipitated calcium carbonate



Manufacturer of engineered exhaust decouplers (hydroformed bellows and interlock hoses) and metal components used in emissions systems of commercial on-road and off-road vehicles



Leading producer of high-precision, custom-engineered gears and machined parts as well as assembled axles, transaxles, transmissions, brake assemblies and other components for a wide variety of industries



Leading lean contract manufacturer for aerosol and liquid packaging for the automobile, personal care, household and insecticides industries