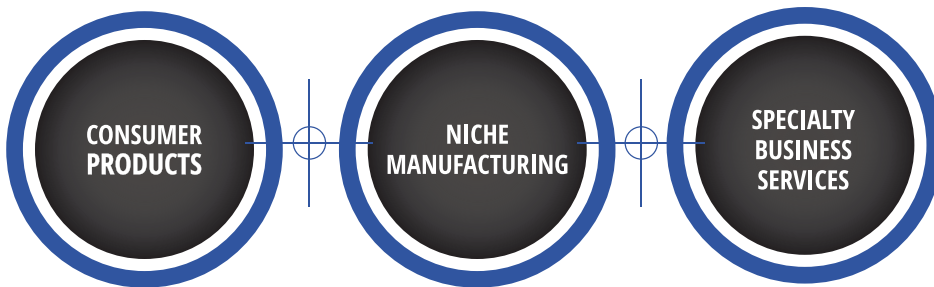


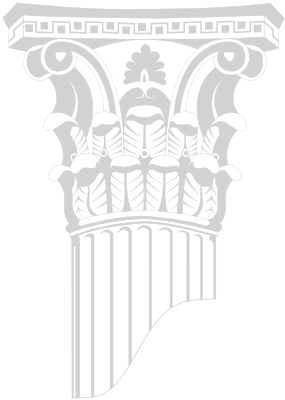
FIRM OVERVIEW

Guardian Capital Partners is a private equity firm, with over \$500 million in capital under management¹, that makes control investments in lower middle market companies. We partner with management teams to provide equity capital to lead leveraged buyouts, recapitalizations and divestitures of family-owned businesses and non-core divisions of larger corporations. With over 40 deals completed since inception, Guardian has a proven track record of creating value and building better and more sustainable businesses.

Target Sectors



Investment Criteria



Types of Investments

- Family-owned business or corporate divestiture
- Control investments
- LBOs, MBOs, Recaps

Geography

- United States or Canada (may have overseas operations)

Key Metrics (no minimum size for add-ons)

- Revenue: \$20 - \$100 million
- EBITDA: \$3 - \$9 million
- Equity Check: \$10 - \$35 million

Company Attributes

- High quality owner / operator
- Competitive advantage / defensible position
- History of stability and profitability
- Margin improvement / organic growth opportunity
- Add-on growth strategy

Why Partner with Guardian?

A Differentiated Approach...

Partnership

- Develop entrenched partnership with executive team, stressing culture and fit
- Invest in employees and the business process

Experts in Lower Middle Market

- Deep experience in strategic planning and unlocking transformational growth
- Extensive managerial and relationship experience across a broad range of industries
- Committed capital and resources to pursue add-on acquisitions

Certainty to Close

- Significant experience in due diligence and execution, enabling certainty to close
- Executed over 40 deals

¹ Information as of June 30th, 2020 | **Direct all Deal Inquires to:** Chris Fugaro 610.263.0102 | cfugaro@guardiancp.com



DATE ACQUIRED: November 20, 2020



HQ: Warminster, PA

Havis, Inc. is a leading designer and manufacturer of ruggedized mobile workforce solutions for public safety and enterprise markets. The Company's products are integrated into customer vehicles and equipment, enhancing the functionality of technology and maximizing user productivity through a deep commitment to comfort, safety, and quality.

DATE ACQUIRED: December 17, 2019



HQ: Belding, MI

Flat River Group is an eCommerce distributor, marketer, and service provider. Flat River solves eCommerce-specific challenges for both product vendors and the major eCommerce retailer channels. The Company leverages its diverse set of relationships to provide effective product sourcing, inventory management, and high volume direct to consumer drop-shipping.

DATE ACQUIRED: December 7, 2018



HQ: Anderson, SC

Tactical Medical Solutions, Inc. is a global leading developer and manufacturer of patented medical solutions for emergency trauma care across the military, law enforcement, fire and emergency services, and other domestic and international organizations.

DATE ACQUIRED: July 28, 2016



HQ: Columbus, OH

Carson Dellosa Education® is a leading provider of K-8 supplemental education products for educators and parents with an established portfolio of five market-leading brands known for high quality, rigorous educational materials.

DATE ACQUIRED: September 30, 2015



HQ: Burnsville, MN

Engineered Network Systems, Inc. is a designer, manufacturer of commercial grade products for mounting, storing, charging and securing technology. The company offers a full range of products including flat panel mounts, payment terminal stands, cabinets, carts and workstations.

DATE ACQUIRED: October 9, 2020



HQ: Austin, TX

Upper Echelon is a data-driven consumer products company selling its own branded products primarily through eCommerce marketplaces and the Company website. Upper Echelon leverages its technology and consumer products expertise to launch high quality products to fit consumer needs and lifestyles.

DATE ACQUIRED: November 7, 2019



HQ: Eugene, OR

Western Shelter Systems manufactures shelters and turnkey field support systems for military, emergency response, industrial, and medical applications. Western Shelter's CrewBoss division designs and manufactures high quality NFPA compliant fire resistant personal protective equipment for wildland and structural firefighters.

DATE ACQUIRED: February 23, 2018



HQ: Fremont, CA

Direct Line is an international provider of design, installation and maintenance services for a vast array of data center IT infrastructure and connectivity requirements. Direct Line is recognized for its industry leading standards for both structured cabling and comprehensive data center support.

DATE ACQUIRED: January 7, 2016



HQ: Wichita, KS

Cosmic Pet is an industry leading brand in canine pet products with a wide offering of collars, leashes and toys and other pet accessories. With over 30 years of experience, the company is known for offering award-winning and patented products.

DATE ACQUIRED: May 7, 2015



HQ: Tucson, AZ

CIS Global LLC is a leading provider of full turn-key linear motion and electro-mechanical rack mount and power distribution solutions for the world's largest OEMs and endusers in the data center and consumer appliance markets.

Realized Investments



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