



## OVERVIEW

- **About Us:** Bessemer Investors (BI) focuses on partnering with middle-market businesses to support growth and enhance value creation. We differentiate ourselves by combining a long-term, flexible capital base with a team of experienced private equity professionals
    - BI was established in 2018 by Bessemer Securities, the family investment vehicle of the Phipps family, which traces its origins to Henry Phipps' partnership with Andrew Carnegie and the sale of Carnegie Steel to J.P. Morgan in 1901
    - The Phipps family also owns Bessemer Trust, a leading private wealth management firm with ~\$180 billion of assets under supervision
  - **Bessemer Investment History:** The Phipps family has been investing in private companies for more than a century. BI is the latest in a line of successful, distinct investment platforms that trace their beginnings to the Phipps family, including:
    - Bessemer Venture Partners – An \$8.3 billion venture capital firm investing out of its 12<sup>th</sup> and 13<sup>th</sup> funds
    - Lindsay Goldberg – A \$13 billion private equity firm investing out of its 5<sup>th</sup> fund
- BI was established to continue this legacy with a commitment to building companies while upholding the core values of integrity, transparency and responsibility

## BESSEMER ADVANTAGE

- Flexible, long-term capital
- No management fees or transaction fees
- Emphasis on speed, certainty, and transparency
- Legacy of investing with integrity
- Resources of the Bessemer network

## TEAM

- The BI team has extensive experience at leading private equity firms, including Warburg Pincus, Pegasus Capital Advisors, Sightway Capital, Olympus Partners, CI Capital Partners and CCMP Capital. With decades of experience investing in private companies, we have the expertise, network, and resources to help build exceptional companies

**David Barr**  
Managing Director  
barr@bessemer.com  
212-708-9246

**Andrew Mendelsohn**  
Principal  
mendelsohn@bessemer.com  
212-708-9240

**Tim Pultorak**  
CFO  
pultorak@bessemer.com  
212-708-9258

**Amit Singh**  
Vice President  
singh@bessemer.com  
212-603-3206

**Bohdan Tyshynsky**  
Vice President  
tyshynsky@bessemer.com  
212-708-9139

**Andrew Kleinlein**  
Associate  
kleinlein@bessemer.com  
212-603-3221

**Joseph Middleman**  
Associate  
middleman@bessemer.com  
212-708-9399

**Abraham Talmaciu**  
Associate  
talmaciu@bessemer.com  
212-603-3215

## INVESTMENT STRATEGY

- **Investment Size:** BI has flexibility to pursue investments across a broad size spectrum. Our platform investments tend to fall in the following ranges:
  - Equity Investment: \$50 - \$150 million
  - Enterprise Value: \$75 - \$500 million
  - EBITDA: \$5 - \$50 million
- **Investment Structure:** BI invests across a wide range of situations and structures including:
  - Majority or minority investments
  - Family or sponsor owned businesses, corporate carve-outs, and public-to-privates
  - Platform acquisitions as well as buy and builds
  - Primary growth capital or shareholder liquidity
- **Industry Focus:** BI targets companies in industries that leverage our experience, network, and value proposition, including:
  - Industrials: Process and Flow Control, Value-added Distribution, Packaging, Industrial Technology, Industrial Services, Aerospace and Defense, Building Products
  - Business Services: Facilities Services, TICC, Insurance Distribution and Services, BPO/Contract Manufacturing
  - Consumer: Residential Services, Food/Beverage, Restaurants/Franchisors/Franchisees, Beauty and Personal Care, Pet Products and Services
- **Geography:** Primary focus on North America
- **Investment Characteristics:** We seek investments that exhibit one or more of the following attributes:
  - Proven, differentiated business models with attractive margins and cash flow profiles
  - Strong, defensible position in stable or growing end markets
  - Stable and recurring demand drivers
  - Identifiable levers for growth and/or enhanced profitability
  - Strong mgmt. teams with a clear vision for future value creation

# Portfolio & Experience

## SELECTED CURRENT & PRIOR BESSEMER INVESTORS PORTFOLIO INVESTMENTS



### Legacy Restoration (Plymouth, MN)

Provider of insurance restoration and remodeling services, including roofing, window, siding and gutter repair and replacement to the residential and commercial end markets. Legacy services the Minneapolis-St. Paul, Chicago, and Denver markets.

