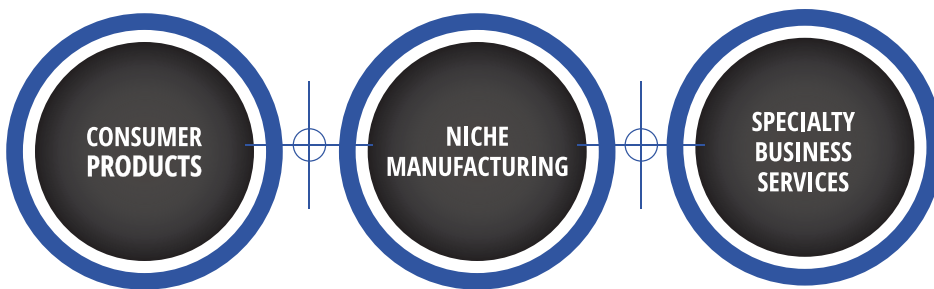


# FIRM OVERVIEW

**Guardian Capital Partners** is a private equity firm, with over \$600 million in regulatory assets under management<sup>1</sup>, 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 50 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)

### Deal Solicitation Metrics (no minimum size for add-ons)

- Revenue: \$20 - \$120 million
- EBITDA: \$4 - \$15 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 50 transactions

<sup>1</sup> Information as of June 30, 2021 | **Direct all Deal Inquires to:** Chris Fugaro 610.263.0102 | [cfugaro@guardiancp.com](mailto:cfugaro@guardiancp.com)



**DATE ACQUIRED:** May 21, 2021



**HQ:** Cypress, CA

Newair is a digitally native consumer products company developing smart design, small and medium size appliances. The company sells through eCommerce channels to a diversified customer base of leading online retailers.

**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:** 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:** 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:** 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:** 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:** 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:** 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:** 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:** 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.

**Realized Investments**



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