



STRENGTH. DURABILITY. SUPPORT.

Heartwood Partners is a middle market private equity firm that serves as a strong and reliable capital partner to owners and managers. We intertwine strategic and financial expertise to drive value for our investment businesses.

1982

FOUNDED

19

INVESTMENT
PROFESSIONALS

60 - 80%

EQUITY
CAPITALIZATION

\$600M+

INVESTING FROM HEARTWOOD PARTNERS
PRIVATE EQUITY INCOME FUND, III

CREATING VALUE FOR OUR BUSINESSES

UNIQUE HIGHER-EQUITY, LOWER-DEBT APPROACH

- + Capitalize our businesses with 60% - 80% equity
- + Use single outside senior debt class with long amortization, flexible covenants and low interest rates
- = Provides management with the flexibility to pursue acquisitions and expand capital investment

OFFERING CURRENT INCOME IN ADDITION TO LONG-TERM EQUITY GAINS

- + Quarterly cash distribution to all equity owners, including business owners and management teams
- = Provides current return on equity investment to complement opportunity to participate in future equity gains

GENUINE PARTNERSHIP WITH ALIGNED INCENTIVES WITH FOUNDERS AND BUSINESS OWNERS

- + Invest on the same terms as business owners and managers
- + Augment direct management ownership with equity incentives
- = Aligns incentives among all equity holders and management, and provides management opportunity to participate further in current income and capital appreciation

LONG-TERM INVESTMENT HORIZON TO FOSTER AND DEVELOP GROWTH

- + Current cash yield supports longer-term investment approach
- + Target investment period of five to ten years
- = Allows ownership and management to focus on making strategic decisions that benefit the company for the long term

INVESTMENT STRATEGY AND CRITERIA

Typically control equity investments in private U.S. companies that fit the following criteria:

- Revenues between \$20 million and \$250 million
- Operating profits between \$5 million and \$25 million
- Competitive position with ability to maintain margins
- Solid, committed management team
- Demonstrated ability to produce excess cash flow
- Manageable customer concentration
- S Corporations, LLC's, partnerships or divisions of larger companies are preferred
- Particular areas of interest include: Aftermarket Auto/Truck Parts, Consumer Products, Distribution, Food, Business Services, Niche Manufacturing, Packaging, Specialty Chemicals/Materials, Direct to Consumer

ADD-ON CORPORATE ACQUISITION PHILOSOPHY

- Collaborate with management
- Add market share, add product line, diversify customers and/or expand geographically
- Operating profits of \$500K or higher

Please contact John Newman and John Willert with business development opportunities or inquiries:

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13	\$1.1B+	4,300+	70+	21
COMPANIES	REVENUE	EMPLOYEES	LOCATIONS	ADD-ONS
COMPANY	INDUSTRY	BUSINESS DESCRIPTION	LOCATION AND WEBSITE	CORPORATE ACQUISITIONS
 AMERICAN LEATHER	Consumer Products, Niche Manufacturing	Designer & manufacturer of high-end, made-to-order furniture	Dallas, TX www.americanleather.com	<ul style="list-style-type: none"> Brookline Furniture LEE Industries Benchmark Modern
 PARKWAY	Niche Manufacturing, Specialty Chemicals/Materials	Injection molder of plastic and metal component parts	Greenville, SC www.parkwayproducts.com	<ul style="list-style-type: none"> LMR Plastics Littlestar Plastics ITECH
 APG AUTOMOTIVE PERFORMANCE GROUP	Aftermarket Auto/ Truck Parts, Consumer Products, Distribution	Wholesale distributor and ecommerce DTC of automotive aftermarket performance parts	Salt Lake City, UT www.aftermarketperformancegroup.com	<ul style="list-style-type: none"> Rally Sport Direct Subispeed FT Speed Stage 3 Motorsports Grimmspeed Truck Tech
M&Q Packaging	Consumer Products, Packaging	Designer & manufacturer of high temperature plastics, printing and packaging solutions for food, consumer and industrial applications	Schuylkill Haven, PA www.mqplastics.com	<ul style="list-style-type: none"> Outlook Group Flavorseal
 CMI	Niche Manufacturing	Manufacturer of marine vinyl sheet piling, aluminum docks and access bridges for marine applications	Marietta, GA www.cmilc.com	<ul style="list-style-type: none"> Mantle Engineered Plastic Systems
 FLETCHER	Consumer Product, Niche Manufacturing	Manufacturer & distributor of equipment and consumables to the picture framing, wood working and glass end-markets	East Berlin, CT www.fletcherervis.com	<ul style="list-style-type: none"> Framework
CHROMASCAPE	Specialty Chemicals/Materials	Producer of color dispersions and additives for landscape, building material, and graphic art applications	Twinsburg, OH www.chromascape.com	<ul style="list-style-type: none"> Greenville Colorants
 Sur-Seal	Niche Manufacturing	Manufacturer & distributor of custom sealing solutions to lighting, heating & cooling, medical and industrial end-markets	Cincinnati, OH www.sur-seal.com	
 HIGH BAR BRANDS	Aftermarket Auto/ Truck Parts, Niche Manufacturing	Manufacturer of aftermarket products for heavy duty trucks including couplings, hitches, fenders, floor mats, and tools	Bloomington, MN www.minimizer.com	<ul style="list-style-type: none"> Premier Manufacturing Minimizer
 Universal Woods	Consumer Product, Niche Manufacturing, Specialty Chemicals/Materials	Developer & manufacturer of coatings & hard-surface coated substrates for image sublimation and mezzanine decking	Louisville, KY www.universalwoods.com	<ul style="list-style-type: none"> R&D Coatings
 Allentown Engineering • Precision • Innovation	Niche Manufacturing	Manufacturer of animal housing solutions for the pharmaceutical and medical research industry	Allentown, NJ www.allentowninc.com	
 MicroCare	Specialty Chemicals/Materials	Developer & manufacturer of industrial-use cleaning fluids/coatings for electronics, fiber optic, medical, and other precision cleaning end markets	New Britain, CT www.microcare.com	
 Supersod 60 YEARS	Consumer Products, Food/ Agriculture	Producer of sod, seed, compost, and other landscaping products throughout the Southeastern U.S. serving contractors and consumers through retail stores, an eCommerce platform, and directly from farms	Lakeland, GA www.supersod.com	

SELECT FORMER PORTFOLIO COMPANIES

 Roll-Rite	Aftermarket Auto/ Truck Parts Niche Manufacturing	Automated tarping systems for trucks and trailers	 WEAVER LEATHERS	Consumer Products	Equestrian tack, livestock, arborist, leather craft products
 Green Color Concentrates	Specialty Chemicals/Materials	Color and additive concentrates for plastics	 Stoller	Industrial Services	Environmental services for energy and defense facilities
 DERBY FABRICATING	Niche Manufacturing	Automotive car foam and non-metallic sealing components for automotive applications	 AMES ANALOGOUS MECHANICAL & ELECTRICAL SERVICES	Industrial Services	Valve maintenance for nuclear power
 Twitchell	Consumer Product, Niche Manufacturing	Technical fabrics and coated materials	 Lone Star BEEF PROCESSORS, L.P.	Food/ Agriculture	Processor of lean beef for ground beef markets

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