

Past Portfolio Companies

Aero-Metric, Inc.	Horton Enterprises, Inc.
Airworx Construction Equipment & Supply LLC	K.R. Drenth Trucking, Inc.
Arnold Engineering	Maine Industrial Tires Limited
Baldwin Technological Company, Inc.	Maxon Corporation
Canadian Hospital Specialties Limited & Benlan, Inc.	Miltco Enterprises, Inc.
C&J Spec-Rent Services, Inc.	Mobile Technologies, Inc.
C&M Conveyor, Inc.	Naturmed, Inc.
Coast Composites, Inc.	Navis Global
Coeur, Inc.	Nesco, LLC
Contract Land Staff, LLC	Nyloncraft, Inc.
Control Devices, Inc.	OakRiver Technology, Inc.
Corporate Visions Inc.	PetCare Products, Inc.
Crane Rental Corporation	ProAct Services Corporation
Duncan Systems, Inc.	Qualis Automotive, LLC
Effox, Inc.	Reinhold Industries, Inc.
EnerSafe, Inc.	R.S.T. Instruments Ltd.
Excel Industries, Inc.	Seneca Salem, Inc.
Flutes, Inc.	Special Applications Technology
GMD Distribution, Inc.	Specialized Desanders, Inc.
Grobet File Company of America, Inc.	Total Equipment and Service
Specialized DeSanders	Visioneering, Inc.
Health Resources, Inc.	Workhorse Rail

Our Team

DEAL SOURCING

Ted Kramer President & CEO 317-705-8824 tk@hkwinc.com	Ryan Grand Vice President, Deal Generation 317-805-1303 rmg@hkwinc.com	Ryan Supple Vice President, Deal Generation 317-428-1944 rws@hkwinc.com
---	---	--

TRANSACTION TEAM

Luke Phenicie Lead Transaction Partner 317-705-8826 lap@hkwinc.com	John Carsello Partner 317-705-8735 jmc@hkwinc.com	Chris Eline Principal 317-705-8827 cme@hkwinc.com
--	---	---

Tom Shaw
Vice President
317-663-6492
tps@hkwinc.com

OPERATING TEAM

Michael Foisy Lead Operations Partner 207-807-8695 maf@hkwinc.com	Jeff Wood Senior Partner 317-428-1945 jgw@hkwinc.com	Kent Robinson Partner, Operations 317-564-5070 kwr@hkwinc.com
---	--	---

Caroline Young
Partner
317-705-8823
cly@hkwinc.com

INVESTOR RELATIONS, COMPLIANCE & FINANCE

Jim Snyder Partner 317-705-8815 jcs@hkwinc.com	Constantine Rakkou CFO & CCO 201-447-1388 cjr@hkwinc.com	Ray Gong Controller & Assistant CCO 646-935-9191 rbg@hkwinc.com
--	--	---

Michelle Ball
Marketing Manager
317-705-8734
mab@hkwinc.com

FINANCIAL ANALYSIS

Wilson Ren Senior Associate 317-705-8825 wr@hkwinc.com	Kevin Fox Associate 317-805-5604 krf@hkwinc.com	Michael Terrell Associate 317-428-4588 mst@hkwinc.com
--	---	---

