

## Firm Highlights

### *Business Partner First*

We partner with management teams to drive growth and value creation. Our unique and complementary mix of operating and investment experience differentiates us from other financial partners—the majority of our senior team members have been CEO, President or CFO during their careers. This drives a deeper understanding of sector trends and business fundamentals.

We help develop and support well-defined organic and acquisition growth strategies and assist with operational improvements. We collaborate with management teams who share our commitment to integrity, professionalism, and success.

### •Based in Washington, DC

### •Latest fund (HCI V):

- \$405mm
- November 2017 vintage

### Assets under management:

- Approx. \$1 billion
- 3 active funds

### Awards:

Inc.'s 2020 & 2021 PE 50 - The Best Private Equity Firms for Entrepreneurs

2021 & 2022 TOP 50 PE Firms in The Middle Market™ List

## Investment Criteria

### Size

EBITDA up to \$20mm  
HCI investment up to \$75mm

### Transaction Dynamics

- Focused on privately-held
- Owners seeking partnerships

### Industry Characteristics

- Highly fragmented
- Large addressable market

### Primary Business Models

- Value-added distribution
- Manufacturing
- Industrial services

### Primary End Markets

- Food & foodservice
- Industrial supplies
- Aerospace & defense
- Auto & truck
- Building products
- Infrastructure

### What We Don't Do













- Real estate
- Financial services
- Tech & software
- Marketing
- Consulting
- Life sciences
- Healthcare to patients
- Media & telecom
- Oil & gas
- Early stage



## Cohesive, Long-Tenured Team

Led by Managing Partners Doug McCormick & Dan Dickinson  
Operations team comprised of 2 Operating Partners and 2 Operating VPs  
1 Partner, 4 MDs, 7 VPs/Associates, and 5 additional staff members  
Long history together with strong, tight-knit culture

# Representative Portfolio Companies

Company	Business Model/ Industry	Business Description	Initial Investment Date
	Industrial services/ <a href="#">Foodservice</a>	Provider of repair and maintenance on commercial food service equipment	Jun-20
	Manufacturer/ <a href="#">A&amp;D</a>	Designer and manufacturer of defense electronics products and provider of related solutions	Jan-20
	Distributor/ <a href="#">Various sectors</a>	Distributor of industrial and hydraulic hose and hose accessories to various end markets	Dec-18
	Manufacturer/ <a href="#">Building products</a>	Manufacturer of semi-custom kitchen and bath cabinets for the single-family residential market	Nov-18
	Industrial services/ <a href="#">Food &amp; foodservice</a>	Provider of co-packing and co-manufacturing services to the human and pet food industry	Aug-18
	Transportation/ <a href="#">Healthcare</a>	Non-asset based provider of dedicated transportation of pharmaceuticals to the long-term care industry	May-18
	Virtual Manufacturer/ <a href="#">Building products</a>	Virtual manufacturer of cabinets and distributor of counter tops to the multi-family residential market	May-18
	Distributor/ <a href="#">Hotel &amp; hospitality</a>	Distributor of disposables and operational supplies and equipment to the lodging/hospitality industry	Dec-17
	Manufacturer/ <a href="#">Auto &amp; truck</a>	Manufacturer of precision-machined auto powertrain, chassis and suspension components	Aug-17
	Industrial services/ <a href="#">Auto &amp; truck</a>	Provider of protective coating, heat treating and other services for small metal fasteners	Jul-15
	Manufacturer/ <a href="#">Auto &amp; truck</a>	Manufacturer of high-profile auto badge assemblies and other highly-engineered products	Mar-15
	Distributor/ <a href="#">Food &amp; foodservice</a>	Distributor of disposable products for the foodservice, healthcare and janitorial markets	Apr-14

\* For a complete list of platform investments, visit our website, [www.hciequity.com](http://www.hciequity.com)