Seeking add-on opportunities



### Leonard Valve Company (Cranston, RI)

Designer and manufacturer of water temperature control valves and monitoring devices used in institutional and commercial applications.

Seeking add-on opportunities



### Mas Restaurant Group (Houston, TX)

Franchisee of Taco Bell restaurants in and around Houston, TX and Columbus, OH. Among the 110+ Taco Bell locations, three are cobranded with KFC, six are cobranded with Pizza Hut Express, and one is cobranded with Long John Silver's.

Seeking add-on opportunities. **Add-on Investments:** June 2021: **CL Companies** (36 Taco Bell locations in Columbus, OH)

### DISTINGUISHED PROGRAMS

### Distinguished Programs Holdings (New York, NY)

Specialty insurance services platform that is one of the largest independent program managers in the country. The program management business operates through three segments: Express (small account P&C programs), Specialty (larger account P&C programs serving hospitality and real-estate), and Prize Indemnity (hole-in-one and other prize indemnification products).

**Add-on Investments:** April 2019: **ProHost USA**; December 2017: **American Hole 'N One, Inc.**; August 2015: **Fulcrum Insurance Program**



### Conrex (Charleston, SC) – Sale to private equity in March 2021

Investment platform which acquires, renovates, and rents single family homes in the Southeastern and Midwestern regions of the United States. As of March 2021, the portfolio consisted of over 2,200 homes.



### Resource Pro (New York, NY) – Sale to private equity in March 2018

Leading provider of business process management, applied analytics and business intelligence, and technology-driven productivity solutions. The company serves insurance agents, brokers, MGAs, and carriers through processing centers in China and India.

## SELECTED PRIOR PORTFOLIO AFFILIATIONS OF BI PROFESSIONALS

### INDUSTRIALS



### Builders FirstSource (NASDAQ: BLD)

Supplier of building products to professional market



### Liqui-Box

Designer and supplier of liquid packaging systems



### Organix Recycling

Recycler of pre-consumer food waste



### Phoenix Services

Provider of outsourced industrial services, primarily to steel mills



### Polypore International

Filtration company specializing in microporous membranes



### Scotsman Ice Systems

Manufacturer of restaurant grade ice machines



### Sirona

Developer of high-quality dental equipment and systems



### Transdigm Group

(NYSE: TDG)

Designer, producer and supplier of aircraft components and systems



### TriMark USA

Provider of foodservice equipment and supplies



### Universal Lubricants

Blender and refiner of automotive oil and lubricants

### BUSINESS SERVICES



### Allied Universal

Unarmed security services provider



### AmSpec

TICC provider servicing the agri-business, chemical and oil sectors



### Aramark Corporation

(NYSE: ARMK)

Provider of food services, facilities management, and uniforms



### Olympus Insurance

Provider of voluntary-market property and casualty insurance policies to homeowners in Florida



### Vaco

Provider of staffing and managed service solutions

### CONSUMER



### Carol's Daughter

Developer and distributor of natural hair and beauty products



### Petmate

Supplier of pet hard goods and toys



### Six Senses Resorts & Spas

Ultra-luxury resort and spa management firm



### Jarden Corporation

Manufacturer, marketer, and distributor of consumer products



### Raison d'Etre

Spa consultancy and management company



### Rise Baking Company

Provider of premium cookies, dessert bars, artisan breads and flatbreads



### The Neiman Marcus Group

Luxury retailer of apparel, accessories, jewelry, etc.