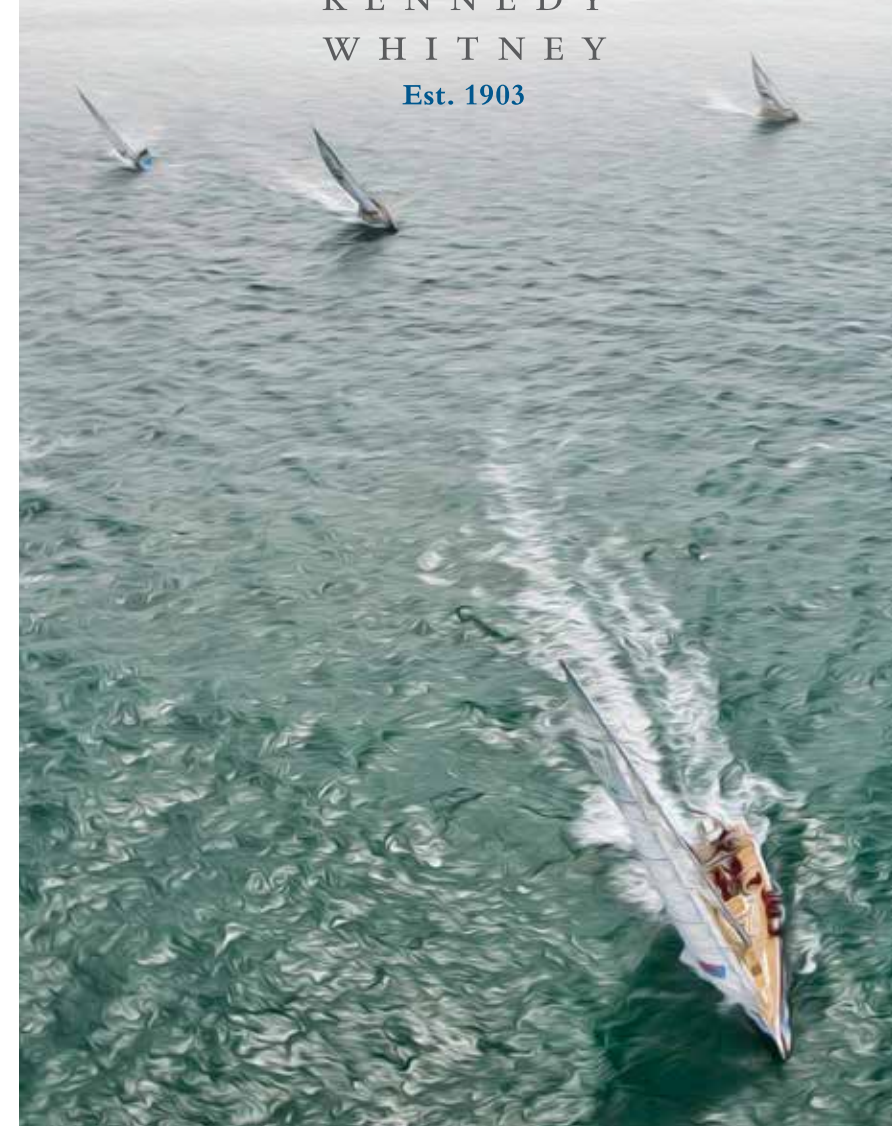


INDIANAPOLIS
8888 Keystone Crossing
Suite 600
Indianapolis, IN 46240
T: (317) 574-6900
F: (317) 574-7515

NEW YORK
420 Lexington Avenue
Suite 2633
New York, NY 10170
T: (212) 867-1010
F: (212) 867-1312



H A M M O N D
K E N N E D Y
W H I T N E Y
Est. 1903



SUCCESSING TOGETHER:
Investing in Partnerships with Superior
Companies in the Middle Market

www.hkwinc.com

Overview

- Founded in 1903
- Led 60 platform management buy-out transactions and 62 add-ons since 1982
- New York and Indianapolis offices
- Proven experiences in buying, building and selling small middle-market companies
- **13 Portfolio Companies**

Investment Criteria

TYPES OF TRANSACTIONS

- Industry consolidations, corporate divestitures, generational changes in ownership, growth equity, management buy-outs and recapitalizations
- Platform transaction range from **\$20 million to \$200+ million** (no minimum for add-on acquisitions)
- Equity investments which result in an **acquisition of control**

Typical Investment Candidates

- Companies with honest and **talented management teams** who want to own equity
- Private and public companies, or divisions of larger companies, headquartered within **North America**
- Companies with revenues between **\$20 million and \$200+ million** (no minimum for add-on acquisitions)
- Companies with EBITDA between **\$5 million and \$30 million**
- Companies with **a sustainable competitive advantage and defined growth strategy**

Strategy

WHY CHOOSE HKW?

- Stable firm and long tenure of team
- Dedicated deal generation team
- Better than market leverage discipline
- Reliable partner with management
- Value creation driver: earnings growth
- Experience with add-on acquisitions
- Ability to close quickly

Current Portfolio

BUSINESS SERVICES

BRANT INSTORE CORPORATION

Brantford, Ontario, Canada
SIC Code: 2752, 2759
www.brantinstore.com



Full service provider (including prepress and design support, printing, finishing, fulfillment and distribution) of in-store and shopper marketing solutions and related products for leading retailers in the U.S. and Canada.

Growth Strategy: Further diversify the Company's customer base and expand manufacturing and service capabilities.

CERTIFIED TRACKING SOLUTIONS, INC.

Edmonton, Alberta, Canada
SIC Code: 7372
www.titangps.ca



CTS develops software for applications ranging from specialized fleet management telematics solutions to consumer based GPS tracking and vehicle control systems.



