



## ABOUT TECUM EQUITY PARTNERS

# Long-Term Hold Period

Family Office allows for 7+ year hold periods

# Low Leverage Approach

Capitalize our businesses with 60-100% equity

## \$2-\$20MM

EBITDA Range

## 80+

Transactions since 2006

## 75+

Combined years of investment experience

Our team partners with business owners, management teams, and their advisors to create shared and sustainable long-term value

## Who We Are

Tecum Equity is a Pittsburgh, Pennsylvania-based family office that was formed to invest in the lower middle market. Our family office is backed by committed capital from a local entrepreneur that built and successfully grew his industrial business into one of the largest privately held companies in Western Pennsylvania.

We seek to function as a value-added resource and work collaboratively with our portfolio companies. Tecum and its network provide oversight in the areas of strategic planning, business and financial management, operational improvements, technology, and add-on acquisitions. As a result of the flexible structure within our investment platform, we are able to support and execute long-term growth strategies, while patiently resolving business hurdles without the timing pressure and restrictions of a limited term fund.

## Tecum's Formula For Success

- |  |   |
|--|---|
| <b>1</b> Find the Right Partner and Align Common Goals | <b>2</b> Develop Strategic Plan with Executive Team       |
| <b>3</b> Empower and Support the Executive Team        | <b>4</b> Execute Strategic Plan and Continually Re-Assess |

## Investment Criteria

- EBITDA: \$2 to \$20 million
- EBITDA Margin: > 10%
- Geography: Primary operations in the United States

## Industry Experience

- Capital Equipment with P&M
- Food & Beverage
- High-Value Manufacturing
- Industrial Services
- Value-Added Distribution

## Transaction Types

- Family Wealth Transfer
- Leverage Buyouts (LBOs)
- Management Buyouts (MBOs)

## Company Characteristics

- Committed Management Team
- Differentiated Product or Service
- Leaders in Markets Served
- Identifiable Growth Opportunities
- Stable, Long-Term Industry Fundamentals

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Tecum = We Are With You.

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Learn more by visiting [www.tecum.com](http://www.tecum.com)

**October 2019 | HQ: Charlotte, NC**

Pinnacle is the premier crane dealership serving both North Carolina and South Carolina. The Company offers the industry leading brands of Link-Belt and Manitex. In addition to selling and renting cranes, Pinnacle provides best-in-class parts, maintenance, and repair services.

**ADD-ONS**

Relevant heavy equipment dealerships and service providers throughout the U.S.



*Capital  
Equipment with  
P&M*

**December 2018 | HQ: Freeport, PA**

Oberg is a leading designer and manufacturer in high-value, precision machining. The Company produces critical components for a variety of end markets, which include medical device, energy, aerospace, and metal packaging. Oberg serves its customers through its manufacturing operations in Pennsylvania, Illinois, and Costa Rica.

**ADD-ONS**

High-value, precision machining companies focused on tooling and componentry



*High-Value  
Manufacturing*

**August 2018 | HQ: St. Simons, GA**

Tidewater is a leading, full-service distributor of forestry equipment with 16 dealership locations across the Southeastern U.S. The Company sells industry leading brands Tigercat and Morbark machines, ancillary support products, and performs maintenance and repair services.

**ADD-ONS**

Relevant heavy equipment dealerships and service providers throughout the U.S.



*Capital  
Equipment with  
P&M*

**January 2018 | HQ: Atlanta, GA**

The Erosion Company has 50+ crews and is one of the largest erosion control service providers on the East Coast and the definitive leader in the Atlanta Metro area. The Company serves large regional and national homebuilders, as well as regional land developers in the Southeastern U.S. serving the residential, commercial, and infrastructure end markets.

**ADD-ONS**

Environmental service providers located in stable geographies or complementary industrial service providers



*Industrial Services*



*Food & Beverage*

**December 2017 | HQ: Pittsburgh, PA**

Pittsburgh Brewing Company is one of America's oldest brewing companies. The Company's products include Iron City, I.C. Light, I.C. Light Mango, Old German, American, American Light, and Blockhouse.

**October 2017 | HQ: Burnet, TX**

Gibraltar Global ("Gibraltar") is the leading provider of high tension cable barrier systems designed to contain and redirect errant vehicles from road hazards and reduce cross-median collisions. Gibraltar's system is patent protected and fully certified for use by the Federal Highway Safety Administration.

**ADD-ONS**

Transportation safety product businesses throughout the U.S.



*Value-Added  
Distribution*