



GUARDIAN CAPITAL PARTNERS

Guardian Capital Partners 2020 Year in Review

Active Investments



2020 Year End Review

In spite of the challenges presented by the global pandemic, it was a busy and successful year in 2020 for Guardian Capital Partners. In July, we announced the final close of Guardian Capital Partners Fund III, L.P. with over \$280 million in fresh capital commitments. The Fund was oversubscribed with strong support from existing limited partners and several new institutional investors. On the deal front, Guardian completed three acquisitions - Havis (www.havis.com), Upper Echelon Products (www.upperechelonproducts.com), and Optimum Fulfillment (www.optfillproducts.com).



Additionally, in December 2020 Guardian established an affiliated operations consulting and advisory firm, Guardian Operations and Advisory Company, LLC, and announced the hiring of Thomas J. Caruso as Partner, Portfolio Operations, who will lead this business unit. Mr. Caruso brings to Guardian an extensive career in operations, management and private equity, including the past eight years in middle market buyouts.

In 2021, Guardian is excited to identify new platform and add-on investment opportunities and deploy its fresh capital. To the extent you have opportunities that meet this criteria or perhaps smaller add-on opportunities that match well with Guardian's current portfolio companies, feel free to reach out to Christopher Fugaro to further discuss. We look forward to hearing from you!

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Deal Criteria

Family owned business or corporate divestiture

United States or Canada (may have overseas operations)

Sectors: Consumer products, niche manufacturing, specialty business services

Revenue: \$20 - \$100 million

EBITDA: \$3 - \$9 million

Add-on acquisitions of any size

About Guardian Capital Partners

Based in suburban Philadelphia, Guardian Capital Partners (www.guardiancp.com) is an operationally focused private equity firm with \$500 million in assets under management. Guardian makes control investments in lower middle market consumer products, niche manufacturing, and specialty business service companies with annual revenue between \$20 million and \$100 million. Guardian collaboratively works with owner operators to build a vision for accelerating growth strategies and creating sustainable profitability. Whether business owners are looking to monetize their ownership stakes, a management team is seeking a partner to facilitate a management buyout, or a corporate parent is planning to sell a non-core asset, Guardian brings speed, certainty, and a solution-oriented structure to meet the seller's needs.

Guardian Capital Partners is a Pennsylvania based investment advisor registered with the Securities and Exchange Commission under the Investment Advisers Act of 1940. Market conditions can vary over time and past fund performance does not guarantee future fund results.