Growth Strategy: Convert actionable opportunities and expand via market growth; broaden product portfolio; add-on acquisitions.

GATEKEEPER SYSTEMS, INC.

Irvine, CA
SIC Code: 7382
www.gatekeepersystems.com



Gatekeeper offers a product suite of intelligent cart solutions to minimize merchandise loss and reduce asset and labor expenditures.



Growth Strategy: Continued penetration of existing client locations, introduction of next generation products, international expansion, and add-on acquisitions.

GCR, INC.

New Orleans, LA
SIC Code: 7371
www.gcrincorporated.com



GCR provides professional services and software products to public sector clients. Software suites include business registration/filings, voter registration, campaign finance, nuclear water chemistry management, and airport management.



Growth Strategy: Identify and integrate strategic add-on acquisitions and increase penetration of current customer base through cross-selling.

Over a century of success and expertise has kept HKW on course. Our focus continues to be on our core mission of partnering with talented management teams to build world-class companies.

BUSINESS SERVICES

PARTNERS IN LEADERSHIP, LLC

Temecula, California
SIC Code: 8742
www.ozprinciple.com



Provider of accountability and cultural transition training services to blue chip companies. PIL utilizes a combination of business line level, results-focused training and C-suite focused, enterprise-wide solutions.

Growth Strategy: Expand sales force, training content areas, IP offering, and customer base. Product line growth and international expansion.



XIRGO TECHNOLOGIES, INC.

Camarillo, CA
SIC Code: 3663
www.xirgotech.com



Xirgo is a leading provider of wireless telematics modules for tracking, monitoring, protecting and controlling remote assets and workers supporting the Internet of Things ("IoT") growth sector.

Growth Strategy: Convert current sales pipeline, new product development, new industry applications and add-on acquisitions



HEALTH & WELLNESS

ALLIED VISION GROUP, INC.

Fort Lauderdale, FL
SIC Code: 8042
www.national-lens.com



Allied Vision is a leading international distributor of contact lenses, optical products, and pet medication products.



Growth Strategy: Continued organic growth; deepen management team/professionalize operations; add-on acquisitions.

FRESH DIRECT PRODUCE

Vancouver, British Columbia, Canada
SIC Code: 5148
www.freshdirectproduce.com



Fresh Direct Produce is a distributor of fresh, ethnic, tropical, organic, and specialty produce to the Western Canadian market. Value-added services include ripening, grading, machine packaging, and bagging.

Growth Strategy: Increase penetration into Western Canada, expand into new geographies, and add-on acquisitions.

INDIGO WILD, LLC

Kansas City, MO
SIC Code: 2841
www.indigowild.com



Indigo Wild is a manufacturer and distributor of bath, skin, home, and cleaning products, including the Zum product line, best known for its popular Zum Bar goat's milk soap.



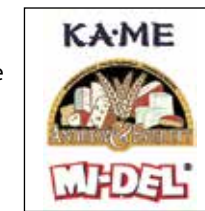
Growth Strategy: Product expansion, channel and geographic expansion, and improve operating efficiencies.

PANOS BRANDS

Rochelle Park, NJ
SIC Code: 5141
www.panosbrands.com



A consumer packaged goods company with a unique portfolio of specialty food and beverage brands.



Growth Strategy: Organic industry growth, product portfolio expansion, growth within new channels

PROTECT PLUS AIR HOLDINGS, LLC

Hickory, NC
SIC Code: 5075
www.protectplusair.com



Protect Plus is a top manufacturer and distributor of retail air filters and related products for home HVAC systems.



Growth Strategy: Organic growth, increase E-commerce capabilities, and pursue add-ons in the air filter category.

OTHER SECTORS

ROYAL CAMP SERVICES LTD.

Edmonton, Alberta, Canada
SIC Code: 7021
www.royalcamp.com



Royal Camp is a leading provider of workforce accommodations, catering and complementary services to customers operating in the oil, natural gas, and mining industries in western Canada.



Growth Strategy: End market expansion, broaden services provided, add-on acquisitions.

URBAN ARMOR GEAR, LLC

Laguna Niguel, CA
SIC Code: 5065
www.urbanarmorgear.com



UAG is a designer and manufacturer of branded, patented, and rugged protective cases for mobile phones, laptops, and tablets.



Growth Strategy: Domestic retail expansion, international expansion, and new product introductions.

Notes

