

## 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.

## Investment Criteria

### Size

- EBITDA up to \$20M
- HCI investment up to \$75M

### Transaction Dynamics

- Focused on privately-held
- Owners seeking partnerships

### Industry Characteristics

- Highly fragmented
- Large addressable market

### Based in Washington, DC

### Latest fund (HCI V):

- \$405M
- November 2017 vintage

### Assets under management:

- Approx. \$1 billion
- 2 active funds

### Awards:

- BluWave Top Private Equity Innovator – 2023, 2024
- Inc.'s Top Founder-Friendly Investors - 2021, 2022, 2023, 2024
- TOP 50 PE Firms in The Middle Market List - 2021, 2022, 2023, 2024














### Primary Business Models

- Value-added distribution
- Manufacturing
- Industrial services

### Primary End Markets

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

# Representative Portfolio Companies

Company	Business Model/ Industry	Business Description	Initial Investment Date
	Distribution/ Automotive Aftermarket	Distributor of automotive aftermarket parts to service centers, dealers, and e-commerce retailers	Nov-23
	Services/ Lawn Care	A platform focused on residential lawn care treatment, tree, shrub and pest control services	Jun-23
	Services/ Facility services	Provider of roof repair and maintenance services to commercial buildings	Mar-22
	Services/ Foodservice	Provider of repair and maintenance on commercial food service equipment	Jun-20
	Manufacturing/ A&D	Designer and manufacturer of defense electronics products and provider of related solutions	Jan-20
	Distribution/ Various sectors	Distributor of industrial and hydraulic hose and hose accessories to various end markets	Dec-18
	Manufacturing/ Building products	Manufacturer of semi-custom kitchen and bath cabinets for the single-family residential market	Nov-18
	Industrial services/ Food & foodservice	Provider of co-packing and co-manufacturing services to the human and pet food industry	Aug-18
	Transportation/ Healthcare	Non-asset based provider of dedicated transportation of pharmaceuticals to the long-term care industry	May-18
	Virtual Manufacturing/ Building products	Virtual manufacturer of cabinets and distributor of counter tops to the multi-family residential market	May-18
	Distribution/ Hotel & hospitality	Distributor of disposables and operational supplies and equipment to the lodging/hospitality industry	Dec-17
	Manufacturing/ Auto & truck	Manufacturer of precision-machined auto powertrain, chassis and suspension components	Aug-17
	Services/ Auto & truck	Provider of protective coating, heat treating and other services for small metal fasteners	Jul-15
	Manufacturing/ Auto & truck	Manufacturer of high-profile auto badge assemblies and other highly-engineered products	Mar-15
	Distribution/ Food & foodservice	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)