

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

Assets under management:

- Approx. \$1 billion
- 2 active funds

Awards:

BluWave 2023 Top Private Equity Innovator

Inc.'s 2021, 202, 2023 Top Founder-Friendly Investors

2021, 2022, 2023 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

Representative Portfolio Companies

HCI V

Company	Business Model/ Industry	Business Description	Initial Investment Date
 TRI-STATE ENTERPRISES, INC.	Distribution/ Automotive Aftermarket	Distributor of automotive aftermarket parts to service centers, dealers, and e-commerce retailers	Nov-23
 Grasshopper Lawns Inc.	Services/ Lawn Care	Provider of recurring lawn care treatment services to residential customers	Jun-23
 HIGHLAND COMMERCIAL ROOFING	Services/ Facility services	Provider of roof repair and maintenance services to commercial buildings	Mar-22
 TECH 24	Services/ Foodservice	Provider of repair and maintenance on commercial food service equipment	Jun-20
 PACIFIC DEFENSE	Manufacturing/ A&D	Designer and manufacturer of defense electronics products and provider of related solutions	Jan-20
 ECHELON SUPPLY AND SERVICE	Distribution/ Various sectors	Distributor of industrial and hydraulic hose and hose accessories to various end markets	Dec-18
 wf CABINERY™ A WELLBORN FOREST CO. EST. 1986	Manufacturing/ Building products	Manufacturer of semi-custom kitchen and bath cabinets for the single-family residential market	Nov-18
 MSI Express™ A perfect partner in every case.	Industrial services/ Food & foodservice	Provider of co-packing and co-manufacturing services to the human and pet food industry	Aug-18
 SDSRx The Healthcare Delivery Specialist	Transportation/ Healthcare	Non-asset based provider of dedicated transportation of pharmaceuticals to the long-term care industry	May-18
 REGENT Multi-Family Cabinet Solutions	Virtual Manufacturing/ Building products	Virtual manufacturer of cabinets and distributor of counter tops to the multi-family residential market	May-18
 CONSOLIDATED HOSPITALITY SUPPLIES	Distribution/ Hotel & hospitality	Distributor of disposables and operational supplies and equipment to the lodging/hospitality industry	Dec-17
 TSM TSM CORPORATION	Manufacturing/ Auto & truck	Manufacturer of precision-machined auto powertrain, chassis and suspension components	Aug-17
 Curtis Metal Finishing Company	Services/ Auto & truck	Provider of protective coating, heat treating and other services for small metal fasteners	Jul-15
 TRIBAR	Manufacturing/ Auto & truck	Manufacturer of high-profile auto badge assemblies and other highly-engineered products	Mar-15
 @merCare ROYAL	Distribution/ Food & foodservice	Distributor of disposable products for the foodservice, healthcare and janitorial markets	Apr-14

HCI IV

* For a complete list of platform investments, visit our website, www.hciequity.com