



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. In addition, we pride ourselves on being great partners to management teams and responsible stewards of companies, ensuring that value creation inures to the benefit of all stakeholders
 - 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 12th flagship fund
 - Lindsay Goldberg – A \$13 billion private equity firm investing out of its 5th 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 and longer-term approach
- No management fees or transaction fees
- Rapid decision-making and transparency
- Legacy of investing with integrity
- Connectivity with the Bessemer network

TEAM

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

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INVESTMENT STRATEGY

- **Investment Size:** We pursue investments across a broad size spectrum and 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:
 - Primarily control investments with the ability to pursue minority investments on a selective basis
 - Founder-, employee-, or sponsor-owned businesses, corporate carve-outs, and public-to-privates
 - Platforms with organic and/or buy and build growth opportunities
- **Industry Focus:** BI targets companies in industries that leverage our experience, network, and value proposition, including:
 - **Industrials:** Process and Flow Control; Value-added Distribution; Industrial Technology; Industrial Services; Aerospace and Defense; Utility and Infrastructure Services; Packaging
 - **Business Services:** Facility and Support Services; Testing, Inspection, and Certification; Lab Services and Products; Business Process Outsourcing / Contract Manufacturing; Insurance Services and Distribution
 - **Consumer:** Residential Services; Animal Health / Pet Products and Services; Specialty Ingredients; Food and Beverage Equipment and Distribution; Multi-site, Franchisors, and Franchisees; Beauty and Personal Care 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 management teams with a clear vision for future value creation

Portfolio & Experience

SELECTED CURRENT BESSEMER INVESTORS PORTFOLIO INVESTMENTS



Seeking add-on opportunities

Tencarva Machinery (Greensboro, NC)

Investment Date: December 2021 | **Sector:** Flow Control

Distributor and servicer of liquid handling equipment to industrial and municipal end markets in the Southeast US, primarily distributing highly engineered pumps and pump equipment.

Add-on Investments: August 2022: Fischer Process Industries



Seeking add-on opportunities

Legacy Restoration (Plymouth, MN)

Investment Date: July 2021 | **Sector:** Residential Roofing Services

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, St. Cloud, Chicago, Denver, and Des Moines markets.

Add-on Investments: September 2022: Janney Roofing



Seeking add-on opportunities

RotoCo (San Diego, CA)

Investment Date: June 2022 | **Sector:** Residential Plumbing Services

Largest franchisee of Roto-Rooter, the leading franchisor of plumbing and drain services in North America.



Seeking add-on opportunities

Leonard Valve Company (Cranston, RI)

Investment Date: September 2019 | **Sector:** Flow Control

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



Seeking add-on opportunities

Pet Flavors (Melbourne, FL)

Investment Date: December 2021 | **Sector:** Pet Pharmaceuticals

Producer of flavor bases used in the production of companion pet pharmaceuticals.



Seeking add-on opportunities

Mas Restaurant Group (Houston, TX)

Investment Date: November 2018 | **Sector:** Taco Bell Franchisees

Franchisee of 110+ Taco Bell restaurants in the Houston, TX and Columbus, OH metro areas.

Add-on Investments: June 2021: CL Companies

SELECTED PRIOR PORTFOLIO AFFILIATIONS OF BI PROFESSIONALS

INDUSTRIALS



Builders FirstSource
(NASDAQ: BLDR)
Building Products



Maroon Group
Specialty Chemicals



Sirona
Dental Products



IntraPac
Packaging



Organix Recycling
Environmental Services



Transdigm Group (NYSE: TDG)
Aerospace Components



Liqui-Box
Packaging



Phoenix Services
Industrial Services



TriMark USA
Foodservice Equipment



Marcone
Appliance Parts



Polypore International
Filtration Products



Universal Lubricants
Lubrication Products



Scotsman Ice Systems
Ice Machine Equipment

BUSINESS SERVICES



Allied Universal
Security Services



Cadmus Group
Environmental Consulting



Olympus Insurance
P&C Insurance



AmSpec
TICC



CoAdvantage
HR Outsourcing



Resource Pro *
Insurance BPO



Anser Advisory
Infrastructure Consulting



Distinguished Programs *
Insurance Program Management



ServiceLogic
Commercial HVAC Services



Aramark Corporation
(NYSE: ARMK)
Food Services Management



HeartLand
Commercial Landscaping Services



Vaco
Staffing Services

CONSUMER



Carol's Daughter
Beauty & Personal Care



Mariani Landscaping
Residential Landscaping Services



SavATree
Landscape Management



Epiphany Dermatology
Dermatology Services



The Neiman Marcus Group
Luxury Retail



Six Senses Resorts & Spas
Luxury Resorts



Jarden Corporation
Consumer Products



Petmate
Pet Products



Tops Markets
Supermarket Chains



Rise Baking Company
Baked Goods